

Daniel T. Winkler

The University of North Carolina at Greensboro
Bryan School of Business and Economics
Department of Accounting and Finance
P. O. Box 26165
Greensboro, NC 27412-6165
Phone: (336) 256-0122
Fax: (336) 334-4706
E-Mail: dt_winkler@uncg.edu

Education

Ph.D. (Business Administration--Finance), University of South Carolina, Columbia, SC, August 1986. Dissertation topic: "Bank Profitability, Compensation Structure, and Seniority of Bank Chief Executives."

M.B.A., University of Central Florida, Orlando, FL, August 1981.

B.S. (Business Administration--Finance), University of Florida, Gainesville, FL, 1980.

Work Experience

August 2007 – Present. University of North Carolina at Greensboro. Professor; teaching courses in graduate business finance (MBA 625) and financial risk management (FIN 350).

August 2001 – July 2007. University of North Carolina at Greensboro. Professor and Department Head; taught courses in undergraduate business finance (FIN 315) and financial risk management (FIN 350).

August 1998 – July 2001. University of North Carolina at Greensboro. Professor; taught courses in undergraduate business finance (FIN 315, FIN 410) and undergraduate investments (FIN 442).

July 1992 – August 1997. University of North Carolina at Greensboro. Associate Professor; taught courses in undergraduate business finance (FIN 315, FIN 410), undergraduate international finance (FIN 444), undergraduate personal finance (FIN 300), undergraduate real estate finance (FIN 420), and graduate financial management (MBA 605).

August 1986 - June 1992. University of North Carolina at Greensboro. Assistant Professor; taught courses in undergraduate business finance (FIN 340), undergraduate advanced business finance (FIN 449), graduate financial management (FIN 630) and graduate advanced financial management (FIN 634).

August 1985 - July 1986. Winthrop College, Rock Hill, SC. Visiting Assistant Professor; taught courses in undergraduate principles of business finance, undergraduate advanced business finance, and graduate financial management.

September 1983 - July 1985. University of South Carolina, Columbia, SC. Graduate Teaching Assistant; taught courses in undergraduate principles of business finance and undergraduate advanced business finance.

Publications

Refereed Journals Articles:

Benjamin, J. D., Chinloy, P., Jud, G. D. , and D. T. Winkler. "Profitability Through Product Expansion: Does It Work In The Real Estate Brokerage Industry?" Journal of Real Estate Practice and Education, forthcoming 2008.

Benjamin, J. D., Chinloy, P., Jud, G.D, and **D. T. Winkler**. "Do Some People Work Harder Than Others?", Journal of Real Estate Finance and Economics, vol. 35, no. 1, 2007, pp. 95-110.

Winkler, D.T., Jud, G.D., and Wingler, T.R. "The Role of Commission Rates and Specialization in the Determination of Real Estate Agent Income," Journal of Housing Research, vol. 16, no. 1, 2007, pp. 19-33.

Benjamin, J. D., Chinloy, P., and **D. T. Winkler**. "Sorting, Franchising and Real Estate Brokerage Firms," Journal of Real Estate Finance and Economics, vol. 34, no. 2, 2007, pp. 189-206.

Jud, G. D., Wingler, T. R., and **D. T. Winkler**. "Single-Family Housing and Wealth Portfolios." Journal of Real Estate Portfolio Management, vol. 12, no. 1, 2006, pp. 13-22.

Benjamin, J. D., Chinloy, P., Jud, G. D., and **D. T. Winkler**. "Franchising in Residential Brokerage," Journal of Real Estate Research, vol. 28, no. 1, 2006, pp. 61-70.

Jud, G. D. and **D. T. Winkler**. "The Announcement Effect of an Airport Expansion on Housing Prices," Journal of Real Estate Finance and Economics, vol. 33, no. 2, 2006, pp. 91-103.

Benjamin, J. D., Chinloy, P., Jud, G. D., and **D. T. Winkler**. "Technology and Real Estate Brokerage Firm Financial Performance," Journal of Real Estate Research, 27, no. 4, 2006. (forthcoming).

Jud, G. D., Roulac, S., and **D. T. Winkler**. "Evaluating the Risk of Housing Investment," Appraisal Journal, vol. 73, no. 4, 2005, pp. 370-383.

Jud, G. D. and **D. T. Winkler**. "Competition in Real Estate Brokerage from National Banks and Financial Holding Companies," Journal of Real Estate Practice and Education, vol. 8, no. 1, 2005, 83-98.

Jud, G. D. and **D. T. Winkler**. "Returns to Single-Family Owner-Occupied Housing," Journal of Real Estate Practice and Education, Journal of Real Estate Practice and Education, vol. 8, no. 1, 2005, pp. 25-44.

Jud, G. D. and **Daniel T. Winkler**. "The Q Theory of Housing Investment," Journal of Real Estate Finance and Economics, vol. 27, no. 3, 2003, pp. 379-92.

Jud, G. D. and **Daniel T. Winkler**. "The Dynamics of Metropolitan Housing Prices," Journal of Real Estate Research, vol. 23, no. 1-2, 2002, pp. 29-45.

Benjamin, J. D., G. D. Jud, K. A. Roth, and **D. T. Winkler**. "Technology and Realtor Income," Journal of Real Estate Finance and Economics, vol. 25, no. 1, 2002, pp. 51-65.

Jud, G. D., T. R. Wingler, and **D. T. Winkler**. "The Integration of Retail Space Markets," Journal of Real Estate Portfolio Management, vol. 8, no. 1, 2002, pp. 79-92.

Jud, G. D., **D. T. Winkler**, and G. S. Sirmans. "The Impact of Information Technology on Real Estate Licensee Income," Journal of Real Estate Practice and Education, vol. 5, no. 1, 2002, 1-16.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "The Value of Smoking Prohibitions in Vacation Rental Properties," Journal of Real Estate Finance & Economics, vol. 22, no. 1, 2001, 117-128.

Jud, G. D. and **D. T. Winkler**. "A Note on Licensing and the Market for Real Estate Agents," Journal of Real Estate Finance & Economics, vol. 21, no. 2, 2000, pp. 174-184.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "Retail Vacancy Rates: The Influence of National and Local Economic Conditions," Journal of Real Estate Portfolio Management, vol. 6, no. 3, 2000, pp. 249-258.

Jud, G. D. and **D. T. Winkler**. "A Model of Real Estate Sales as a Career Choice," Journal of Real Estate Research, Vol. 18, No. 3, 1999, pp. 481-490.

Jud, G. D. and **D. T. Winkler**. "Price Indexes for Commercial and Office Properties: An Application of the Assessed Value Method to the Charlotte, NC Market," Journal of Real Estate Portfolio Management, vol. 5, no. 1, 1999, pp: 71-81.

Winkler, D. T. and G. D. Jud. "The Graduated Payment Mortgage: Solving the Initial Payment Enigma," Journal of Real Estate Practice and Education, vol. 1, no. 1, 1998, pp. 67-79.

Jud, G. D. and **D. T. Winkler**. "The Earnings of Real Estate Salespersons and Others in the Financial Services Industry," Journal of Real Estate Finance and Economics, vol. 17, no. 3, 1998, pp. 279-291.

Dotzour, M. G., E. Moorhead, and **D. T. Winkler**. "The Impact of Auctions on Residential Sales Prices in New Zealand," Journal of Real Estate Research, vol. 16, no. 1, 1998, pp. 57-71.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "A Simultaneous Model and Empirical Test of the Demand and Supply of Retail Space," Journal of Real Estate Research, vol. 16, no. 1, 1998, pp. 1-13.

Jud, G. D., T. G. Seaks, and **D. T. Winkler**. "Time on the Market: The Impact of Residential Brokerage," Journal of Real Estate Research, vol. 12, no. 3, 1996, pp. 447-458. (This paper received a one-thousand dollar prize for the **Best Paper on Real Estate Brokerage/Agency** at the American Real Estate Society Meeting, 1996).

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "The Supply Adjustment Process in Retail Space Markets." Journal of Real Estate Research, vol. 15, no. 3, 1998, pp. 297-303.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "Forecasting Shopping Center Supply," in Megatrends in Retail Real Estate, J. D. Benjamin, ed. (Boston: Kluwer Academic Publishers, 1996), pp. 27-42.

Jud, G. D. and **D. T. Winkler**. "The Capitalization Rate of Commercial Properties and Market Returns," Journal of Real Estate Research, vol. 10, no. 2, 1995, pp. 509-518. (This paper received a one-thousand dollar prize for the **Best Paper on Real Estate Investment and Portfolio Management** at the American Real Estate Society Meeting, 1995).

Winkler, D. T. "The Cost of Trade Credit: A Net Present Value Perspective." Journal of Business and Economic Studies, vol. 3, no. 1, 1996, pp. 53-63.

Jud, G. D., **D. T. Winkler** and G. E. Kissling. "Price Spreads and Residential Housing Market Liquidity." Journal of Real Estate Finance and Economics, vol. 11, no. 3, 1996, pp. 251-260.

Jud, G. D. and **D. T. Winkler**. "An Evaluation of the Asset Integrated Mortgage," Real Estate Issues, vol. 20, no. 1, April 1995, pp. 30-32.

Benjamin, J. D., G. D. Jud, and **D. T. Winkler**. "An Analysis of Shopping Center Investment," Journal of Real Estate Finance and Economics, vol. 10, no. 2, March 1995, pp. 261-268.

Jud, G. D. and **D. T. Winkler**. "What Do Real Estate Brokers Do: An Examination of Excess Returns in the Housing Market." Journal of Housing Economics, vol. 3, no. 2, 1994, pp. 283-295.

Winkler, D. T., G. B. Flanigan, and J. E. Johnson. "An Analysis of State Guaranty Fund Assessments for Property/Casualty Insurers from 1979-90," Journal of Insurance Regulation, vol. 12, no. 3, Spring 1994, pp. 341-367.

Flanigan, G. B., **D. T. Winkler**, and J. E. Johnson. "Cost Differences of Distribution Systems by Line in the Property and Liability Insurance Industry," Journal of Insurance Issues, vol. 16, no. 2, October 1993, pp. 59-73.

Winkler, D. T. "Financing Costs of Additional Funds Needed: A Modified Equation Approach," Financial Education and Practice, Summer 1994, pp. 149-154.

Winkler, D. T., G. B. Flanigan, and J. E. Johnson. "Financial Strength Characteristics of Firms: An Explanation of the P/E Anomaly?" Southern Business Review, vol. 19, no. 2, Fall 1993, pp. 39-47.

Flanigan, G. B., **Winkler, D. T.**, and J. E. Johnson. "No-Fault Cost Savings: Reality or Myth?" CPCU Journal, vol. 45, no. 4, December 1992, pp. 204-207.

Winkler, D. T. "An Analysis of Shortcut Rules for Determining the Length of Time Required to Multiply an Investment," Financial Practice and Education, Spring/Summer 1992, pp. 47-51.

Johnson, J. E., G. B. Flanigan, and **D. T. Winkler**. "Cost Implications of No-Fault Automobile Insurance," The Journal of Risk and Insurance, March 1992, pp. 116-123.

Winkler, D. T. and G. B. Flanigan. "Default Risk Premia in the Near Cash Investment Market: The Case of Auction Rate Preferred Stock and Commercial Paper," The Journal of Financial Research, Winter 1991, pp. 337-343.

Frew, J. R., G. D. Jud, and **D. T. Winkler**. "Atypicalities and Apartment Rent Concessions," Journal of Property Management, September/October 1991, pp. 42-45. (This is an invited article that is based on research appearing in the Journal of Real Estate Research, vol. 5., no. 2, Summer 1990, pp. 195-201).

Winkler, D. T., G. B. Flanigan, and J. E. Johnson. "Cost Effects of Comparative Negligence: Tort Reform in Reverse," CPCU Journal, vol. 44, no. 2, June 1991, pp. 114-123.

Jud, G. D. and **D. T. Winkler**. "The Value of Location and Amenities in the Determination of Apartment Rents: An Integer Programming Approach," The Appraisal Journal, April 1991, 266-275.

Winkler, D. T. and T. R. Wingler. "The Pricing of Dutch Auction Rate Preferred Stock," Southern

Business Review, vol. 17, no. 1, Spring 1991, pp. 53-61.

Winkler, D. T. and F. H. Duncan. "The Effect of Contextual and Individual Attributes on the Compensation of Chief Executive Officers," Journal of Business and Economic Studies, vol. 1, no. 1, 1991, pp. 17-32.

Duncan, F. H., D. F. Parker, and **D. T. Winkler**. "Banking Market Concentration and the Yearly Impacts of Rural Market Entry" Business and Economic Review, Jackson State University, vol. 4, no. 2, Spring 1991, pp. 39-54.

Frew, J. R., G. D. Jud, and **D. T. Winkler**. "Atypicalities and Apartment Rent Concessions," The Journal of Real Estate Research, vol. 5, no. 2, Summer 1990, pp. 195-201.

Winkler, D. T., G. B. Flanigan, and J. E. Johnson. "Solving for the Number of Cash Flows and Periods in Financial Problems," Journal of Financial Education, Fall 1990, pp. 62-65.

Winkler, D. T. and D. F. Parker. "Organizational Complexity, Residual Risk Sharing, and the Structure of Corporate Ownership," Journal of the Midwest Finance Association, vol. 18, 1989, pp. 69-79.

Flanigan, G. B., J. E. Johnson, **D. T. Winkler**, and W. Ferguson. "Experience from Early Tort Reforms: Comparative Negligence Since 1974," The Journal of Risk and Insurance, vol. 56, September 1989, pp. 525-534.

Books and Book Chapters:

Principles of Finance with Corporate Applications Study Guide (St. Paul, Minnesota: West Publishing, 1991).

Book Reviews:

D. T. Winkler, review of *Real Estate Finance and Investments*, 10th ed., by William B. Brueggeman and Jeffrey D. Fisher, in the Journal of Real Estate Literature, vol. 7, no. 2, July 1999.

Manuscripts Submitted for Review:

Benjamin, J. D., Chinloy, P., and Winkler, D. T. "Labor Supply, Flexible Hours and Real Estate," initial submission to Real Estate Economics, 2007.

Jud, G. D. & Winkler. "Housing Futures Markets: Early Evidence of Return and Risk" Journal of Housing Research, 2nd round review, 2007

Scholarly Papers Presented at Professional Meetings

"The Relationship of Transactions, Sales, Commissions and Listing Sources," (co-authored with G. D. Jud). Presented at the *American Real Estate Society Meeting*, San Francisco, CA, April 2007.

"Profitability Through Product Expansion: Does It Work in the Real Estate Brokerage Industry?," (co-authored with J.D. Benjamin, P. Chinloy, and G. D. Jud). Presented at the *American Real Estate Society Meeting*, Key West, FL, April 2006.

"Sorting, Franchising, and Real Estate Brokerage Firms," co-authored with J.D. Benjamin and P. Chinloy). Presented at the American Real Estate and Urban Economics Association Meeting, Boston, MA, January 2006.

"Evaluating Housing Risk Investment," (co-authored with G. D. Jud). Presented at the *American Real Estate Society Meeting*, Santa Fe, NM, April 2005.

"The Announcement Effect of an Airport Expansion on Housing Prices," (co-authored with G. D. Jud). Presented at the *American Real Estate Society Meeting*, Santa Fe, NM, April 2005.

"Revealing Information Differentials: Franchising in Residential Brokerage," (co-authored with J. D. Benjamin, P. Chinloy, and G. D. Jud). Presented at the *American Real Estate and Urban Economics Association Meeting*, Washington, DC, June 2004.

"Technology and Real Estate Brokerage Firm Financial Performance," (co-authored with J. D. Benjamin, J.D. and G. D. Jud). Presented at the *American Real Estate Society Meeting*, Captiva Island, FL, April 2004.

"Owner-Occupied Housing and Household Wealth Portfolios," (co-authored with G. D. Jud and T. R. Wingler). Presented at the Southern Finance Association Meeting, Charleston, SC, December 2003.

"Rates of Return to Single-Family Owner-Occupied Housing," (co-authored with G. D. Jud). Presented at the American Real Estate Society Meeting, Monterey, CA, April 2003.

"The Internet and the Financial Performance of Residential Brokerage Firms," (co-authored with J. D. Benjamin, G. D. Jud, and P. Chinloy). Presented at the American Real Estate and Urban Economics Association Meeting, Washington, DC, January 2003.

"The Q Theory of Housing Investment," (co-authored with G. D. Jud),. Presented at the

European Real Estate Society Meeting, , Glasgow, Ireland, June 2002.

“Sex, Race, and Political Affiliation: Another Look at Realtor Earnings,” co-authored with J. D. Benjamin, G. D. Jud., and K. A. Roth). Presented at the American Real Estate Society Meeting, Naples, FL, April 2002.

“The Integration of Retail Space Markets,” (co-authored with G. D. Jud, and T. R. Wingler). Presented at the American Real Estate and Society Meeting, Naples, FL, April 2002.

"The Dynamics of Metropolitan Housing Prices." (co-authored with G. D. Jud). Presented at the American Real Estate Society Meeting, Coeur d' Alene, ID, April 2001.

"The Impact of Information Technology on Real Estate Licensee Income." (co-authored with G. D. Jud and G. S. Sirmans). Presented at the American Real Estate Society Meeting, Coeur d' Alene, ID, April 2001.

“The Impact of an Air Cargo Hub on Property Values,” (co-authored with G. D. Jud). Presented at the American Real Estate Society Meeting, Tampa, FL, March-April 2000.

“The Value of Smoking Prohibitions in Vacation Rental Properties.” (co-authored with J. D. Benjamin and G. D. Jud). Presented at the American Real Estate Society Meeting, Tampa, FL, April 1999.

“A Note on the Licensing and Earnings of Real Estate Salespersons,” (co-authored with G. D. Jud). Presented at the American Real Estate Society Meeting, Monterey, CA, April 1998.

“Retail Space, Natural Vacancy Rates, and Market Equilibrium,” (co-authored with J. D. Benjamin and G. D. Jud). Presented at the American Real Estate and Urban Economics Association Meeting, Chicago, IL, January 1998.

"The Earnings of Real Estate Salespersons and Others in the Financial Services Industry," (co-authored with G. D. Jud). Presented at the American Real Estate Society Meeting, Sarasota, FL, April 1997.

"Forecasting Shopping Center Supply for Metropolitan Areas," (co-authored with J. D. Benjamin and G.D. Jud). Presented at the Real Estate Research Institute, DePaul University, Chicago, IL, April 1996.

"Time on the Market: The Impact of Residential Brokerage," (co-authored with G. D. Jud and T. G. Seaks). Presented at the American Real Estate Society Meeting, Lake Tahoe, CA, April 1996.

"The Supply Adjustment Process in Retail Space Markets," (co-authored with J. D. Benjamin and G. D. Jud). Presented at the American Real Estate Society Meeting, Lake Tahoe, CA, April 1996.

"The Capitalization Rate of Commercial Properties and Market Returns" (co-authored with G. D. Jud). Presented at the American Real Estate Society Meeting, Hilton Head SC, April 1995.

"What Do Real Estate Brokers Do: An Examination of Excess Returns in the Housing Market." (co-authored with G. D. Jud). Presented at the American Real Estate Society Meeting, Santa Barbara, CA, April 1994.

"Price Spreads and Residential Housing Market Liquidity." (co-authored with G. D. Jud and G. E. Kissling). Presented at the Academy of Financial Services Meeting, St. Louis, MO, October 1994.

"An Analysis of Shopping Center Investment," (co-authored by J. D. Benjamin and G.D. Jud). Presented at the Real Estate Research Institute, DePaul University, Chicago IL, April 1994.

"An Analysis of State Guaranty Fund Assessments for Property/Casualty Insurers from 1979-90." (co-authored with George B. Flanigan and Joseph E. Johnson). Presented at the Southern Risk and Insurance Association Meeting, New Orleans, LA, November 23, 1993.

"Market Returns, Investor Holding Periods and the value of Portfolio Insurance," (co-authored with S. D. Balbirer and G. B. Flanigan). Presented at the Eastern Finance Association Meeting, Richmond, VA, April 1993.

"Marginal Firm Structural Characteristics: An Explanation for the P/E Anomaly?" (co-authored with G. B. Flanigan and J. E. Johnson). Presented at the Midwest Finance Association Meeting, Indianapolis, IN, April 1993.

"Dynamic Growth in the Insurance Business: Strategic Implementation of Channel Selection," 1991, (co-authored with G. B. Flanigan and J.E. Johnson). Presented at the Decision Sciences Institute Meeting, Miami Beach, FL, November 1991.

"Default Risk Premia in the Near Cash Investment Market: The Case of Auction Rate Preferred Stock and Commercial Paper," (co-authored with G. B. Flanigan.) Presented at the Financial Management Association Meeting, Chicago, IL, October 1991.

"Marketing Systems in Property and Liability Insurance: Changes in Market Share," (co-authored with G. B. Flanigan and J. E. Johnson). Presented at the Western Risk and Insurance Association Meeting, Las Vegas, NV, January 1991.

"No-Fault Insurance: A Re-examination of Cost Savings for Consumers of Auto Insurance," (co-authored with J. E. Johnson and G. B. Flanigan). Presented at the Decision Sciences Institute Meeting, San Diego, CA, November 19-21, 1990.

"The Value of Location and Amenities in the Determination of Apartment Rents: An Integer Programming Approach," (co-authored with G. D. Jud). Presented at the Decision Sciences

Institute Meeting, San Diego, CA, November 19-21, 1990.

"Atypicalities and Apartment Rent Concessions," (co-authored with J. Frew and D. Jud). Presented at the American Real Estate Society Meeting, Lake Tahoe, NV, March 28-31, 1990.

"The Value of Location and Amenities in the Determination of Apartment Rents: An Integer Programming Approach," (co-authored with G. D. Jud). Presented at the Homer Hoyt Institute Meeting, Palm Beach, FL, March 24, 1990.

"Solving for the Term in Time Value of Money Problems," (co-authored with G. B. Flanigan and J. E. Johnson). Presented at the Financial Management Association Meeting, Orlando, FL, October 24-27, 1990.

"Financial Panic in the DARPS Market: Credit Risk and Flight to Quality," (co-authored with G. B. Flanigan.) Proceedings of the 1989 Decision Sciences Institute Meeting, New Orleans, LA, November 20-22, 1989.

"Cost Implications of No-Fault Automobile Insurance: A Multivariate Analysis," (co-authored with J. E. Johnson and G. B. Flanigan.) Presented at the Southern Risk and Insurance Association Meeting, Nashville, TN, November 20-22, 1989.

"No-Fault Insurance: A Re-examination of Cost Savings for Consumers of Auto Insurance," (co-authored with J. E. Johnson and G. B. Flanigan.) Presented at the Decision Sciences Institute Meeting, San Diego, CA, November 1990.

"Organizational Complexity, Residual Risk Sharing and the Structure of Corporate Ownership: Empirical Evidence," (co-authored with D. F. Parker.) Presented at the Eastern Finance Association Meeting, April 1988.

"The Pricing of Dutch Auction Rate Preferred Stock," (co-authored with T. R. Wingler.) Presented at the Financial Management Association Meeting, New Orleans, LA, October 1988.

"Experience from Early Tort Reforms: Comparative Negligence Since 1971," (co-authored with G. B. Flanigan, J. E. Johnson.). Presented at the Southern Risk and Insurance Association Meeting, November 1987.

"The Values of Corporate Leadership: The Case of CEO Successions," (co-authored with J. W. Trifts.) Presented at the Southern Finance Association Meeting, November 1987.

Grants and Awards

Benjamin, J. D., Chinloy, P., Jud, G.D., and **Winkler, D.T.**, "Non-Traditional Services and Residential Real Estate Brokerage Firm Financial Performance," National Association of

Realtors, \$15,000 grant, 2005.

Best Paper Award (Real Estate Brokerage and Agency), American Real Estate Society Meeting, 2004. (Paper Award Amount: \$1,000).

Red Pen Award (Exemplary reviewing for the Journal of Real Estate Practice and Education), American Real Estate Society Meeting, 2003:

Best Paper Award (Innovation), American Real Estate Society Meeting, 2001. (Paper Award Amount: \$1,000).

Best Paper Award (Real Estate Brokerage Agency), American Real Estate Society Meeting, 1996. (Paper Award Amount: \$1,000).

Best Paper Award (Real Estate Investment and Portfolio Management), American Real Estate Society Meeting, 1995. (Paper Award Amount: \$1,000).

Real Estate Research Institute, Indiana University School of Business, "Forecasting Shopping Center Supply for Metropolitan Areas," with J. Benjamin and G.D. Jud, April 1995. (Grant Amount: \$7,500).

Real Estate Research Institute, Indiana University School of Business, "An Analysis of Shopping Center Investment," with J. Benjamin and G.D. Jud, April 1993. (Grant amount: \$7,000).

Advancement of Curriculum and Teaching Program, "Acquisition and Implementation of PC-Plus Compustat," UNC-Greensboro, January 1991.

Advancement of Curriculum and Teaching Program, "Classroom Instructional Program Grant in Computerized Business Database Access." UNC-Greensboro, May 1988.

Center for Applied Research, Bryan School of Business and Economics, UNC-Greensboro, Summer Research Grants, 1987-89, 1995-2000.

University, School, and Department Service

Recent University Service:

Faculty Senate, Parliamentarian, 1992-94; 2001-03, 2005-07.

Tuition Study Task Force, 2001-06.

Chair, Faculty Senate, 2000-01.

Chair-Elect, Faculty Senate, 1999-00.

Purpose Committee (SACS), 1999-2000.

SACS Self Study Committee, 1999-2000.

University Planning Council, 1999-03.
University Promotions and Tenure Committee, 1998-2000.
Task force on Academic Policies and Regulation Committee, 1998-99.
Faculty Senate, Senator, 1996-99.

Recent School Service:

Bryan School Promotions and Tenure Committee, 2007.
MBA Program Committee, 2007.
School Assessment Committee, 2007.
MBA Program Evaluation Committee, 2007.
Accounting Search Committee, 2005.
Bryan School Dean's Committee, 2001-05.
Bryan School Promotions and Tenure Committee, 2001-04.
Bryan School Diversity Commission, 2001-04.
Bryan School Strategic Planning Committee, 2002-03.
Bryan School Undergraduate Program Committee, 1997-99.
Bryan School Alumni Association, Faculty Liaison, 1989-2000.
Bryan School Faculty Development and Grants Committee, 1997-99.
Executive Council, 1995-97.
Bryan School Committee on Undergraduate Curricula, 1993-96.
International Curriculum Committee, 1992-95.
Scholarship Grants Committee, 1992-95.
Standard and Poor's Compustat Services, Coordinator, 1988-01.

Recent Department Service:

Finance Search Committee, 2007.
Promotion and Tenure Committee, 2007.
Annual Review Committee, 2007.
Annual Review Committees (Management, Marketing, Finance/International), 2001-06.
Advisory Board Committee, 2001-06.
Reappointment Committee, 2001-06.
Differentiated Roles Task Force, 2006.

Professional Service

Editor and Editorial Boards:

Co-Editor, Journal of Real Estate Practice and Education, 2005-07.
Editorial Board, Journal of Real Estate Practice and Education, 2000-04.

Editorial Board, Journal of Real Estate Literature (Book Review Section), 1998-2000.

Refereeing for Professional Journals and Foundation:

American Real Estate Society: Manuscript reviewer for JRER, JREPE, JHR, 1993-2007.

Journal of Real Estate, Finance, and Economics: Manuscript reviewer, 2000, 2005-07.

National Science Foundation, Grant proposal reviewer, 2004.

Financial Education and Practice: Manuscript reviewer, 1994-95, 2001.

Financial Management Association: Manuscript reviewer, 1992-99.

Financial Services Review: Manuscript reviewer, 1997-99.

Journal of Insurance Issues: Manuscript reviewer, 1994-95.

Decision Sciences Institute: Manuscript reviewer, 1991.

Other Professional Service:

Alpha Sigma Gamma International Honorary Real Estate Society: President, UNCG Chapter, 1994-2004. Recognizes academically outstanding students in the field of real estate at UNCG.

Midwest Finance Association: Paper/abstract reviewer for 1993 Program.

Basic Financial Management. (1992). Book review for West Educational Publishing.

Essentials of Finance: An Integrated Approach. (1992). Book review for Prentice Hall.

Public Service:

Media Interviews: Interview and quote in the High Point Enterprise: Emma Burgin, Local analysts assess Dow's drop, High Point Enterprise, August 10, 2007.

Media Interviews: Interview and quote in the High Point Enterprise: Emma Burgin, Uncertainty rules, High Point Enterprise, November 11, 2007.

Newspaper Article. "Study ties drop in home prices to FedEx plans," News & Record, May 21, 2005, A1. Also picked up by the Associated Press and published in other area newspapers including the Sanford Herald, Gaston Gazette, Burlington Times-News, Wilmington Star-News, Concord Independent Tribune, Goldsboro News-Argus, the Rocky Mount Telegram, the Myrtle Beach Sun News, and the Greenville Daily Reflector.

Newspaper article. "5 Questions for Daniel Winkler," The Charlotte Observer, April 2, 2005, H1. Based on article titled 'Returns to Single-Family Owner-Occupied Housing' publication in the Journal of Real Estate Practice and Education.

Newspaper article. G. D. Jud and D. T. Winkler, "Smart Growth Policies Come with High Costs," News and Record, September 9, 2001, H1.

Newspaper article: G. D. Jud and D. T. Winkler, "Smart Growth Cuts Back Affordable Housing," The Business Journal, August 10, 2001, 39.

Courier Tribune Interview. Quoted in the interview in "Banks vs. Credit Unions: The Aftermath," J. D. Walker, Feb. 28, 1999.

UNCG News Radio Interviews, 1998 (Investments).

Triad Business News Interview with Laura Goodman about retirement planning. Quotations of the interview and my picture appears in "For many, retirement is a time of new beginnings," Triad Business News, Laura Goodman, August 1, 1997.

UNCG News Radio Interview (Credit Card Management), Randy Gupton, Dec. 5, 1996. (News clips from the interview were carried on several local radio stations).

Personal Investments Lecture, Kiwanis Club, Nov. 30, 1995.

UNCG News Radio Interview (Personal Finance), Randy Gupton, Dec. 4, 1995. (News clips from the interview were carried on several local radio stations.)

UNCG News Interview (Personal Finance), Steve Gilliam, Nov. 28, 1995. The resulting newspaper articles from a UNCG News interview with Steve Gilliam appeared in the News and Record (Greensboro), the Watauga Democrat (Boone), the Herald (Sanford), the News (Eden), the Anson Record (Wadesboro), the Transylvania TIM, the Exchange (Laurinburg), the Times-News (Henderson), the Carolina Peacemaker (Greensboro), the News (Jamestown), the Observer-News-Enterprise (Newton), the Pilot (Southern Pines).

"Personal Investments" lecture presentation to the Connections-55 group at Wesley Long Community Hospital, March 29, 1994, Thompson Auditorium.

"Personal Investments and Financial Tricks and Treats" lecture presentation to UNCG alumni on April 7th, 1993, Alumni House.

Memberships:

Alpha Sigma Gamma International Honorary Real Estate Society
American Real Estate Society
American Finance Association
Beta Gamma Sigma
Financial Management Association