

**Curriculum Vitae**  
**Douglass Mc Cullough Tatum**

September 28, 2015

**General Information**

University address: Ent, Strategy & Info Systems  
College of Business  
Rovetta Building B 0152  
Florida State University  
Tallahassee, Florida 32306-1110

E-mail address: dtatum@business.fsu.edu

**Professional Preparation**

1980                    Master's Degree, FLORIDA STATE UNIVERSITY. Major: Accounting.

1979                    Bachelor's Degree, FLORIDA STATE UNIVERSITY. Major: Accounting  
and Finance.

**Professional Credential(s)**

2010–present        AACSB Professional Qualified.

**Professional Experience**

2013–present        Teaching Faculty I, Ent, Strategy & Info Systems, Florida State University.

2012–present        Board Chair, Newport Board Group. Serve as Chairman of the Board for  
Newport Board Group a national professional services firm start-up.

2013–2016            Vice Chairman; Chairman; Immediate Past Chairman, Association for  
Corporate Growth.

2010–2013            Teaching Faculty, Middle Tennessee State University.

1991–2010            Chairman CEO - Chairman Emeritus, Tatum LLC.

Doug was Chairman and CEO of Tatum LLC, which grew into a highly respected national professional services firm with 30 offices and over 1000 professionals and employees. The company was sold to Spherion in 2010. Prior to his role with Tatum LLC, Doug served a number of companies as a senior executive and/or board member.

## **Current Membership in Professional Organizations**

Doug serves on the Board of Directors of the Association for Corporate Growth (ACG), a global not-for-profit organization with 58 Chapters and 14,000 members in the US and internationally, representing middle market private capital investors, intermediaries and the middle market deal community

## **Teaching**

### **Courses Taught**

- New Venture Creation (ENT4114)
- Funding Sources for Entrepreneurial Opportunities (ENT3423)
- INTERNSHIP IN A BOX PROGRAM (MAN4905)
- New Venture Finance (ENT3413)
- # Entrepreneurship (BCEN 2900)

### **Curriculum Development**

- # Developed the "Growth Challenge Workshop" - an MBA level one day case based course designed for the CEO of an emerging middle market - second stage entrepreneurial growth company. The materials were developed out of material incorporated in the book – No Man's Land – Where Growing Companies Fail (2012)

## **Research and Original Creative Work**

### **Publications**

#### **Invited Journal Articles**

- # Tatum, D. M., Beauchamp, Charles, F., & Ford, William, F. (2013). Evidence on the Growing Profit Disconnect between the Public's Views of Corporate America. *Business Economics*, 48 (Issue 2), 140-142.

#### **Nonrefereed Books**

- # Tatum, D. M. (2007). *No Mans Land - Where Growing Companies Fail*. Penguin Group.  
The book, published in the U.S. in 2007, has received four national Best Business Book awards and has been published in China, Taiwan and South Korea and is slated for publication in Vietnam. The book was included in the recently updated edition of "The 100 Best Business Books of All Time" by Jack Covert and Todd Sattersten.

## **Presentations**

### **Invited Keynote and Plenary Presentations at Conferences**

*For invited keynote and plenary presentations at conferences, 20.0% were national, 20.0% were regional, 20.0% were state, 40.0% were local in scope.*

- Tatum, D. (presented 2015, April). *New Normal: No Man's Land and Your Company's Worth and Why*. Keynote presentation at Virginia Council of CEOs Spring Retreat, Virginia Council of CEOs, Williamsburg, VA. (State)
- Tatum, D. M. (presented 2013, December). *No Man's Land*. Keynote presentation at UPS Capital Sales Training Meeting, UPS Capital, Atlanta, GA. (Regional)
- # Tatum, D. M. (presented 2013, June). *No Man's Land and the Economics of Emerging Middle Market Companies*. Plenary presentation at South Florida Business & Leadership Conference, Urban League and Jim Moran Institute, Ft. Lauderdale, FL. (Local)
- # Tatum, D. M. (presented 2013, May). *No Man's Land and the Economics of Emerging Middle Market Companies*. Keynote presentation at Goals Conference Business Leaders, Miami-Dade Chamber of Commerce, Miami, FL. (Local)
- # Tatum, D. M. C. (presented 2009, January). *No Man's Land: What to do when your company is too big to be small but too small to be big*. Keynote presentation at the meeting of Structured Products Americas, Miami, Florida. (National)

### **Invited Keynote and Plenary Presentations at Symposia**

*For invited keynote and plenary presentations at symposia, 100.0% were regional in scope.*

- Tatum, D. M. (presented 2014, October). *Innovation and Growth: The New Normal*. Keynote presentation in B. Terry (Chair), *Gulf Power Economic Symposium*. Symposium conducted at the meeting of Gulf Power, Southern Company, Destin, FL. (Regional)

### **Invited Presentations at Conferences**

*For invited presentations at conferences, 100.0% were national in scope.*

- Tatum, D. (presented 2015, March). *Effective Leadership to Increase Productivity*. Presentation at Motorola Channel Partner Expo, Motorola Solutions, Las Vegas, NV. (National)
- # Tatum, D. M. C. (presented 2010, January). *4M Navigator workshop*. Presentation at the meeting of Vistage, Atlanta, Georgia. (National)

- # Tatum, D. M. C. (presented 2009, January). *To develop marketing and sales content for SAP's campaign to CFOs*. Presentation at the meeting of SAP's Office of the CFO Workshop, San Francisco, California. (National)

### **Invited Lectures and Readings of Original Work**

*For invited lectures and readings of original work, 8.0% were international, 44.0% were national, 48.0% were local in scope.*

- Tatum, D. (2015, April). *No Man's Land: Where Growing Companies Fail*. Delivered at Inc. CEO Project Summit, Philadelphia, PA. (National)
- Tatum, D. (2015, April). *No Man's Land: Where Growing Companies Fail*. Delivered at BIG Breakfast South Florida, Ft. Lauderdale, FL. (Local)
- Tatum, D. (2014, November). *Navigate No Man's Land*. Delivered at Westfield Bank's Small Business Success Symposium, Cleveland, OH. (Local)
- Tatum, D. M. (2013, October). *No Man's Land*. Delivered at Business Resources Alliance Group (BRAG), Denver, CO. (Local)
- Tatum, D. M. (2013, October). *No Man's Land*. Delivered at Sponsored by Wells Fargo, Insperty, Robert Half, Stearns, Cherry Bekaert, Goodwin Exec Search, Raleigh, NC. (Local)
- Tatum, D. M. (2013, October). *No Man's Land for The Emerging Business Seminar Series*. Delivered at Sponsored by Snell & Wilmer Attorneys, Phoenix, AZ. (Local)
- Tatum, D. M. (2013, September). *Navigating Your Growth Challenges*. Delivered at Business Innovation Growth (BIG), Charlotte, NC. (Local)
- Tatum, D. M. (2013, August). *No Man's Land*. Delivered at Sponsored by Kerkering Barberio, Cadence Bank, Sarasota Manatee Manufacturers, Sarasota EDC, Sarasota, FL. (Local)
- Tatum, D. M. (2013, August). *No Man's Land*. Delivered at Newport Board Group, Atlanta, GA. (Local)
- # Tatum, D. M. (2013, July). *No Man's Land*. Delivered at MetLife, McNair Attorneys, Wall Street Capital, Hyde Park Capital, Dixon CPAs, Greenville, SC. (Local)
- # Tatum, D. M. (2013, July). *No Man's Land*. Delivered at Robert Half, San Francisco, CA. (Local)
- # Tatum, D. M. (2013, July). *No Man's Land - Golden Gate University*. Delivered at Golden Gate University, San Francisco, CA. (Local)

- # Tatum, D. M. (2013, May). *No Man's Land: How Emerging Companies Navigate It and Prepare for a Successful Exit*. Delivered at Exit Planning Exchange (XPX). (Local)
- # Tatum, D. M. C. (2010, January). *Are You Finding Yourself More Co-CEO than CFO?* Delivered at FEI Leadership Summit, Las Vegas, Nevada. (National)
- # Tatum, D. M. C. (2010, January). *Business Leadership in Uncertain Times*. Delivered at AICPA, La Jolla, California. (National)
- # Tatum, D. M. C. (2010, January). *Managing the Growing Company*. Delivered at HEC, Paris, Paris, France. (International)
- # Tatum, D. M. C. (2010, January). *Navigating No Man's Land - What do you do when your company grows too big to remain small, but is still too small to be big?* Delivered at YPO (Young Presidents Organization), Austin, Texas. (National)
- # Tatum, D. M. C. (2010, January). *Plenary session and workshop titled Navigate Your Company's Future*. Delivered at The B.I.G. Summit, Orlando, Florida. (National)
- # Tatum, D. M. C. (2009, January). *No Man's Land speech SAP Marketing - SAP Great Britain*. Delivered at SAP UK World Tour event, Birmingham, United Kingdom. (International)
- # Tatum, D. M. C. (2009, January). *No Man's Land: What to do when your company is too big to be small but too small to be big*. Delivered at Association for Corporate Growth, Atlanta, Georgia. (National)
- # Tatum, D. M. C. (2009, January). *No Man's Land: What to do when your company is too big to be small but too small to be big*. Delivered at Inc. GrowCo, Orlando, Florida. (National)
- # Tatum, D. M. C. (2009, January). *No Man's Land: What to do when your company is too big to be small but too small to be big*. Delivered at TriNet CEO Retreat, San Juan, Puerto Rico. (National)
- # Tatum, D. M. C. (2009, January). *No Man's Land: What To Do When Your Company Is Too Big To Be Small But Too Small To Be Big*. Delivered at ENW Annual Symposium, Atlanta, Georgia. (National)
- # Tatum, D. M. C. (2009, January). *No Man's Land: What to Do When Your Company Is Too Big to Be Small but Too Small to Be Big 2009-2010: ENW Annual Symposium, Atlanta*. Delivered at Renaissance, Chicago, Illinois. (National)
- # Tatum, D. M. C. (2009, January). *You Stay Small or Go Big In This Economy?* Delivered at Inc. 500 / 5000 Conference & Awards Ceremony, Washington, District of Columbia. (National)

## **Service**

### **Service to Other Universities**

- Panelist, How Companies Succeed - Why Many Don't, *Harvard Business School Association* (2015).
- Panelist - Effectively Financing Growth, *FIU College of Business - TD Bank Small / Family Business Symposium* (2014).
- # Faculty Search Committee Member, *Middle Tennessee State University* (2012–2013).
- # Member-Assurance of Learning, *Middle Tennessee State University* (2012–2013).
- # College of Business Deans Search: Search Committee for the New Dean, *Middle Tennessee State University* (2012–2013).
- # Intellectual Property Licensing Committee: University Wide Committee charged with designing the University's IP Licensing Policies and Practices, *Middle Tennessee State University* (2012–2013).
- # Chair-Global Entrepreneurship Week, *Middle Tennessee State University* (2011–2012).
- # Member-Entrepreneurship Week seminars, *Middle Tennessee State University* (2011–2012).

### **The Community**

- # Chairman of the Research Advisory Board, Institute for Exceptional Growth Companies (2011–2016).
- Advisory Board Chairman for the Institute for Exceptional Growth Companies, a national research institute, funded by the NASDAQ Foundation and the Edward Lowe Foundation. Its mission is to study exceptional growth companies, the capital markets, and their impact on employment and economic growth. The Institute maintains a times series data base of data on US companies and provides access to that data to academic researchers around the world.
- Speaker, The New Normal - Entrepreneurship in the United States, Tallahassee Chamber of Commerce Annual Conference (2014).

### **Discussant/Panelist**

- Tatum, D. (2015). *Access to Capital: Who is Funding Small and Middle-Market Companies?* Milken Institute Global Conference, Los Angeles.

- Tatum, D. (2015). *Managing Your Corporate Growth*. Rock Mountain Corporate Growth Conference.
- Tatum, D. (2015). *The Role of Government in Business Formation and Growth*. Texas Private Equity Conference.
- Tatum, D. (2014). *Private Companies and Private Equity*. Grant Thornton Annual Partner Meeting.
- # Tatum, D. M. (2013). *Guiding Your Senior Team from Strategy to Execution*. American Society for Association Executives (ASAE).
- # Tatum, D. M. C. (2010–2011). *Business Leadership in Uncertain Times How can CFOs develop strategic plans, manage risk and ensure profitability for their companies in these challenging times? What are the primary areas of focus? What are the key opportunities?* AICPA National CFO Conference.  
San Diego, California.
- # Tatum, D. M. C. (2010–2011). *Judge - People vs. Profits; Breakout Panel; interview discussing Firing tips, securing financing and other business topics*. Inc. 500 / 5000 Conference & Awards Ceremony.  
Washington, District of Columbia.
- # Tatum, D. M. C. (2009). *A New Paradigm for Employment in the Digital Age - How to find, engage and empower the next wave of employees*. Florida State University.  
Atlanta, Georgia.
- # Tatum, D. M. C. (2009–2010). *Individual presentations from various investment companies from several countries*. Co-Investors Network Dinner.  
Zurich, Switzerland.
- # Tatum, D. M. C. (2009). *MSNBC Your Business comparing the current recession to the Great Depression*. MSNBC.  
New York, New York.

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# Professional activities that occurred prior to my employment at FSU.