

Stephen (Steve) M. Avila, PhD, CPCU
Professor, Risk Management and Insurance
Co-Director, Center for Actuarial Science, Risk Management and Insurance
Department of Finance & Insurance, WB 301; Miller College of Business
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Professional Academic Experience:

Professor, Risk Management and Insurance and Co-Director, Center for Actuarial Science, Insurance and Risk Management, Ball State University, Muncie, Indiana. August 2007–present.

Associate Professor, Risk Management and Insurance and Co-Director, Center for Actuarial Science, Insurance and Risk Management, Ball State University, August 2000-2007. Duties Include: Teaching insurance courses and conducting research, advisor to Gamma Iota Sigma (Student Insurance, Risk Management, and Actuarial Science Fraternity), and insurance industry relations.

Assistant Professor of Insurance, Ball State University, August 1993 - August 2000.
Duties Included: Teaching insurance courses and conducting research, advisor to Gamma Iota Sigma, and insurance industry relations.

Teaching Assistant, Research Assistant, and Graduate Assistant, Florida State University, August 1990 - August 1993.

Professional Memberships: American Risk and Insurance Association; Southern Risk and Insurance Association; Western Risk and Insurance Association; Chartered Property Casualty Underwriter Society

Education: Ph.D. Florida State University, December 1993,
Major: Risk Management and Insurance
Support Area: Finance.
Dissertation Title: "An Empirical Study of Contagion Effects and Shifts in Systematic Risk in the Life Insurance Industry".

M.A. Ball State University, May 1986
Major: Actuarial Science

B.A. Hanover College, May 1983
Major: Business Administration

Designations:

Chartered Property Casualty Underwriter 1995; Associate in Underwriting 1994; Certificate of Completion, Ethics and the CPCU Code of Professional Conduct, November 2015

Refereed Research:

Stephen Avila, Manoj Athavale, and Kevin Gatzlaff, 2019, "The Impact of Premium Conversion on Social Security Benefits", Journal of Financial Services Professionals, 73 (2): 62-73.

Kevin Gatzlaff, Stephen Avila, and John Fitzgerald, 2015, "Material Misrepresentations in Insurance Litigation: An Analysis of Insureds' Arguments and Court Decisions", Journal of Insurance Regulation, 34 (3): 1-21.

Stephen Avila, Kevin Gatzlaff, Dana Kerr, and Curtis Gary Dean, 2014, "The Process of Implementing an Insurance Company Simulation Game", Journal of Applied Risk Management and Insurance, 1 (2): 41-55.

Stephen Avila and Kevin Gatzlaff, 2013, "Speculative Risk Assignment for an Introductory Risk and Insurance Course", Journal of Risk Education, Vol. 4 (1): 70-83.

Dana Kerr and Stephen Avila, 2013, "Personal Lines Risk Management & Insurance Simulation Game", Risk Management and Insurance Review, Vol. 16(1): 123-146.

Kevin Gatzlaff, Stephen Avila, & Alisha Etzler, 2011, "Accidental Death Disputes: Factors That Influence Court Decisions", Journal of Insurance Regulation, Vol. 30: 297-318.

Manoj Athavale and Stephen Avila, 2011, "An Analysis for the Demand for Earthquake Insurance", Risk Management and Insurance Review, 14(2): 233-246.

Manoj Athavale, Stephen Avila, and Kevin Gatzlaff, 2010, "An Empirical Comparison of a Low-Deductible Health Plan with an HSA-Qualified Plan", Compensation and Benefits Review, March/April 42(2), 102-108.

Manoj Athavale, Stephen Avila and Dana Kerr, 2007, "Cash Flow Analysis of Large-Deductible Workers' Compensation Plans", Compensation and Benefits Review, November/December, 39(6), 22-28.

Manoj Athavale and Stephen M. Avila, 2006, "Large Deductible Workers Compensation Plan", Compensation and Benefits Review, November/December, 38(6), 20-25.

Stephen M. Avila, Scott Inks and Ramon Avila, 2006, "The Relational Sales Process: Applications for Agents, Claims Representatives and Underwriters", CPCU eJournal, June, 1-10.

John F. Fitzgerald, Stephen M. Avila, and Howard Hammer, 2006, "Attention All Personal Lines Auto insurer: Know the UM/UIM Statutes (The Pennsylvania Experience)", CPCU eJournal, April, 1-20.

Manoj Athavale and Stephen M. Avila, 2005, "The Structure of Executive Compensation within the Insurance Industry", Journal of Insurance Issues, Fall 28(2) 131-150.

Manoj Athavale and Stephen M. Avila, 2005, "The Selection of Competing Third Party Administrators", Compensation and Benefits Review, May/June, 37(3): 51-56.

Stephen M. Avila, John C. Bratton, and Michael Baur, 2005, "Developing an Advisory Board to Enhance Collegiate Finance Programs", Journal of Financial Education, Spring, 31: 1-13

Stephen M. Avila and Manoj Athavale, 2005, "Non-CEOs as the Highest Paid Executive: Evidence from the Insurance Industry", Compensation and Benefits Review, January/February, 37(1): 59-64.

Rebecca Toppe Shortridge and Stephen M. Avila, 2004, "The Impact of Institutional Ownership on the Reinsurance Decision", Risk Management and Insurance Review, 7(2): 93-106

Stephen M. Avila, Ramon A. Avila, and Douglas Naffziger, 2003, "A Comparison of Family Owned Businesses: Succession Planners and Nonplanners", Journal of Financial Services Professionals, May 85-92.

Stephen M. Avila, Kevin L. Eastman, Richard B. Corbett, and John C. Bratton, 2000. "Stock Market Reactions and Information Transfer Due to Financial Instability in the Life Insurance Industry", Risk Management and Insurance Review, 3(2), 155-169.

John C. Bratton and Stephen M. Avila, 1999. "After-Market Crash Parts: An Analysis of State Regulations", Journal of Insurance Regulation: 18(2): 150-176.

Douglas W. Naffziger, Stephen M. Avila, Ramon A. Avila, and Michael Morris, 1999. "Survey of Family Business Owners: The Use of Life Insurance in Business Succession Planning", Personal Financial Planning, September/October, 19-24.

James R. Lowry, Stephen M. Avila, and Thomas R. Baird, 1999. "Developing a Niche Marketing Strategy for Insurance Agents", CPCU Journal, 52: 74-88.

Shaheen Borna and Stephen M. Avila, 1999. "Genetic Information: Consumers' Right to Privacy versus Insurance Companies Right to Know - A Public Opinion Survey", Journal of Business Ethics, 19: 355-362.

Barbara Bowers, Stephen M. Avila, Michael N. Baur, and John C. Bratton, 1998. "A Matter of Degree," Best's Review, Property/Casualty Edition, November, 24-31.

John C. Bratton and Stephen M. Avila, 1998. "Exception to Workers Compensation as Exclusive Remedy: Success of Third Party Over, Dual Capacity, Loss of Consortium, and Consequential Bodily Injury Actions," CPCU Journal, 51: 160-163.

Ramon A. Avila, Stephen M. Avila, Scott A. Inks, and Michael R. Williams, 1996. "Advanced Technologies for Effective Sales Training: Interactive Video Programs," Mid-American Journal of Business, 11: 25-34.

Stephen M. Avila and Kevin L. Eastman, 1995. "The Market Effects of Life Insurer Insolvencies and the Implications for Regulators," Journal of Insurance Regulation, 3: 302-328.

Refereed Proceedings:

Ramon Avila and Stephen Avila, 2001. "Developing Long Term Relationships May Not Always be in the Customer's Best Interest: An Insurance Perspective," Proceedings: American Society of Business and Behavioral Sciences Conference, Addendum, 46-49.

Douglas W. Naffziger, Ramon Avila, and Stephen M. Avila, 1999. "Transition Funding in Family Firms," Proceedings: 13th Annual National Conference of the United States Association for Small Business and Entrepreneurship, 567-578.

Ramon A. Avila, Stephen Avila, Michael Baur, Joseph Chapman, and Raghu Tadepali, 1998. "How Salespeople Can Improve their Selling Productivity by Implementing a Relationship Cycle". Proceedings: American Society of Business and Behavioral Sciences, 64-71.

Ramon Avila, Stephen M. Avila, Joseph D. Chapman, Scott A. Inks, and Michael R. Williams, 1996. "The MASS TRAC Selling System: Advanced Technologies for Effective Sales Training and Classroom Instruction." National Conference in Sales Management Proceedings, 1996.

Teaching Awards:

Miller College of Business Teaching Award, 2009.

Ball State University's Center for Organizational Resources (COR) -
Outstanding Internal Trainer Award, 2006

Dean's Teaching Award, 1994-2001 (Award was discontinued in 2001)

Certificate of Appreciation, Ball State University, Student-Athletes, April 6, 1998.

Delta Sigma Pi, Educator of the Year, presented August 23, 1996

Creative Endeavors: I utilized MediaSite Technology to tape approximately 22 lectures that covered 21 chapters. This material was used for 6 weeks of online instruction for the Insurance Education Institute for middle school and high school teachers. We currently use this technology for our Insurance Education Institute.

Created a program for State Legislators on "Insurance for Consumers: Promising Security in an Uncertain World". This was presented to legislators in Chicago, Illinois in December 2006 at the National Conference of State Legislatures Meeting.

Created a program for State Legislators on "Commercial Insurance: The Cornerstone of the Economy".

Currently, working with our distance learning area to creating additional online courses. I've created online courses for Principles of Risk Management and Insurance, Operations of Insurance Enterprises, and Risk Management and Insurance (Masters level).

Service:

Promotion and Tenure Committee, 2019-2020, Committee Chair, Department of Finance and Insurance.

Promotion and Tenure Committee, 2018-2019, Committee Chair, Department of Finance and Insurance.

Promotion and Tenure Committee, 2017-2018, Committee Chair, Department of Finance and Insurance.

Promotion and Tenure Committee, 2016-2017, Committee Chair, Department of Finance and Insurance.

Promotion and Tenure Committee, 2015-2016, Committee Member.

Scholarship Committee, 2015-2016

Beta Gamma Sigma, 2015-2016, Secretary.

Doctoral Committee Member: Daniel Dogbe, "Preparing Students with Disabilities to Transition from Secondary School to Post-School Setting in Ghana: Perceptions of Teachers and Administrators."

Department of Special Education, 2011-2015.

Doctoral Committee Member: Holly Hullinger, "Kindergarten Reading Readiness", Department of Elementary Education, 2010-2013.

Honors Thesis Advisor: Nicholas Wilkey, "How to Protect Your Company and Personal Life from Cyber-Attacks," Spring 2015.

Honors Thesis Advisor: John Filip, "The Insurance Industry Meets Social Media", Spring 2015.

Gamma Iota Sigma, Advisor. I have organized and attended most of the national conference during my time period as advisor. We have been recognized with several national awards for chapter management and chapter development. I have also donated time at the national conference to lead discussions and leadership sessions. We have also hosted a golf outing for members, alumni, and insurance industry members. We were sponsors for the insurance, risk management and actuarial science career fair (in 2011, this became part of the general fall career fair).

Lead faculty member on the Insurance Education Institute for high school teachers. BSU hosted high school teachers during summer of 2006, 2007, 2008, 2009, 2010, 2011, and 2012. The total for this grant over the 7 years has been approximately \$350,000-\$500,000. The grants were \$121,191 for 2011 and the projected grant for 2012 is \$103,500.