

**René Sacasas**  
305-284-4481 / 305-284-4633  
321 Jenkins Building  
Coral Gables, Florida 33146

|  |                     |
|--|---------------------|
| <b>Current Academic Rank</b>           | Professor [Tenured] |
| <b>Primary Department</b>              | Business Law        |
| <b>Secondary or Joint Appointments</b> | None                |
| <b>Citizenship</b>                     | USA                 |

## HIGHER EDUCATION

### Institutional

|   |             |      |
|---|-------------|------|
| Emory University<br>School of Law<br>Atlanta, Georgia   | JD          | 1975 |
| Georgetown University<br>Graduate School of Foreign Service<br>Washington, D.C.               | 1969 - 1971 |      |
| The American University<br>School of Government and Public Administration<br>Washington, D.C. | BA          | 1969 |

### Certification, licensure

|  |      |
|--|------|
| U.S. District Court Trial Bar, So. Dist. of Fla. | 1982 |
| U.S. Eleventh Circuit Court of Appeals           | 1981 |
| U.S. Supreme Court                               | 1980 |
| U.S. District Court, So. Dist. of Fla.           | 1976 |
| U.S. Fifth Circuit Court of Appeals              | 1976 |
| The Florida Bar                                  | 1976 |

### Non-institutional Training

|  |      |
|--|------|
| Linguistic Teaching Methods [Spanish]<br>Institute of Modern Languages<br>Washington, D.C. | 1968 |
|--|------|

**EXPERIENCE****Academic**

|  |             |
|--|-------------|
| Professor of Business Law [Tenured]<br>School of Business Administration<br>University of Miami<br>Coral Gables, Florida               | 2002        |
| Graduate Faculty<br>Graduate School<br>University of Miami<br>Coral Gables, Florida  | 2004        |
| Associated Faculty<br>Graduate School of International Studies<br>University of Miami<br>Coral Gables, Florida                         | 1996 - 2002 |
| Associate Professor of Business Law [Tenured]<br>School of Business Administration<br>University of Miami<br>Coral Gables, Florida     | 1991 - 2002 |
| Assistant Professor of Business Law<br>School of Business Administration<br>University of Miami<br>Coral Gables, Florida               | 1985 - 1991 |
| Adjunct Professor of International Business<br>School of Business Administration<br>Florida International University<br>Miami, Florida | 1979 - 1980 |

**Non-Academic/Professional**

|   |             |
|---|-------------|
| Attorney, Of Counsel, Private Practice<br>Welbaum, Guernsey, Hingston, Greenleaf & Gregory<br>Coral Gables, Florida | 1995 - 2006 |
| Attorney, Of Counsel, Private Practice<br>Welbaum, Zook & Jones<br>Coral Gables, Florida                            | 1986 - 1995 |
| Attorney, Partner, Private Practice<br>Merkin & Sacasas<br>Miami, Florida   | 1979 - 1986 |
| Attorney, Associate, Private Practice<br>Welbaum, Zook, Jones & Williams<br>Miami, Florida                          | 1976 - 1979 |
| Law Clerk, Private Practice<br>McClarty & Aiken<br>Atlanta, Georgia   | 1974 - 1976 |
| International Territorial Representative<br>Chemical Bank<br>New York, New York                                     | 1971 - 1973 |

## PUBLICATIONS

### Books and Monographs Published

- Sacasas, R., **The Legal Implications of Purchasing** (BBP, Simon & Schuster, 1998).  
Sacasas, R., **The Purchasing Casebook: 25 Critical Purchasing Law Issues** (BBP, Simon & Schuster, 1998).

### Juried or Refereed Journal Articles

- Olazábal, A., Sacasas, R., and Turner, K. *Global Sales Law: An Analysis of Recent CISG Precedents in U.S. Courts, 2004-2012*, Vol. 67 No. 4, **The Business Lawyer** (August 2012).
- Sacasas, R., *Channels of Distribution Issues Under the Antitrust Statutes*, Vol. 34 No. 4, **Journal of the Academy of Marketing Science**, pp. 629-630 (Fall, 2006).
- Sacasas, R., *This Is Not Your Mommy's 'Barbie' or Is She? A Cultural Icon Struggles to Maintain Her Reputation*, Vol. 33 No. 2, **Journal of the Academy of Marketing Science**, pp. 213-214 (Spring, 2005).
- Sacasas, R., *Tigana Limited v Decoro Limited: The Regulation of Commercial Agency Relationships in Europe*, Vol. 32 No. 2, **Journal of the Academy of Marketing Science**, pp. 213-214 (Spring, 2004).
- Sacasas, R., *Material Differences in Trademarked Goods: "A Rose is a Rose is a Rose"*, Vol. 31 No. 2, **Journal of the Academy of Marketing Science**, pp. 216-217 (Spring, 2003).
- Olazábal, A. and Sacasas, R., *Real Estate Agent as 'Superbroker': Defining and Bridging the Gap Between Residential Realtors' Abilities and Liabilities in the New Millennium*, Vol. 30 No. 3, **Real Estate Law Journal**, pp. 173-231 (Winter 2001-2002).
- Sacasas, R., *The Pizza Wars: Pizza Hut, Inc. v. Papa John's International*, Vol. 29 No. 2, **Journal of the Academy of Marketing Science**, pp. 205-206 (Spring, 2001).
- Morales, A., Sacasas, R. and Munter, P., *"Safe Harbor" Under the Private Securities Litigation Reform Act of 1995*, Vol. 70 No. 8, **The CPA Journal**, pp.66-68 (August 2000).
- Sacasas, R. and Munter, P., *Accounting for Stock Grants to Non-Employees*, **The Journal of Corporate Accounting and Finance**, pp. 145-150 (Spring, 1999).
- Sacasas, R. and Munter, P., *Who Is An Employee: Some Implications of FAS No. 123*, Vol. 68 No. 6, **The CPA Journal**, pp. 48-49 (June, 1998).
- Sacasas, R., DiMatteo, L.A. and Munter, P., *Employee Leasing's Legal Snares*, Vol. LXXIX No. 5, **Management Accounting**, pp. 28-34 (November, 1997) [Awarded Certificate of Merit in Lybrands Awards Manuscript Competition].
- Sacasas, R., *The Right to Adequate Assurance: A Manager's Guide to Quieting the Fears of Commercial Insecurity*, Vol. 21 No. 1&2, **Business Forum**, pp. 32-34 (Cal. State Univ., Los Angeles, Winter/Spring, 1996).
- Munter, P., Sacasas, R. and García, E., *Accounting and Disclosure of Environmental Contingencies*, Vol. 66 No. 1, **The CPA Journal**, pp. 36-37; 50-52 (January, 1996).
- Sacasas, R. and Morales, A., *The Modern Consignment Shop: A New "Wrinkle" For the Law?*, Vol. 42 No. 3, **Business & Economic Review**, pp. 10-13 (Univ. of So. Carolina, April-May-June, 1996).
- DiMatteo, L.A., Sacasas, R. and Munter, P., *Employee Leasing: Is It a "Safe Harbor"?*, Vol. 65 No. 9, **The CPA Journal**, pp. 66-67 (September, 1995).
- DiMatteo, L.A. and Sacasas, R., *Employee Leasing: No Panacea*, Vol. 41 No. 4, **Business & Economic Review**, pp. 16-20 (Univ. of So. Carolina, July, 1995).
- DiMatteo, L.A. and Sacasas, R., *Credit and Value "Comfort" Instruments: Crossing the Line From Assurance to Legally Significant Reliance and Toward a Theory of Enforceability*, Vol. 47 No. 2, **Baylor Law Review**, pp. 358-423 (May, 1995).

**Juried or Refereed Journal Articles (continued)**

- Sacasas, R., *Protecting Customer Lists: Merely Difficult or Downright Impossible?*, Vol. 22 No. 4, **Journal of the Academy of Marketing Science**, pp. 401-403 (Fall, 1994).
- Sacasas, R. and Rubin, R., *Board of Education of the Kiryas Joel School District v. Grumet: A Study in Establishment Clause Jurisprudence*, Vol. 23, **Academy of Legal Studies in Business National Proceedings**, pp. 120-138 (August, 1994) [selected for publication by a process of blind review].
- Sacasas, R., Munter, P. and Dennis-Escoffier, S., *Maislin and Motor Carriers' Income Taxes*, Vol. 59 No. 4, **Transportation Practitioners Journal**, pp. 359-365 (Summer, 1992); reprinted Vol. 16 Part I, **Public Utilities Law Anthology**, pp. 573-581 (Jan./June, 1993).
- Sacasas, R., Munter, P. and Sanders, G.D., *Unwanted Assets? Motor Carriers and Auditors in a Post-Maislin World*, Vol. 31 No. 1, **Transportation Journal**, pp. 51-57 (Fall, 1991).
- Sacasas, R., *The Filed Tariff Doctrine: Casualty or Survivor of Deregulation?*, Vol. 29 No. 1, **Duquesne Law Review**, pp. 1-38 (Fall, 1990) [research performed under a Max Orovitz Summer Research Award]; reprinted Vol. 14, **Public Utilities Law Anthology**, pp. 201-238 (1991).
- Sacasas, R. and Cava, A., *A Legal Studies Major: The Miami Model*, Vol. 9 No. 2, **The Journal of Legal Studies Education**, pp. 339-348 (A.B.L.A., Spring, 1991).
- Sanders, G.D., Sacasas, R. and Munter, P., *The Search for Unrecorded Liabilities: The Implications of Maislin*, Vol. 61 No. 2, **The CPA Journal**, pp. 48-51 (February, 1991).
- Sacasas, R., *Dear Lawyer/Dear Client: An Open Exchange of Views*, Vol. 15 No. 2, **Business Forum**, pp. 24-27 (Cal. State Univ., Los Angeles, Spring, 1990).
- Sacasas, R., *Managers vs. Lawyers?*, Vol. 36 No. 3, **Business & Economic Review**, pp. 21-23 (Univ. of So. Carolina, April-June, 1990).
- Sacasas, R. and Glaskowsky, N.A., *Motor Carrier Deregulation: A Decade of Legal and Economic Conflict*, Vol. 18 No. 2, **Transportation Law Journal**, pp. 189-217 (Spring, 1990).
- Sacasas, R. and Cava, A., *Law, Ethics and Management: Toward an Effective Audit*, Vol. 15 No. 1, **Business Forum**, pp. 18-21 (Cal. State Univ., Los Angeles, Winter, 1990).
- Sacasas, R., *Bait & Switch: Dead or Alive?*, Vol. 18 No. 1, **Journal of the Academy of Marketing Science**, pp. 99-100 (Winter, 1990).
- Sacasas, R., Tatum, K. and Wiesner, D., *Keep-Well Agreements: The Elusive Contingency*, Vol. 59 No. 11, **The CPA Journal**, pp. 46-52 (November, 1989).
- Sacasas, R., *Interference with Contractual Relations: A Manager's Perspective*, Vol. 36 No. 1, **Business & Economic Review**, pp. 24-26 (Univ. of So. Carolina, Oct.-Dec., 1989).
- Sacasas, R. and Cava, A., *Managing Legal and Ethical Implications: Avoiding the Short-Term Trap*, Vol. 16, **Selected Papers of American Business Law Association Regional Proceedings**, pp. 119-127 (October, 1989) [selected for publication by a process of blind review].
- Sacasas, R., *The Comfort Letter Trap: Parent Companies Beware*, Vol. 106 No. 2, **The Banking Law Journal**, pp. 173-182 (March/April, 1989).
- Sacasas, R., *The Accountant as Expert Witness*, Vol. 33 No. 10, **National Public Accountant**, pp. 22-29 (October, 1988).
- Sacasas, R. and Wiesner, D., *Comfort Letters: The Legal and Business Implications*, Vol. 104 No. 4, **The Banking Law Journal**, pp. 313-338 (July/Aug., 1987).
- Sacasas, R. and Wiesner, D., *Realtor as 'Superbroker': Great Expectations Unrealized?*, Vol. 21 No. 1, **Akron Law Review**, pp. 1-25 (Summer, 1987).

## Other Works, Publications and Abstracts

- Sacasas, R., *Warehousemen's Liens*, Issue No. 2744, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; Dec., 2000). [invited article in a series]
- Sacasas, R., *Loss of Profit*, Issue No. 2743, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; Nov., 2000). [invited article in a series]
- Sacasas, R., *Permissible Interest Rates*, Issue No. 2742, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; Oct., 2000). [invited article in a series]
- Sacasas, R., *Allocating General Intangible Assets*, Issue No. 2741, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; Sept., 2000). [invited article in a series]
- Sacasas, R., *Self-Help Under the UCC*, Issue No. 2740, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; Aug., 2000). [invited article in a series]
- Sacasas, R., *Buyer's Rejection of Goods Under the UCC*, Issue No. 2739, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; July, 2000). [invited article in a series]
- Sacasas, R., *The UCC and an Acceptance's Different Terms*, Issue No. 2738, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; June, 2000). [invited article in a series]
- Sacasas, R., *Establishing Risk of Loss*, Issue No. 3411, **Credit and Collection Manager's Letter**, pp. 2, 4-5 (Bureau of Business Practice; June 1, 2000). [invited article in a series]
- Sacasas, R., *Priority of Liens: PMSI or "First to File"?*, Issue No. 3410, **Credit and Collection Manager's Letter**, pp. 2, 4 (Bureau of Business Practice; May 15, 2000). [invited article in a series]
- Sacasas, R., *Substantial Performance and Contracting*, Issue No. 2736, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; April, 2000). [invited article in a series]
- Sacasas, R., *Claims of Implied Duty of Good Faith and Fair Dealing*, Issue No. 2735, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; March, 2000). [invited article in a series]
- Sacasas, R., *Force Majeure Clauses*, Issue No. 3405, **Credit and Collection Manager's Letter**, pp. 2, 4 (Bureau of Business Practice; Mar. 1, 2000). [invited article in a series]
- Sacasas, R., *Contractual Conditions in Sales*, Issue No. 3403, **Credit and Collection Manager's Letter**, pp. 2, 4 (Bureau of Business Practice; Feb. 1, 2000). [invited article in a series]
- Sacasas, R., *Entrustment of Goods - Who Bears the Risk of Loss*, Issue No. 3402, **Credit and Collection Manager's Letter**, pp. 2, 4 (Bureau of Business Practice; Jan. 15, 2000). [invited article in a series]
- Sacasas, R., *Third-Party Beneficiaries and Purchasing Contracts*, Issue No. 2733, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; Jan., 2000). [invited article in a series]
- Sacasas, R., *Oral Guarantees - Enforceable or Not?*, Issue No. 2732, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; Dec., 1999). [invited article in a series]
- Sacasas, R., *Contracting Mistakes: Escape Hatch?*, Issue No. 2731, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; Nov., 1999). [invited article in a series]
- Sacasas, R., *Leasing and the UCC*, Issue No. 2730, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; Oct., 1999). [invited article in a series]
- Sacasas, R., *Liquidated Damages in Purchasing Contracts*, Issue No. 2729, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; Sept., 1999). [invited article in a series]

**Other Works, Publications and Abstracts (continued)**

- Sacasas, R., *The UCC and Purchasing Contract Modifications*, Issue No. 2728, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; August, 1999). [invited article in a series]
- Sacasas, R., *Gap Fillers and Purchasing Contracts*, Issue No. 2727, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; July, 1999). [invited article in a series]
- Sacasas, R., *Insecurity and Adequate Assurance Under the UCC*, Issue No. 2726, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; June, 1999). [invited article in a series]
- Sacasas, R., *The Buyer's Right to Cover Under the UCC*, Issue No. 2725, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; May, 1999). [invited article in a series]
- Sacasas, R., *Arbitration Clauses in International Purchasing Contracts and the UCC*, Issue No. 2722, **Purchasing Management Bulletin**, pp. 3, 11-12 (Bureau of Business Practice; February, 1999). [invited article in a series]
- Sacasas, R., *Delegation of Duties*, Issue No. 2721, **Purchasing Management Bulletin**, pp. 3, 12 (Bureau of Business Practice; January, 1999). [invited article in a series]
- Sacasas, R., *The UCC, Liquidated Damages and Unconscionable Leases*, Issue No. 2720, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Dec. 25, 1998). [invited article in a series]
- Sacasas, R., *Measure of Damages Under CIF Terms*, Issue No. 2719, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Dec. 10, 1998). [invited article in a series]
- Sacasas, R., *Rejection Over Improper Delivery*, Issue No. 2716, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Oct. 25, 1998). [invited article in a series]
- Sacasas, R., *Partnership by Estoppel — A Danger in Purchasing?*, Issue No. 2714, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Sept. 25, 1998). [invited article in a series]
- Sacasas, R., *Agency and the Individual Purchasing Agent*, Issue No. 2713, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Sept. 10, 1998). [invited article in a series]
- Sacasas, R., *Time is of the Essence Clauses*, Issue No. 2712, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Aug. 25, 1998). [invited article in a series]
- Sacasas, R., *Material Alteration and the UCC*, Issue No. 2711, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Aug. 10, 1998). [invited article in a series]
- Sacasas, R., *Express Warranties for Sale and Lease of Goods*, Issue No. 2710, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; July 25, 1998). [invited article in a series]
- Sacasas, R., *Purchasing and the Gray Market*, Issue No. 2709, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; July 10, 1998). [invited article in a series]
- Sacasas, R., *Risk of Loss and Nonconforming Goods*, Issue No. 2708, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; June 25, 1998). [invited article in a series]
- Sacasas, R., *Options, Cover and the UCC*, Issue No. 2707, **Purchasing Management Bulletin**, pp. 6, 8 (Bureau of Business Practice; June 10, 1998). [invited article in a series]

**Other Works, Publications and Abstracts (continued)**

- Sacasas, R., *Commercial Impracticability and Allocation of Goods*, Issue No. 2706, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; May 25, 1998). [invited article in a series]
- Sacasas, R., *Establishing Reasonable Liquidated Damages Under the UCC*, Issue No. 2705, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; May 10, 1998). [invited article in a series]
- Sacasas, R., *Sale on Approval Under the UCC*, Issue No. 2704, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; April 25, 1998). [invited article in a series]
- Sacasas, R., *Entrustment and Purchasing*, Issue No. 2703, **Purchasing Management Bulletin**, pp. 3, 7-8 (Bureau of Business Practice; April 10, 1998). [invited article in a series]
- Sacasas, R., *The UCC and the Legal and Practical Consequences of Title*, Issue No. 2702, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Mar. 25, 1998). [invited article in a series]
- Sacasas, R., *Mutual Mistakes in Purchasing Contracts*, Issue No. 2701 **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Mar. 10, 1998). [invited article in a series]
- Sacasas, R., *Commercial Impracticability: Escape Hatch for Bad Bargains?*, Issue No. 2700 **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Feb. 25, 1998). [invited article in a series]
- Sacasas, R., *Volume Purchase Commitments and Low Cost Supplier Clauses*, Issue No. 2699, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Feb. 10, 1998). [invited article in a series]
- Sacasas, R., *Breach and Lost Profits Under the CISG*, Issue No. 2698, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Jan. 25, 1998). [invited article in a series]
- Sacasas, R., *Negotiated Price Settlements and the UCC*, Issue No. 2697, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Jan. 10, 1998). [invited article in a series]
- Sacasas, R., *Purchasing Under a Letter of Credit*, Issue No. 2696, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Dec. 25, 1997). [invited article in a series]
- Sacasas, R., *Purchasing New Technology: Best Efforts Required?*, Issue No. 2695, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Dec. 10, 1997). [invited article in a series]
- Sacasas, R., *Additional or Different Terms Under the UCC*, Issue No. 2694, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Nov. 25, 1997). [invited article in a series]
- Sacasas, R., *Seller's Responsibility to Resell After a Buyer's Breach*, Issue No. 2693, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Nov. 10, 1997). [invited article in a series]
- Sacasas, R., *Firm Offers and the UCC*, Issue No. 2692, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Oct. 25, 1997). [invited article in a series]
- Sacasas, R., *Purchasing Managers and Implied Authority*, Issue No. 2691, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Oct. 10, 1997). [invited article in a series]
- Sacasas, R., *Buyer's Duties as to Rightfully Rejected Goods*, Issue No. 2690, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Sept. 25, 1997). [invited article in a series]

**Other Works, Publications and Abstracts (continued)**

- Sacasas, R., *Cover and the UCC*, Issue No. 2688, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Aug. 25, 1997). [invited article in a series]
- Sacasas, R., *Implied Warranties of Fitness Under the UCC*, Issue No. 2687, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; Aug. 10, 1997). [invited article in a series]
- Sacasas, R., *Quasi-Contracts in Purchasing*, Issue No. 2686, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; July 25, 1997). [invited article in a series]
- Sacasas, R., *The UCC's Confirmatory Memorandum Rule*, Issue No. 2685, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; July 10, 1997). [invited article in a series]
- Sacasas, R., *Economic Duress in Purchasing*, Issue No. 2684, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; June 25, 1997). [invited article in a series]
- Sacasas, R., *The Purchasing Manager and the CISG*, Issue No. 2683, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; June 10, 1997). [invited article in a series]
- Sacasas, R., *Statute of Limitations in Contracts for Sale of Goods*, Issue No. 2682, **Purchasing Management Bulletin**, pp. 3, 8 (Bureau of Business Practice; May 25, 1997). [invited article in a series]
- Sacasas, R., *Personal Satisfaction Issues in Purchasing*, Issue No. 2680, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; April 25, 1997). [invited article in a series]
- Sacasas, R., *Requirement Contracts and the UCC*, Issue No. 2679, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; April 10, 1997). [invited article in a series]
- Sacasas, R., *Unconscionability Under the UCC*, Issue No. 2678, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Mar. 25, 1997). [invited article in a series]
- Sacasas, R., *Open Terms and the UCC*, Issue No. 2677, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Mar. 10, 1997). [invited article in a series]
- Sacasas, R., *Rescission, Punitive Damages and the UCC*, Issue No. 2676, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Feb. 25, 1997). [invited article in a series]
- Sacasas, R., *Measure of Damages and the UCC*, Issue No. 2675, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Feb. 10, 1997). [invited article in a series]
- Sacasas, R., *Liquidated Damage Provisions and the UCC*, Issue No. 2674, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Jan. 25, 1997). [invited article in a series]
- Sacasas, R., *Privity and Warranty Under the UCC*, Issue No. 2673, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Jan. 10, 1997). [invited article in a series]
- Sacasas, R., *Tender of Delivery and Risk of Loss*, Issue No. 2672, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Dec. 25, 1996). [invited article in a series]
- Sacasas, R., *Shipment Contracts and Risk of Loss*, Issue No. 2671, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Dec. 10, 1996). [invited article in a series]



**Other Works, Publications and Abstracts (continued)**

- Sacasas, R., *Entrustment to a Merchant*, Issue No. 2670, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Nov. 25, 1996). [invited article in a series]
- Sacasas, R., *Commercial Impracticability Under the UCC*, Issue No. 2669, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Nov. 10, 1996). [invited article in a series]
- Sacasas, R., *Cover and the Benefit of a Bargain*, Issue No. 2668, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Oct. 25, 1996). [invited article in a series]
- Sacasas, R., *Acceptance and Payment Under the UCC*, Issue No. 2667, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Oct. 10, 1996). [invited article in a series]
- Sacasas, R., *A Buyer's Right to Contractual Assurances*, Issue No. 2666, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Sept. 25, 1996). [invited article in a series]
- Sacasas, R., *A Seller's Obligation to Deliver Goods*, Issue No. 2665, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Sept. 10, 1996). [invited article in a series]
- Sacasas, R., *Specially Manufactured Goods and the UCC*, Issue No. 2664, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Aug. 25, 1996). [invited article in a series]
- Sacasas, R., *Buyer's Responsibilities After Rejection*, Issue No. 2663, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Aug. 10, 1996). [invited article in a series]
- Sacasas, R., *Conditions Precedent and the Purchasing Contract*, Issue No. 2662, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; July 25, 1996). [invited article in a series]
- Sacasas, R., *Specific Performance Under the UCC*, Issue No. 2661, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; July 10, 1996). [invited article in a series]
- Sacasas, R., *Contract Modifications: Writings and the UCC*, Issue No. 2660, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; June 25, 1996). [invited article in a series]
- Sacasas, R., *Parol Evidence and Trade Usage Under the UCC*, Issue No. 2659, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; June 10, 1996). [invited article in a series]
- Sacasas, R., *A Buyer's Acceptance Under the UCC*, Issue No. 2658, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; May 25, 1996). [invited article in a series]
- Sacasas, R., *Application of the UCC*, Issue No. 2657, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; May 10, 1996). [invited article in a series]
- Sacasas, R., *Acceptance of Goods Under the UCC*, Issue No. 2656, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; April 25, 1996). [invited article in a series]
- Sacasas, R., *Product Disparagement*, Issue No. 2654, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Mar. 25, 1996). [invited article in a series]
- Sacasas, R., *Applicability of the CISG to International Transactions*, Issue No. 2653, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Mar. 10, 1996). [invited article in a series]

**Other Works, Publications and Abstracts (continued)**

- Sacasas, R., *Letters of Credit: Fraud in the Transaction*, Issue No. 2651, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Feb. 10, 1996). [invited article in a series]
- Sacasas, R., *Course of Dealing Under the UCC*, Issue No. 2650, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Jan. 25, 1996). [invited article in a series]
- Sacasas, R., *Buyer's Right to Inspect Under the UCC*, Issue No. 2649, **Purchasing Management Bulletin**, pp. 2, 8 (Bureau of Business Practice; Jan. 10, 1995). [invited article in a series]
- Sacasas, R., *Consequential Damages Under the UCC*, Issue No. 2648, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Dec. 25, 1995). [invited article in a series]
- Sacasas, R., *Buyer's Right to Specific Performance*, Issue No. 2647, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Dec. 10, 1995). [invited article in a series]
- Sacasas, R., *Modern Contractual Communications*, Issue No. 2645, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Nov. 10, 1995). [invited article in a series]
- Sacasas, R., *Unconscionability: Contract Safety Nets*, Issue No. 2644, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Oct. 25, 1995). [invited article in a series]
- Sacasas, R., *Buyer's Right to Reject Under the UCC*, Issue No. 2643, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Oct. 10, 1995). [invited article in a series]
- Sacasas, R., *Shipment and Destination Contracts Under the UCC*, Issue No. 2642, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Sept. 25, 1995). [invited article in a series]
- Sacasas, R., *Implied Warranty of Merchantability — Meeting Reasonable Expectations*, Issue No. 2641, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Sept. 10, 1995). [invited article in a series]
- Sacasas, R., *El Abogado en el Mundo Globalizado*, Vol. 1 Issue No. 4, **Una Ventana al Pacifico**, pp. 15-16 (Universidad Gabriela Mistral; August, 1995).
- Sacasas, R., *Non-Competition Clauses and the Purchasing Manager*, Issue No. 2638, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; July 25, 1995). [invited article in a series]
- Sacasas, R., *Purchasing Managers and "Apparent Authority"*, Issue No. 2636, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; June 25, 1995). [invited article in a series]
- Sacasas, R., *Economic Duress or Hard Bargaining?*, Issue No. 2635, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; June 10, 1995). [invited article in a series]
- Sacasas, R., *Personal Satisfaction Covenants in Contracts*, Issue No. 2632, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; April 25, 1995). [invited article in a series]
- Sacasas, R., *Contract Modifications Under the UCC*, Issue No. 2631, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; April 10, 1995). [invited article in a series]

**Other Works, Publications and Abstracts (continued)**

- Sacasas, R., “*Battle of the Forms*” — *Fighting the Good Fight*, Issue No. 2628, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; February 25, 1995). [invited article in a series]
- Sacasas, R., *Accepting Nonconforming Goods: “You Use Them - You Keep Them”*, Issue No. 2625, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; January 10, 1995). [invited article in a series]
- Sacasas, R., *Quieting Nonperformance Fears*, Issue No. 2622, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Nov. 25, 1994). [invited article in a series]
- Sacasas, R., *Contracts in Writing and the Uniform Commercial Code*, Issue No. 2621, **Purchasing Management Bulletin**, pp. 2, 7-8 (Bureau of Business Practice; Nov. 10, 1994). [invited article in a series]
- Sacasas, R., *MBA Update: Of Faxes, Telexes and E-Mail: Modern Contractual Communications*, Issue No. 419, **Management Letter**, pp. 7-8 (Bureau of Business Practice; Oct. 10, 1991).
- Sacasas, R., *MBA Update: Reviewing Contracts: A Manager’s Guide*, Issue No. 415, **Management Letter**, pp. 7-8 (Bureau of Business Practice; Aug. 10, 1991).
- Sacasas, R., *MBA Update: How to Make Your Lawyer Happy*, Issue No. 317, **Management Letter**, pp. 7-8 (Bureau of Business Practice; Sept. 10, 1990).
- Wiesner, D., Sacasas, R. and Cava, A., *The Barrington Project: A Legal Implications Case Study*, pp. 1-69 (University of Miami, School of Business Administration Bell-South Grant, 1990).
- Sacasas, R., *Collecting from Foreign Nationals: Do You Know the Risks?*, Vol. 54 No. 7, **Collector**, pp. 12-13 (American Collectors Association; February, 1989).
- Tidwell, G.L., Cava, A. and Sacasas, R., **Test Bank to Accompany Modern Business Law, 2nd ed.**, Dunfee, T.W., Gibson, F.F., et al (McGraw-Hill Publishing Co.; 1989).
- Sacasas, R., *Serving as an Expert Witness: Second Thoughts*, Vol. 42 No. 2, **Florida Engineering Society Journal**, pp. 14-19 (October, 1988).
- Welbaum, E. and Sacasas, R., *Factors for Consideration in the Selection and Use of an Accountant in Construction Contract Litigation*, **§3 Practical Considerations in the Selection and Use of Construction Experts**, pp. 1-21 (ABA Forum on the Construction Industry; January 28, 1988). [invited article]
- Sacasas, R. and Wiesner, D., *A Challenging Profession is Also an Accountable One*, **The Miami Herald**, Dec. 13, 1987, Sec. H (Real Estate) at page 10.

## PROFESSIONAL

### Funded Research Performed

|  |      |
|--|------|
| Curriculum Development Grant                 | 1992 |
| Legal Implications of International Business |      |
| M.B.A./M.S.I.B. Program                      |      |
| School of Business Administration            |      |
| University of Miami                          |      |
| Max Orovitz Summer Research Award            | 1990 |
| Business and the Social Sciences             |      |
| University of Miami                          |      |

### Editorial Responsibilities

|  |                |
|--|----------------|
| Reviewer   | 1992           |
| <b>Real Estate Law</b>                                   |                |
| PWS-Kent Publishing                                      |                |
| Reviewer   | 1992           |
| <b>Practical Real Estate Law</b>                         |                |
| West Educational Publishing                              |                |
| Reviewer/Referee   | 1990 - Present |
| <b>American Business Law Journal</b>                     |                |
| Academy of Legal Studies in Business                     |                |
| Reviewer   | 1990           |
| <b>Practical Real Estate Law</b>                         |                |
| West Educational Publishing                              |                |
| Editorial Review Board                                   | 1990 - Present |
| <b>Business Forum</b>                                    |                |
| California State University                              |                |
| School of Business and Economics                         |                |
| Co-Editor  | 1989 - 2004    |
| <i>Marketing and the Law</i> [quarterly refereed column] |                |
| <b>Journal of the Academy of Marketing Science</b>       |                |
| Academy of Marketing Science                             |                |
| Reviewer   | 1988           |
| <b>Legal Environment of Business</b>                     |                |
| West Educational Publishing                              |                |
| Reviewer   | 1987           |
| <b>Fidelity and Surety Case Law Update</b>               |                |
| International Association of Defense Counsel             |                |

### Professional and Honorary Organizations

#### Academic/University

|                                      |                |
|--------------------------------------|----------------|
| Phi Kappa Phi                        | 1992 - Present |
| Faculty Secretary                    | 1993 - 1995    |
| Iron Arrow Honor Society             | 1991 - Present |
| Academy of Legal Studies in Business | 1991 - Present |

**Academic/University (continued)**

|  |                |
|--|----------------|
| Southeastern Academy of Legal Studies in Business  | 1991 - Present |
| Omicron Delta Kappa                                | 1990 - Present |
| Voting Faculty                                     | 1992 - 1995    |
| Beta Gamma Sigma                                   | 1990 - Present |
| Academy of Marketing Science                       | 1990 - Present |
| American Business Law Association                  | 1985 - 1991    |
| Southeastern Regional Business Law Association     | 1985 - 1991    |
| Adelphia [American U. Leadership Honor Fraternity] | 1968 - Present |
| Fratres [American U. Greek Honor Fraternity]       | 1968 - Present |
| Phi Sigma Kappa                                    | 1966 - Present |
| President  | 1968           |

**Law/Bar**

|   |                |
|---|----------------|
| Martindale-Hubbell's Highest Professional Rating [AV] | 1988 - Present |
| Who's Who in American Law                             | 1985 - Present |
| Lawyers' Title Guaranty Fund                          | 1981 - Present |
| Cuban-American Bar Association                        | 1978 - Present |
| The Florida Bar                                       | 1976 - Present |
| American Bar Association                              | 1976 - Present |
| Dade County Bar Association                           | 1976 - Present |
| Delta Theta Phi                                       | 1975 - Present |

**Community and Other**

|  |                |
|--|----------------|
| Who's Who in America                                 | 2000 - Present |
| International Directory of Business and Management   |                |
| Scholars and Research [Harvard University]           | 1995 - Present |
| Who's Who in Finance and Industry                    | 1995 - Present |
| Leadership Florida Network                           | 1990 - Present |
| Who's Who of Emerging Leaders in America             | 1987 - Present |
| Who's Who in the South and Southwest                 | 1986 - Present |
| Who's Who in the World                               | 1986 - Present |
| Latin American Chamber of Commerce                   | 1978 - 1985    |
| U.S. Jaycees [Coconut Grove Chapter Founding Member] | 1976 - 1982    |

**Honors and Awards**

|   |      |
|---|------|
| Grand Marshal                               | 2016 |
| Fall Commencement Program                   |      |
| University of Miami                         |      |
| James W. McLamore Outstanding Service Award | 2015 |
| University of Miami                         |      |
| Grand Marshal                               | 2011 |
| Spring Commencement Program                 |      |
| School of Business Administration           |      |
| University of Miami                         |      |

**Honors and Awards (continued)**

|   |      |
|---|------|
| Marshal   | 2004 |
| Fall Commencement Program<br>School of Business Administration<br>University of Miami   |      |
| Marshal   | 1991 |
| Spring Commencement Program<br>School of Business Administration<br>University of Miami |      |

**Other Professional Activities**

|            |  |
|------------|--|
| Lecturer   | Topic: Negotiation Theory and Practice Seminar<br>Sponsor: University of Miami<br>Leadership Skills Development Program<br>Date: November 8, 2002                                  |
| Lecturer   | Topic: Secured Transactions<br>Sponsor: Ocean Bank<br>Date: November 30, 1999  |
| Lecturer   | Topic: Secured Transactions<br>Sponsor: Ocean Bank<br>Date: December 10, 1998  |
| Speaker    | Topic: Academic Expectations<br>Sponsor: University of Miami Freshman/Transfer Orientation<br>Date: August 26, 1997  |
| Speaker    | Topic: Academic Expectations<br>Sponsor: University of Miami Freshman/Transfer Orientation<br>Date: August 27, 1996  |
| Instructor | Topic: The Legal Implications of International Commercial Transactions<br>Sponsor: Universidad Gabriela Mistral [Executive MBA Program]<br>Date: June 17-21, 1996; Santiago, Chile |
| Speaker    | Topic: Academic Expectations<br>Sponsor: University of Miami Freshman/Transfer Orientation<br>Date: January 10, 1996   |
| Speaker    | Topic: The Residential College Experience<br>Sponsor: Office of Admissions; Transfer Advisors Conference<br>Date: October 23, 1995   |
| Speaker    | Topic: Academic Expectations<br>Sponsor: University of Miami Freshman Orientation<br>Date: August 22, 1995   |

**Other Professional Activities (continued)**

## Panelist

Topic: Negotiation and Alternative Dispute Resolution  
Sponsor: Academy of Legal Studies in Business  
Date: August 10, 1995; Milwaukee, Wisconsin

## Instructor [conducted in Spanish]

Topic: The Legal Implications of International Commercial Transactions  
Sponsor: Universidad Gabriela Mistral [EMBA/Attorney Graduate Program]

## Lecturer

Topic: Negotiation Theory for the Engineering Professional  
Sponsor: Spillis Candela & Partners  
Date: June 13, 1995; Coral Gables, Florida

## Speaker

Topic: Negotiation Theory for the Construction Professional  
Sponsor: Construction Financial Management Association  
Date: April 19, 1995; Miami, Florida

## Speaker

Topic: Academic Expectations  
Sponsor: University of Miami Freshman Orientation  
Date: January 11, 1995

## Speaker

Topic: Academic Expectations  
Sponsor: University of Miami Freshman Orientation  
Date: August 21, 1994

## Presenter of Paper

Topic: *Board of Education of the Kiryas Joel School District v. Grumet: A Study in Establishment Clause Jurisprudence*  
Sponsor: Academy of Legal Studies in Business  
Date: August 12, 1994; Dallas, Texas

## Moderator of Panel

Topic: Constitutional Law  
Sponsor: Academy of Legal Studies in Business  
Date: August 11, 1994; Dallas, Texas

## Panelist

Topic: Marketing Law  
Sponsor: Academy of Legal Studies in Business  
Date: August 11, 1994; Dallas, Texas

## Arbitrator

Case: Keyes Co. v. Geller  
Sponsor: American Arbitration Association  
Date: March 9, 1994; Miami, Florida

## Moderator of Panel

Topic: Constitutional Law  
Sponsor: Southeastern Academy of Legal Studies in Business  
Date: October 29, 1993; Winston-Salem, North Carolina

## Co-Chair

Track: Marketing and the Law  
Sponsor: Academy of Marketing Science Annual Conference  
Date: May 29, 1993; Miami Beach, Florida

**Other Professional Activities (continued)**

## Facilitator/Moderator

Topic: Law in America  
Sponsor: School of Business Administration, University of Miami  
Speaker: Vincent Bugliosi  
Date: April 13, 1993

## Moderator of Panel

Topic: Women Professionals: Challenges in the 1990's  
Sponsor: Mahoney Residential College, University of Miami  
Date: February 23, 1993

## Faculty Representative

To: Prospective Business Students Reception  
Sponsor: School of Business Administration, University of Miami  
Date: January 26, 1993

## Speaker

Topic: Musings of a Reformed Lawyer  
Sponsor: Institute for Retired Professionals  
Distinguished Faculty Lecture Series  
Date: November 4, 1992

## Representative [University of Miami]

To: MBA Forum  
Sponsor: Graduate Management Admission Council  
Date: October 9-10, 1992; New York, New York

## Interviewee

Topic: Legal Implications of Hurricane Andrew  
Interviewed By: Jeffrey Lubrich; Associated Press  
Date: September 22, 1992

## Interviewee

Topic: Legal Implications of Hurricane Andrew  
Interviewed By: Al Sunshine; WCIX — Channel Six News  
Date: September 21, 1992

## Interviewee

Topic: Legal Implications of Hurricane Andrew  
Interviewed By: Bill Delaney; CNN News National Bureau  
Date: September 18, 1992

## Interviewee

Topic: Legal Implications of Hurricane Andrew  
Interviewed By: John Deutschman; WCIX — Channel Six News  
Date: September 17, 1992

## Co-Chair

Track: Marketing and the Law  
Sponsor: Academy of Marketing Science Annual Conference  
Date: April 1992; San Diego, California

## Facilitator

Topic: Ethics & Evangelism: From Bakker to Cerullo  
Sponsor: Mahoney Residential College, University of Miami  
Speaker: Dr. Gary Tidwell  
Date: February 27, 1992



**Other Professional Activities (continued)****Speaker**

Topic: Architects and the Law  
Sponsor: School of Architecture, University of Miami  
Date: July 15, 1991

**Co-Leader of Workshop**

Topic: Managing the Legal Implications of Marketing Decisions  
Sponsor: Academy of Marketing Science Annual Conference  
Date: June 1, 1991; Ft. Lauderdale, Florida

**Facilitator/Moderator**

Topic: Environmental Issues Facing the State of Florida  
Sponsor: Earth Alert and Mahoney Residential College  
University of Miami

Speaker: Dr. Nicole Duplaix  
Date: April 24, 1991

**Panelist**

Topic: The Truth About Law School and Lawyers  
Sponsor: Pearson Residential College and Pre-Law Society  
University of Miami  
Date: April 9, 1991

**Panelist**

Topic: Managing the Legal Implications of Business  
Sponsor: Corporate Affiliate Executive Forum  
School of Business Administration, University of Miami  
Date: February 5, 1991

**Moderator of Panel**

Topic: Women Professionals: Making It In the Real World  
Sponsor: Mahoney Residential College, University of Miami  
Date: November 15, 1990

**Facilitator**

Topic: Ethics & Evangelism: The Case Against PTL and Jim Bakker  
Sponsor: Mahoney Residential College, University of Miami  
Speaker: Dr. Gary Tidwell  
Date: October 18, 1990

**Moderator of Panel**

Topic: Auditor Malpractice Issues  
Sponsor: American Business Law Association  
Date: August 16, 1990; Toronto, Canada

**Co-Leader of Workshop**

Topic: Managing the Legal Implications of Marketing Decisions  
Sponsor: Academy of Marketing Science Annual Conference  
Date: April 25, 1990; New Orleans, Louisiana

**Speaker at Faculty Colloquium**

Topic: Law, Ethics & Management: Toward an Effective Audit  
Sponsor: School of Business Administration, University of Florida  
Date: April 6, 1990; Gainesville, Florida

**Presenter of Paper and Panelist**

Topic: Managing Legal & Ethical Implications  
Sponsor: Southeastern Regional Business Law Association  
Date: October 27, 1989; Greenville, South Carolina

**Other Professional Activities (continued)**

## Referee and Discussant of Research Papers Presented

Topic: Discipline and Discharge: Legal Issues  
Sponsor: Council for Employee Responsibilities and Rights [CERR] Conference  
Date: October 13, 1989; Orlando, Florida

## Panelist

Topic: Legal Studies and Business Law Programs - Administration and Content  
Sponsor: American Business Law Association  
Date: August 22, 1989; Los Angeles, California

## Lecturer

Topic: The Surveyor as Expert Witness  
Sponsor: Florida Society of Professional Land Surveyors  
To & Date: Professional surveyors (July 20, 1989)

## Moderator of Panel and Discussant of Research Papers Presented

Topics: Estate Planning to Benefit the Disabled Child and Teaching Ethics in Business Law  
Sponsor: Southeastern Regional Business Law Association  
Date: October 27, 1988; Orlando, Florida

## Lecturer (conducted in Spanish)

Topic: Letters of Credit and the International Banker  
Sponsor: International Business and Banking Institute— INTERBAN VII  
University of Miami  
To & Date: International bankers (September 1988)

## Speaker and Panelist

Topic: Positions in Academia  
Sponsor: Law Career Planning & Placement Office Forum  
University of Miami, School of Law  
To & Date: Third year law students (September 1988)

## Lecturer

Topic: Starting and Incorporating Your Business  
Sponsor: The Entrepreneurial Institute, University of Miami  
To & Date: Minority business entrepreneurs (October 1987)

## Lecturer (conducted in Spanish)

Topic: Legal Aspects of Exporting and Importing from Latin America  
Sponsor: Koubek Center, University of Miami  
To & Dates: Latin American professionals (May 1986, 1987)

## Lecturer

Topic: Legal Considerations for Small Business  
Sponsor: Small Business Administration - SCORE  
To & Dates: SBA clients (March 1986, 1987)

## Lecturer

Topic: Introduction to Contracts  
Sponsor: University of Miami VIP Mini-Class  
To & Date: Incoming freshmen and parents (February 1986)

## TEACHING

### Teaching Awards Received

|   |      |
|---|------|
| Award for Excellence in Teaching<br>Executive MBA Programs — Miami<br>School of Business Administration<br>University of Miami                                    | 2003 |
| Award for Excellence in Teaching<br>Executive MBA Programs — Miami<br>School of Business Administration<br>University of Miami                                    | 2000 |
| Award for Excellence in Teaching<br>Executive MBA Programs — Miami<br>School of Business Administration<br>University of Miami                                    | 1998 |
| Award for Excellence in Teaching<br>School of Business Administration<br>University of Miami  | 1996 |
| Award for Excellence in Teaching<br>Executive MBA Programs — Miami<br>School of Business Administration<br>University of Miami                                    | 1994 |
| Award for Excellence in Teaching<br>School of Business Administration<br>University of Miami  | 1992 |
| Award for Excellence in Teaching<br>Executive MBA Programs — Nassau<br>School of Business Administration<br>University of Miami                                   | 1992 |
| Award for Excellence in Teaching<br>School of Business Administration<br>University of Miami  | 1987 |
| Award for Excellence in Teaching<br>Graduate Business Students' Association's "Outstanding Professor"<br>School of Business Administration<br>University of Miami | 1986 |

### Teaching Specializations

Contracts; Commercial Law; International Business Law; Real Estate Law, including Real Estate Finance and Development Law; Lawyer/Management Relations; Business Organizations; Secured Transactions; Securities Regulation; Surety Law; Business Ethics.

### Courses Developed

Developer and instructor of the graduate course, *Legal Implications of International Commercial Transactions*, for the School of Business Administration's M.S.P.M. Program [Classes conducted in Spanish]

**Courses Developed (continued)**

Developer and instructor of the graduate course, *Legal Implications of International Commercial Transactions*, for the Universidad Gabriela Mistral, Santiago, Chile. [Classes conducted in both English and Spanish]

Developer and instructor of the graduate course, *Legal Aspects of International Business Transactions*, for the School of Business Administration's M.B.A./M.S.I.B. Program.

Developer and instructor of the graduate course, *Law of Business Organizations and Securities Regulation*, for the School of Business Administration's MBA Legal Studies Concentration.

Developer and instructor of the graduate course, *Legal Aspects of Real Estate Acquisition, Finance and Development*, for the School of Business Administration's MBA Legal Studies Concentration.

Co-developer and instructor of the capstone course, *Managing the Legal Factor*, for the School of Business Administration's B.B.A. Legal Studies Major.

**Courses taught [University of Miami]**

|             |  |
|-------------|--|
| BSL 212     | <i>Introduction to Business Law</i>                                      |
| BSL 301     | <i>Commercial Paper and Secured Transactions</i>                         |
| BSL 333     | <i>Legal Aspects of Real Estate Transactions</i>                         |
| BSL 412     | <i>International Business Law</i>  |
| BSL 485     | <i>Managing the Legal Factor</i>   |
| BSL 575     | <i>Advanced Business Law</i>   |
| BSL 612/692 | <i>Legal Aspects of International Business Transactions</i>              |
| BSL 616     | <i>Law of Business Organizations and Securities Regulation</i>           |
| BSL 670     | <i>Essentials of Administrative Law</i>                                  |
| BSL 676     | <i>Legal Aspects of Real Estate Acquisition, Finance and Development</i> |
| BSL 695     | <i>Legal Implications in Executive Decision Making</i>                   |
| BSL 696     | <i>Legal and Ethical Implications in Executive Decision Making</i>       |

**Course taught [Florida International University — 1979/1980]**

|          |                               |
|----------|-------------------------------|
| MAN 3602 | <i>International Business</i> |
|----------|-------------------------------|

**Thesis and Dissertation Advising**

Member of Summa Cum Laude Thesis Committee for the following students:

|                          |                      |      |
|--------------------------|----------------------|------|
| Michelle Therese Visiedo | BA Political Science | 1998 |
| Rochelle Rubin           | BA Political Science | 1994 |
| Beatriz Galbe            | BBA Legal Studies    | 1990 |

Member of Examining Board/Master's Committee for the following students:

|                    |                   |      |
|--------------------|-------------------|------|
| Marta Casas Celaya | MA Communications | 1988 |
| Ibrahim S. Al-Amer | MA Communications | 1987 |
| Karen Chang        | MA Communications | 1987 |
| Ann Kokenge        | MA Communications | 1987 |

**Thesis and Dissertation Advising (continued)**

Member of Ph.D. Dissertation Committee for the following students:

|                |                 |      |
|----------------|-----------------|------|
| Patrick Conroy | Ph.D. Finance   | 1997 |
| Qian Ding      | Ph.D. Economics | 1996 |

**SERVICE****University Committee and Administrative Responsibilities**

|   |                |
|---|----------------|
| Faculty Ombudsperson<br>University of Miami   | 2016 – Present |
| Chairman<br>Business Law Department<br>School of Business Administration<br>University of Miami<br>(Department ranked #3 in US – Business Week) | 1993 - 2016    |
| Member<br>Academic Standards Committee<br>University of Miami   | 2013 - 2016    |
| Member<br>Conflict of Interest Committee<br>University of Miami   | 2013 - 2016    |
| Co-Director of Real Estate Programs<br>School of Business Administration<br>University of Miami   | 2009           |
| Director of Real Estate Programs<br>School of Business Administration<br>University of Miami  | 2008           |
| SBA Strategic Task Force<br>School of Business Administration<br>University of Miami  | 2007           |
| SBA Real Estate Development Task Force<br>School of Business Administration<br>University of Miami  | 2007           |
| Reviewer<br>Faculty Senate General Welfare Committee -<br>Dean/Chair Reviews  | 2012 - 2016    |
| Member<br>Graduate Faculty, Graduate School Committee<br>University of Miami  | 2012           |
| Member<br>Admission Committee – Graduate Programs of Business<br>University of Miami  | 2012           |
| Member<br>General Education Requirements Assessment Committee<br>Provost's Office<br>University of Miami  | 2007           |
| Faculty Senate Representative ( <i>ex officio</i> )<br>Rank, Salary and Conditions of Employment Committee<br>University of Miami               | 2007 – 2012    |

**University Committee and Administrative Responsibilities (continued)**

|  |             |
|--|-------------|
| Chair  | 2007        |
| Faculty Senate   |             |
| Faculty Involvement in Appointment of Academic Deans Committee |             |
| First Vice-Chair   | 2010 - 2012 |
| Faculty Senate   |             |
| University of Miami  |             |
| Member   | 2010 – 2011 |
| Dean Search Committee  |             |
| School of Business Administration                              |             |
| University of Miami  |             |
| Faculty Senate Representative                                  | 2011 - 2012 |
| Ad-Hoc Committee -- Senior Status                              |             |
| University of Miami  |             |
| Second Vice-Chair  | 2007 – 2009 |
| Faculty Senate   |             |
| University of Miami  |             |
| Member   | 2006 – 2009 |
| Faculty Senate   |             |
| Budget and Compensation Committee                              |             |
| University of Miami  |             |
| Faculty Senate Representative                                  | 2005        |
| Ad-Hoc Committee -- University Pension Plans                   |             |
| University of Miami  |             |
| Member   | 2004 – 2005 |
| Provost Search Committee                                       |             |
| University of Miami  |             |
| Chair  | 2004 – 2006 |
| Faculty Senate   |             |
| Budget and Compensation Committee                              |             |
| University of Miami  |             |
| Faculty Senate Representative ( <i>ex officio</i> )            | 2004 – 2006 |
| Academic Standards Committee                                   |             |
| University of Miami  |             |
| Faculty Senate Representative ( <i>ex officio</i> )            | 2004 – 2006 |
| Board of Trustees Finance Committee                            |             |
| University of Miami  |             |
| Faculty Senate Liaison Representative                          | 2004 – 2006 |
| University Budget Advisory Committee                           |             |
| University of Miami  |             |
| Faculty Representative   | 2003        |
| NCAA Certification Self Study                                  |             |
| Equity, Welfare, Sporting Conduct Sub-Committee                |             |
| University of Miami  |             |
| Senate Representative – School of Business Administration      | 2003 - 2016 |
| Faculty Senate   |             |
| General Welfare Committee                                      |             |
| University of Miami  |             |

**University Committee and Administrative Responsibilities (continued)**

|  |             |
|--|-------------|
| Senator – School of Business Administration<br>Faculty Senate<br>University of Miami   | 2002 - 2016 |
| Ad Hoc Committee on the Status of University Contract Employees<br>Faculty Senate<br>University of Miami                                       | 2002        |
| Ad Hoc Committee to Examine Post Tenure Review<br>Faculty Senate<br>University of Miami  | 2002 - 2003 |
| Chairman<br>Instructional Resources Committee<br>AACSB Re-accreditation Self Study<br>School of Business Administration<br>University of Miami | 2001        |
| Patent and Copyright Committee<br>Office of Technology Transfer<br>University of Miami   | 2001        |
| Provost's BACE Committee<br>Athletic Department Academic Advisory Group<br>University of Miami   | 1997 - 2005 |
| Member<br>Faculty Search Committee [Economics]<br>Graduate School of International Studies<br>University of Miami                              | 1996        |
| Member<br>Student Activities Programming Task Force<br>University of Miami   | 1996        |
| Head Master<br>Hecht Residential College<br>University of Miami  | 1995 - 1997 |
| Steering Committee<br>SACS Re-accreditation Self Study<br>University of Miami  | 1995 - 1997 |
| Selection Committee<br>Iron Arrow Scholarship<br>University of Miami   | 1995        |
| Selection Committee<br>Alumni Teaching Awards<br>School of Business Administration<br>University of Miami                                      | 1993        |
| Chairman [Interim]<br>Business Law Department<br>School of Business Administration<br>University of Miami                                      | 1992 - 1993 |
| Aspen III<br>Dean's Advisory Committee for Undergraduate Programs<br>School of Business Administration<br>University of Miami                  | 1991 - 1992 |

**University Committee and Administrative Responsibilities (continued)**

|  |                |
|--|----------------|
| M.B.A./M.S.I.B. Core Faculty<br>School of Business Administration<br>University of Miami   | 1991 - 1993    |
| Provost's ABC Committee<br>Athletic Department Academic Advisory Group<br>University of Miami                                      | 1991 - 1997    |
| Faculty Mentor<br>Peer Counseling Program<br>School of Business Administration<br>University of Miami                              | 1991 - Present |
| School Council Representative<br>School of Business Administration<br>University of Miami  | 1991 - 1992    |
| Faculty Advisory Committee<br>Graduate Business Programs<br>School of Business Administration<br>University of Miami               | 1990 - 1992    |
| Associate Master<br>Mahoney Residential College<br>University of Miami   | 1990 - 1993    |
| Selection Committee<br>Alumni Teaching Awards<br>School of Business Administration<br>University of Miami                          | 1990           |
| Hispanic Entrepreneurial Development Committee<br>School of Business Administration<br>University of Miami                         | 1988           |
| Faculty Committee to Plan MBA<br>International Business Specialization<br>School of Business Administration<br>University of Miami | 1988           |
| Faculty Fellow<br>Eaton Residential College<br>University of Miami   | 1986 - 1990    |
| Pre-Law Advisor<br>School of Business Administration   | 1985           |

**Community Activities**

|  |             |
|--|-------------|
| Partner (Ltd.)<br>North Miami Housing Partners, Ltd.<br>Miami, Florida                                   | 2004 - 2007 |
| Member - Board of Arbitrators<br>NASD Regulation, Inc.   | 1999        |
| Steering Committee — Miami Meeting<br>Leadership Florida<br>Florida Chamber of Commerce Foundation, Inc. | 1994        |



**Community Activities (continued)**

|  |             |
|--|-------------|
| Selection Committee                            | 1992        |
| Leadership Florida - Class XI                  |             |
| Florida Chamber of Commerce Foundation, Inc.   |             |
| Selectee/Participant [Scholarship Recipient]   | 1990 - 1991 |
| Leadership Florida - Class IX                  |             |
| Florida Chamber of Commerce Foundation, Inc.   |             |
| Panelist - Panel of Arbitrators                | 1990 - 1995 |
| American Arbitration Association               |             |
| Volunteer/Reader                               | 1990 - 1991 |
| Recording for the Blind                        |             |
| Member   | 1988 - 1990 |
| Higher Education Committee                     |             |
| Hispanic Organization of Private Entrepreneurs |             |
| Project HOPE                                   |             |
| Vice-Chairman                                  | 1981 - 1984 |
| Grievance Committee                            |             |
| The Florida Bar                                |             |
| Member   | 1980 - 1981 |
| Unauthorized Practice of Law Committee         |             |
| The Florida Bar                                |             |