



# Candidate for Employment

**UTSA**

Institute for Economic Development

**Luis Ortiz, Ph.D.**

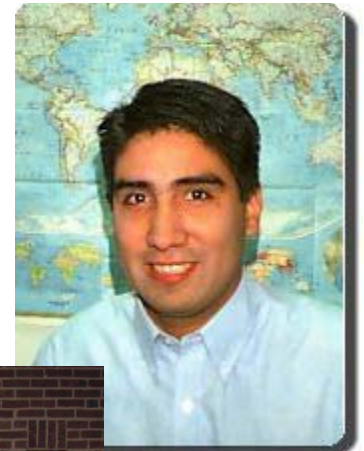
Management & International Business

New Mexico Highlands University

Economic Development Center

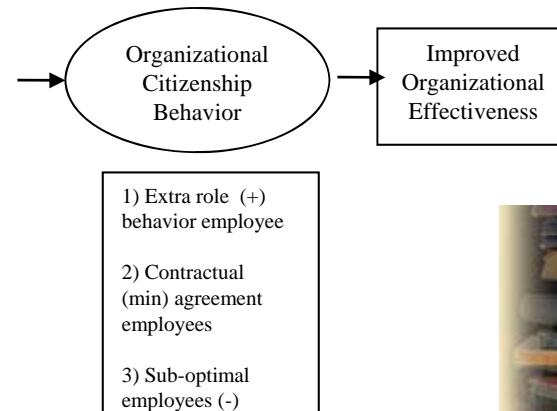
# First Impression

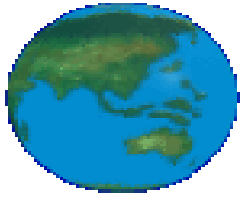
- What you are looking for – What I need
- My History (In a way.. going home)
- My Career (Looking for good fit)
  - Education
  - Professorship Tenure
  - Client based work
    - SDBC/EDC
    - (university & non-profit board)
  - Entrepreneurship



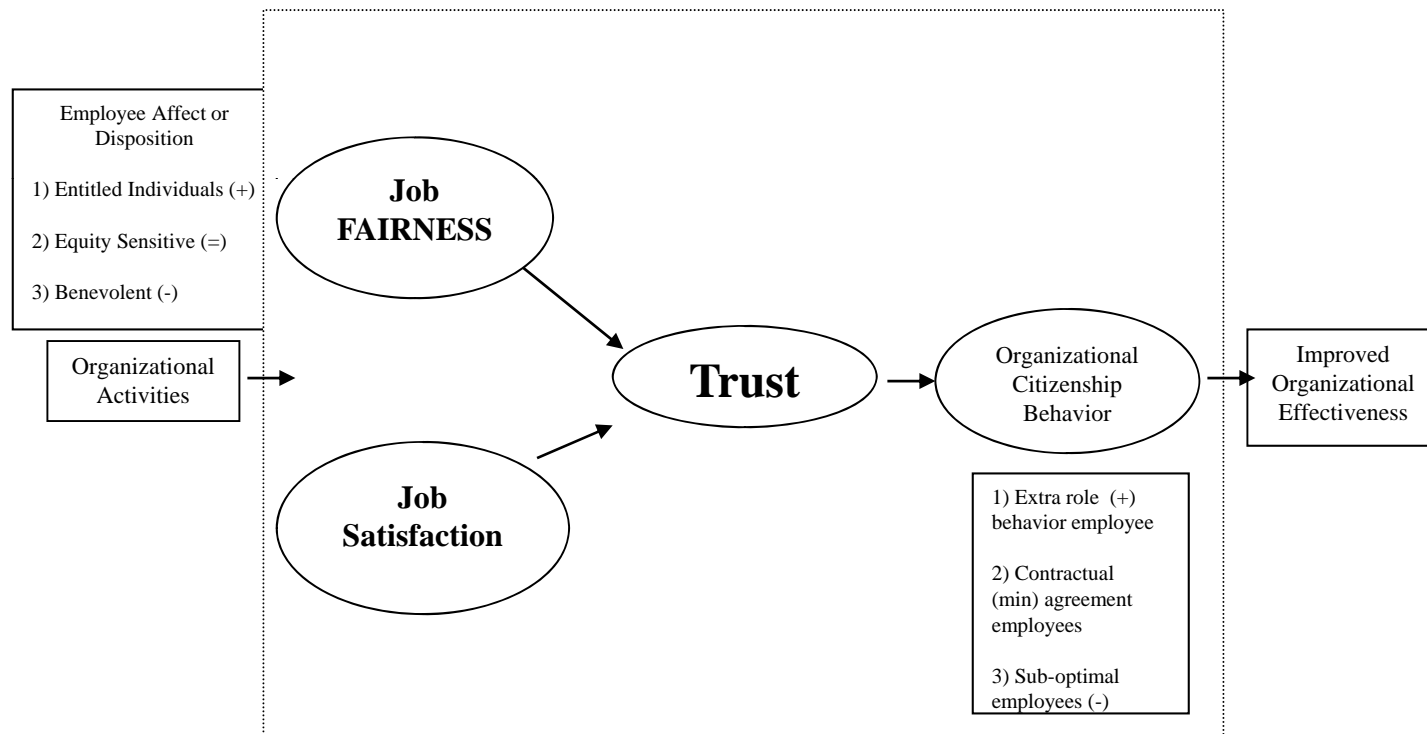
# Research In Decision Making

- Impact Studies
- SWOT data based and data driven
- Results
- Implications
- Use
- Examples in our area
  - Natural resources
  - Bi-lingual workforce





# Research



# Projects and Experience

- Industrial Parks
- University Research Parks
- LEDA act to attract /safe guard
  - Mfg./Ag./Tech
- Red Team for existing businesses
- Incubate
- Administrate
- Sustain/grow responsibly



# Management Style

- 2 ears & 1 mouth
- Manage by example
- Over communicate
- Mediator
- Expert Witness (Business)
- HR experience and competent
- Passion and vision (honesty & my truth)
- Best way to predict the future is to create it



# Planning and Direction

- 12 distinct and complimentary groups
- Organizational Development
- UTSA 2016 plan
- Benefits of planning (It works – 0-1/4-2.6,??)
- Organizing around our issues
- Creatively and tactfully (diplomatic) bring issues that need to be dealt with (healthy discussions often foster the best creativity)



# Summary of my ability/skill

- Ability to manage
- Leadership develops over time
- Creativity and competence
- HR the human touch
- International Development
- To contribute, develop and grow (we never stop learning – never)
- No apprehension of the unknown/future (because we create it together everyday – Tier I)

