

ROBERT H. WILSON

Professor Emeritus, Real Estate Finance and Investment, Law
Isenberg School of Management
University of Massachusetts-Amherst, Mass
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Education

J.D., (Concentration: Taxation) Suffolk University Law School, Boston, MA, 1972
M.S.B.A., (Finance), Isenberg School of Management, University of Massachusetts, Amherst, MA, (1978)
B.B.A., (Accounting), Isenberg School of Management, University of Massachusetts, Amherst, MA, (1969)

Employment

University of Massachusetts, Amherst, MA, Department of Hospitality and Tourism Management

Consultant, Swiss Education Group, 2017-present
Professor Emeritus, Real Estate Finance and Investment, Law, 2018-present
Professor and David Gaunt Faculty Fellow in Real Estate Entrepreneurship, 2014- 2018
Founding Director, Isenberg Real Estate Series Certificate Program, 2014
Professor, 2006-2018
Associate Professor, 1995-2006
Assistant Professor, 1989-1995
Visiting Assistant Professor, Department of Finance and Operations Management, Isenberg School of Management, 1986-1989 (Law, Real Estate, and Finance)
Visiting Professor, Spring, 2000, Institut De Management Hôtelier International (I.M.H.I.) Cornell – ESSEC, Paris, France
Robert Wilson, Attorney, Private Practice of Law, concentrating in Real estate Law, Corporate Law, and Bank Lending, part time, 1987-2017
Cooley, Shrair, Attorneys, Senior Associate, 1983-1985
Finn and Wilson, Attorneys, 1973-1983

I. Leadership and Administrative positions

Leadership and Administrative positions, University

Director, Isenberg Real Estate Series Certificate Program, 2014-2017
Presiding Officer, Faculty Senate (2003-2010)
Rules Committee, Faculty Senate (2001- 2010)
Chair, University Council on Physical Plant and Building, 2004-2005
Chair, University Program and Budget Council, 1991-1994
Chair, (Appointed by the Provost) Journalism/Communication Task Force, Report issued regarding the reorganization of the Departments, 2003-2004
Member, Provost's Ad Hoc Committee on the Coordinating Functions and Responsibilities of the International Programs Office, 2004-2005

Leadership and Administrative positions, College

Robert H. Wilson

Director, Isenberg Real Estate Series Certificate Program, 2014-2017

Chair, Isenberg School of Management Personnel Committee (2010-2015)

Co - Chair (with Jane Miller) Isenberg School of Management Merger Committee: Sport Management, Hotel, Restaurant and Travel Administration and the Isenberg School of Management, 1996-1998.

Director, Isenberg Real Estate Series

Leadership and Administrative positions, Departmental

Chair, 2015-2016, HTM Search committee, successfully chaired the search committee, leading to the hiring of an associate professor

Director UMass HTM Cesar Ritz Learn6/work6 program, Study and Work in Switzerland program

Director, HTM summer Abroad Program in Europe

Chair- HTM International Program Committee, Committee to oversee Swiss Summer abroad Program, Exchange programs, and other international opportunities. 2007-present

Co-Director 2011 HTM summer Abroad Program

Chair, HTM search committee for Human Resource position, 2010

Chair, HTM International Programs Committee, 2007-Present

Chair HTM Personnel Committee, 2003-2004

Member, Personnel Committee, 1991-1993, 2001-2007, 2010

Chair HTM Curriculum Program committee, 2001-2002

Chair, Executive Masters Degree Committee-Committee formed to investigate the establishment of an Executive Masters Degree Program, 1996-1998

Chair HTM International Program committee, 1997-1998

Chair, Search committee for Operations faculty position; position filled; 1994-1995

Chair, Search committee for Finance faculty position; position filled; 1994-1995

Associate Department Head, 1993-1994, in charge of budget, scheduling, staff personnel

Chair, Search committee for two Marketing faculty position; both position filled, 1991-92

Co-Director, HTM Swiss Summer Abroad program, June-August, 1992

Chair, Committee on Teaching Assistants; Analyzed and determined policy for assigning Teaching Assistants, October, 1993

Leadership and Administrative positions, Professional Associations

Board of Directors, Association of Hospitality Financial Management Educators, 2010-present

President, Association of Hospitality Financial Management Educators term, 2002-2004

President, Association of Hospitality Financial Management Educators term, 1992-1994

Board of Directors, Association of Hospitality Financial Management Educators, 1991-1998, 2002-2006

Co-Chair, Search Committee for the position of Associate Editor for the Journal of Hospitality Financial Management; 1994

Chair, By-Law Committee, Association of Hospitality Financial Management Educators

Chair Nominating Committee, Association of Financial Management Educators, Chair of nomination committee to nominate a slate of officers and Directors for bi-annual election, 1997

Past Leadership and Administrative positions, Community Service

President, Board of Directors, Northampton Survival Center Food Bank

Vice President, Board of Directors, Northampton Survival Center Food Bank

Board of Directors, Northampton Survival Center Food Bank

President Board of Directors, Hampshire Hospice

Robert H. Wilson

II. International Activities

Director UMass DCT Learn6/work6 program, a study and work abroad program where HTM students study in Switzerland at our partner school for six months and then are placed into a 6 month paid internship position in a hospitality company in Europe.

2009-present activities included:

Negotiated new contract with DCT with improved terms for HTM, negotiated a new contract with IPO with improved terms for HTM, including release of approximately \$80,000 held in scholarship funds. Involves recruiting students for the program, meeting with students, holding Info sessions, attending classes to speak about the program, meeting with representatives of DCT

Co-Director 2011 HTM summer Abroad Program (lead a group of 35 students for 1 month in Paris and Switzerland)

Chair- HTM International Program Committee, Committee to oversee Swiss Summer abroad Program, HTM degree program offered in Switzerland, Exchange programs in Australia, England, and a program in Singapore, The Committee established the Learn6/Work6 program described above. 2005.

Member Isenberg International Programs Committee, Isenberg School of Management, 2009- present

Member Faculty Senate FISC Committee (International Program committee)

Member, Provost's Ad Hoc Committee on the Coordinating Functions and Responsibilities of the International Programs Office, 2004-2005

Chair HTM International Program committee, 1997-1998

Member, HTM International Program committee, 1997- present

Participated in the HTM Swiss Summer Abroad program, June-August, 1994

Co-Director, HTM Swiss Summer Abroad program, June-August, 1992

Participated in the HTM Swiss Summer Abroad program, June-August, 1990

II. Teaching

Awards

Nominated for 2005-2006 University Distinguished Teacher Award

Undergraduate Courses Taught

Sch-mgt 333 Introduction to Real Estate

Sch-mgt 497 Real Estate Finance, Analysis and Investment

Sch-mgt 434 Advanced Real estate Investment

HTM 320, Hospitality Law

HTM 370, Hospitality Managerial Accounting

HTM 475 Hospitality Real Estate

Graduate Courses Taught

Sch-Mgt 640 Financial Analysis

Sch-Mgt 697K, (MBA) Real Estate Finance, Analysis and Investment, Negotiation

HTM 692, Hotel Investments

HTM 693 Corporation Finance

HTM 630 Hotel Feasibility Studies

Corporation Finance, and Hotel Feasibility Studies, at Institut De Management Hôtelier International (I.M.H.I.) Cornell – ESSEC, Paris (France)

III. Research and Professional Activity

Awards

Robert H. Wilson

Marriott International faculty internship position, during the summer, 2003 and 2004 in the Legal, Development, and Owner and Franchise Services departments

Received "Best Papers Award", Robert H. Wilson, (2000) *The Law of Cyberspace: Personal Jurisdiction and the Internet*, presented at the Council on Hotel, Restaurant and Institutional Education (CHRIE) annual conference, New Orleans, LA, August, 2000.

Book chapter

Robert H. Wilson, (1992), "Combining Hotel Promotions, Discount Package and Yield Management Systems: Make Sure It's Legal", Chapter in **Hotel Management and Operations**, edited by Denney G. Rutherford, Van Nostrand Reinhold, New York, 1995, pages 287-294;

A. Grants and Funds Submitted and/or Received:

Submitted a grant (currently under review) to Marriot International to establish a Hospitality Diversity Leadership program The proposal involves the creation and funding of an HTM Diversity Leadership Program involving a small group of high achieving minority students who will participate. The program involves corporate scholarships, corporate mentoring, and participation in an ethics course, a public presentation course, community service, a community service learning course and a project. The proposal consists of an executive summary, a full proposal, and a proposed budget. The executive summary is attached. Funding requested is \$2,500,00. (Denied)

A grant in the amount of \$5,000 was awarded and funded from the University of Massachusetts-Amherst office of Outreach for funding for the creation and ongoing publication of a Hospitality Legal Newsletter, 2003. (**The Business of Hospitality: Focus on Law**)

B. Refereed Journal Articles Published

Research Interests:

Legal issues relating to the internet, personal jurisdiction, and forum selection

Legal Issues relating to Defective Food Products Sold in Restaurants

Legal issues of the Financial/Accounting Topics of Revenue Management and Yield Management, Reservations, and Overbooking

Legal issues of Franchising and Management Contracts relating to Hotel Investments

Hospitality Financial Management and tax issues

Refereed Journal Articles Published or in press

Wilson, R., Enghagen L., and Lee, M., "Dynamic Pricing and Minimum Length of Stay Controls as a Hotel Management Practice: Are There Customer Perception, Ethical, and Legal Questions?", *The Journal of Hospitality Financial Management* 07/2015; 23(2):107-123

Wilson, (2012), *The Legal Strategy of the Cruise Line Industry: An effective Use of Terms and Conditions to Manage Disputes*, **The Cornell Hospitality Quarterly**, Nov., 2012

Robert H. Wilson

Wilson, R. Internet Hotel Reservations: Recent Changes and Trends in the Enforcement of Click Wrap and Browse Wrap "Terms and Conditions/Terms of Use, The Cornell Hospitality Quarterly, May 2011, 52 (2) 190-199.

Enghagen, L. and Wilson, R., (2011, "Expedia, Inc. Wins One and Loses One" the Electronic Journal of Hospitality Legal, Safety and Security Research.

Enghagen, L. and Wilson, R. (2008) The Limits of Foreseeability: Tort Law at Its Rational Best, Journal of Hospitality Legal, Safety, and Security Research, Aug, 2008 p 1-18

Wilson, R., (Nov., 2007) Internet Hotel Reservations: The "Terms and Conditions" Trap, The Cornell Hotel and Restaurant Administration Quarterly

Wilson, R., (December, 2005) Restaurants and Food Allergies: A Dangerous Recipe, Journal of Foodservice Business Research, (Formerly the Journal of Restaurant and Foodservice Marketing), Volume 7, Issue 3, (3-16).

Wilson, R., (December, 2005) Liability for Injuries Caused by Consuming Defective Food Products, Journal of Foodservice Business Research, (Formerly the Journal of Restaurant and Foodservice Marketing), Volume 7, Issue 3 (17-34)

Wilson, R., and Enghagen, L., (2005) U.S. Supreme Court Reviews Employers' Responsibilities Regarding Tip Reporting and FICA Taxes, Journal of Hospitality Financial Management, Vol 12,

Wilson, R., (2003) Hotel Franchise Termination: Preliminary Injunctions Protect Unlawful Trademark Use, Journal of Hospitality Financial Management, Vol. 11, 1 p.47-54.

Wilson, R., (2001) Minimum Length of Stay Requirements as Part of Hotel Revenue Management Systems: Are They Legal? Journal of Hospitality Financial Management, 2001, Vol 9, Number 1, p. 45-54

Wilson, R., (2001) Agency Law, Fiduciary Duties, and Hotel Management Contracts, Journal of Hospitality & Tourism Research, 25 (2), 147-158.,

Wilson, R., (2000) The Law of Cyberspace: Personal Jurisdiction and the Internet, submitted to The Cornell Hotel and Restaurant Administration Quarterly, Vol. 41, No. 5, pages 55-63.

Wilson, R., (1999) Hotel Management Contracts: Breach of Contract, Termination, and Damages, Journal of Hospitality Financial Management, 7(1)

Wilson, R., Nusbaum, E., Sheel, (1996) A., Hotel Renovation: A Capital Budgeting Problem, The Journal of Hospitality Financial Management, 4(1)

Wilson, R., Enghagen, L., Barrishman, (Fall, 1995/1996) Overbooking: A New Look at an Old Problem, The Journal of Hospitality Financial Management 4(1)

Enghagen, L. and Wilson, R., (1995), Challenging Conventional Wisdom: A Different Look at Selling Rooms, The Hospitality and Tourism Educator, 7(1), 17-20.

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Wilson, Robert, (1995), Hospitality Real Estate: A Relevant Course, **Hospitality and Tourism Educator**, 7 (2), 31-36.

Enghagen, L. and Wilson, R., (1995), Refusing Rooms to Minors and Young Adults: Keeping it Legal, **The Cornell Hotel and Restaurant Administration Quarterly**. 36(1), 70-74.

Wilson, R., Enghagen, L, (1994), Overbooking: The Practice and The Law, **The Hospitality Research Journal**, 17(2), (93-105).

Robert H. Wilson, "Combining Hotel Promotions, Discount Package and Yield Management Systems: Make Sure It's Legal", **Hospitality Research Journal**, (now known as the **Journal of Hospitality & Tourism Research**), Volume 15, Number 2, 1992, pages 21-30;

Wilson, Robert H., (1992), "International Acquisitions and Foreign Currency Risk Management", **The Journal of Hospitality Financial Management**, 2(1), (13-21).

Dennington, L. J., Fried, B., Van Dyke, T.L., and Wilson, R.H., (1992), Financial Management Competencies of the Four Year Hospitality Graduate, **The Journal of Hospitality Financial Management**, 2(1). (33-43).

Dennington, L. J., Deveau, L., and Wilson, R.H.29. "Financial Management Education Taught in Hotel and Restaurant Management Schools, (1991), **The Journal of Hospitality Financial Management**, 1(1), 25-30.

C. Invited Paper

Wilson, R., Enghagen, L., (1994), Stevenson W. Fletcher III: Educator and Citizen Extraordinaire, An Interview with Stevenson W. Fletcher, **Hospitality and Tourism Educator**, 6(2), (7-10).

D. Trade Journals

Enghagen, L.K. & Wilson, R.H., (2005) "Overbooking Instigates Hotel Rage: The Guarantee That's Not Exactly Guaranteed," **The Business of Hospitality: Focus on Law**, Vol. 1, Issue 2, <http://intra.som.umass.edu/hospitalitylaw/issue2.htm>.

Wilson, R. and Enghagen, L.K., (2004) Supreme Court Forces Restaurants to change Tip Reporting, **The Business of Hospitality: Focus on Law, Vol.1, Issue 1, p. 1-3**, <http://intra.som.umass.edu/hospitalitylaw/issue1.htm>.

Robert H. Wilson, (2002), Hotel Franchise Termination: The Power of the Preliminary Injunction, **Lodging Law**, International Hotel & Lodging Association, March, 2002, p. 1-3, Vol 5 (3).

Robert H. Wilson, (2001), LOS Controls in Hotel Revenue-Management Systems: Are They Legal? **Lodging Law**, International Hotel & Lodging Association, November, 2001, p. 1-3, Vol4 (11).

E. Refereed Presentations and Published as part of the proceedings

Robert H. Wilson

1. Robert H. Wilson, (2005) Restaurants and Food Allergies: A Dangerous Recipe, presented at the Council on Hotel, Restaurant and Institutional Education (CHRIE) annual conference, Las Vegas, NV, July 27, 2005.
2. Robert H. Wilson, (2002) Hotel Franchise Termination: Preliminary Injunctions Protect Unlawful Trademark Use, presented at the Council on Hotel, Restaurant and Institutional Education (CHRIE) annual conference, Orlando, Florida, on August 8, 2002.
3. Robert H. Wilson, (2001) Minimum Length of Stay Requirements as Part of Hotel Revenue Management Systems: Are They Legal? , to be presented at the Council on Hotel, Restaurant and Institutional Education (CHRIE) annual conference, Toronto, Canada, July, 2001
4. Robert H. Wilson, (2000) The Law of Cyberspace: Personal Jurisdiction and the Internet,), presented at the Council on Hotel, Restaurant and Institutional Education (CHRIE) annual conference, New Orleans, LA, August, 2000. **(Received best paper award).**
5. Robert H. Wilson, (1999), Litigating Disputes Involving Hotel Management Contracts: The Application of Agency Law, presented at the Council on Hotel, Restaurant and Institutional Education (CHRIE) annual conference, Albuquerque, New Mexico on August 4-7, 1999, and published as part of the proceedings,
6. Robert H. Wilson, (1999), Hotel Management Contracts: Breach of Contract, Termination, and Damages, presented at the Association of Hospitality Financial Management Educators annual Research Symposium held in New York, NY on November 6, 1999, and published as part of the proceedings.
7. Enghagen, L and Wilson, R. (1993) Overbooking and Yield Management, the Legality and the Morality at the 1993 Annual Council of Hotel, Restaurant and Institutional Education, August 4-7, 1993, Chicago, IL, and published as part of the proceedings pages 134-135.
8. Wilson, R. (1993) The Hotel Lease, An Alternative to the Management Contract; at the 1993 Annual Council of Hotel, Restaurant and Institutional Education, August 4-7, 1993, Chicago, IL, and published as part of the proceedings
9. Robert H. Wilson, (1992), "International Acquisitions and Foreign Exchange Risk Management", presented at the Annual Research Symposium Hospitality Financial Managers, New York, NY on November, 1992 and published as part of the proceedings.
10. Wrisley, A., Nusbaum, E., Sheel, A., Wilson, R., (1992) "An Approach to Financial Modeling and Analysis for Renovation of Hotel Properties", presented at the Annual Symposium Hospitality Financial Managers, New York, NY on November, 1992, and published as part of the proceedings.
11. Dennington, L. J., Damito, J., Deveau, P., Fried, B. and Wilson, R.H., (1992) "Topics Taught in Hotel and Restaurant Management Schools, presented at the Annual Symposium Hospitality Financial Managers, New York, NY on November, 1992, and published as part of the proceedings.
12. Robert H. Wilson, (1991) "Combining Hotel Promotions, discount Packages and Yield Management Systems: Make Sure It's Legal" presented July 26, 1991, at Council on Hotel, Restaurant and Educational Education annual conference-CHRIE Convention,

Robert H. Wilson
published as part of the proceedings.

F. Invited Presentations

Robert H. Wilson (as a panel member) at the 1993 Annual Council of Hotel, Restaurant and Institutional Education, August 4-7, 1993, Chicago, IL, titled, "Hotel Development in a Volatile Market";

Panel Member, Eastern Finance Association, "The Current State of Hotel Financing", April, 1991, Hot Springs, VA.

Robert H. Wilson, "International Acquisitions and Foreign Currency Risk Management", presented July 24, 1991, at Council on Hotel, Restaurant and Educational Education annual conference, CHRIE Convention.

Panel Member, Annual Symposium Hospitality Financial Managers, "The Current State of Hotel Financing", New York, NY on November, 1992.

Robert H. Wilson, "Foreign Currency Risk Management", presented November, 1991, at Michigan State University, Broad School of Business Annual Hilton lecture series.

IV. Service (As a member, Leadership positions listed previously)

A. University Service

Appointed by the Provost or Chancellor

Member, Chancellor's Budget Planning Task Force, 2009

Member, Search Committee for Dean, Isenberg School of Management, October, 2006-June, 2007

Member, Search Committee for Dean, Isenberg School of Management, October, 2005-May, 2006

Member, Provost's Ad Hoc Committee on the Coordinating Functions and Responsibilities of the International Programs Office, 2004-2005

Member, Provost's Ad Hoc Committee on the Academic Symposia Committee, 2003-2004

Member, Provost's Ad Hoc Committee on the Faculty Steering committee to create a plan for assessing the academic qualities of each department, 2001-2002

Member, Provost's Ad Hoc Committee on the "Planning to Plan" committee to initiate a plan for assessing the academic qualities of each department, 2001-2002

Faculty Senate Service

Presiding Officer, Faculty Senate (2003-2010)

Rules Committee, Faculty Senate (2001- 2010)

Member, Faculty Senate Program and Budget Council, 1990-1995

Member, Faculty Senator, 1990- 2010

Member, Faculty International Studies Council FISC, 2001-2002

Member, University Academic Priorities Council, member of Council 1991-1994

Founding faculty member for Masters of Architecture program

College Service

Member Isenberg International Programs Committee, Isenberg School of Management, 2009- present

Member, Curriculum Committee, Isenberg School of Management, 2003- present

Member, College Personnel Committee, Isenberg School of Management, 2004

Member, Isenberg School of Management search committee Jr. Writing Instructor, 2004

Robert H. Wilson

Member, College of Food & Natural Resources Personnel Committee, 2001-2002

Member, Curriculum Committee, College of Food and Natural Resources

Member, (appointed by Dean Robert Helgesen) College of Food and Natural Resources Strategic Planning Committee on Administrative Efficiencies, 1995-1996

Member, Search committee for Business Manager Position, College of food and Natural Resources, hired Diane Keedy, 1992

Departmental Service

Member, Search committee for the Chief Academic Advisor, 2006 (Derrick Bratton hired)

Member, Search committee for the Head Secretary, 2006

Member, HTM Graduate Program Committee, 1991- present

Member, International Program Committee, 1990- present

Member Curriculum committee, 2005- present

Member, **Executive** Training Committee- attempting to establish an Executive Training program

Chair, Search committee for Management Information Systems faculty position, 1996-1998

Member of ad hoc committee Member of the HTM Strategic Plan Committee- Assisted in the development of a Strategic Plan document for the Department. 1996-1997

Member, Search committee for the Head Secretary, 1994

Member, Departmental oversight of Departmental budget and finances, 1993-1994

Member, Search committee for the Head Secretary, 1993

Member, Search Committee for new department head, 1992-1993

Service to Profession and Discipline

Editorial Boards

Editorial Board: Journal of Foodservice Business Research, 2003- present

Board of Editors, Journal of Hospitality Financial Management, 1997- present

Editorial Review Board, Journal of Hospitality Legal, Safety and Security Research, 2003-present

Editor, (with Enghagen, L.) The Business of Hospitality: Focus on Law, 2003- present

Reviewer

Reviewer for the Journal of Hospitality Financial Management

Reviewer for the Journal of Foodservice Business Research

Reviewer for the Journal of Hospitality Legal, Safety and Security Research

Reviewer for the Council of the International Hotel, Restaurant and Institutional

Professional Associations

Urban land Institute, 2014-2017

Member, Council of the International Hotel, Restaurant and Institutional Education (CHRIE) 1990-present (with some lapses)

Member, Association of Hospitality Financial Management Educators, 1990- present

Member, Special Interest Group, Law, International Council of the International Hotel, Restaurant and Institutional Education (CHRIE), 2001-2005

Member, Special Interest Group, Finance, International Council of the International Hotel, Restaurant and Institutional Education (CHRIE), 2001- 2005.

Member, Eastern Finance Association; 1990-1994

Member, International Association of Hospitality Accountants; 1989-present

Professional Public Service

Faculty Intern, Marriott International faculty internship position, during the summer, 2003 in the Legal, Development, and Owner and Franchise Services departments

Robert H. Wilson

Member of the Advisory board for HospitalityCareernet.com, an international internet based hospitality career consulting company, a subsidiary of the international consulting company HVS, Inc., 2001-2002

Community Service

Volunteer, Big Brothers, Big Sisters of Hampshire County

President and chair of the Board of Directors, Northampton Survival Center

President and chair of the Board of Directors, Hampshire Hospice

International Activities

Member Isenberg International Programs Committee, Isenberg School of Management, 2009- present

Member, International Program Committee, 1990- present

Director UMass DCT Learn6/work6 program, 2009- present

Director, HTM summer Abroad, 2012-2015

Co-Director, HTM Swiss Summer Abroad program, June , 2011

Instructor, HTM Hospitality Law, DCT, Lucerne, Switzerland, June, 2005, 2006, 2007

Visiting Professor, Spring, 1997, (while on sabbatical) Hotel Feasibility Studies, Cornell Hotel School Graduate Program, IMHI Institut de Management Hotelier International – ESSEC, Cergy-Pontoise, France

Member, Faculty International Studies Council FISC, 2001-2002

Member, International Program Committee, 1990- present

Member, Provost's Ad Hoc Committee on the Coordinating Functions and Responsibilities of the International Programs Office, 2004-2005

Faculty member, June, 2000, St. Petersburg, Russia, sponsored by the Environmental Institute, University of Massachusetts-Amherst

Faculty member, HTM Swiss Summer Abroad program, July-August, 1994

Co-Director, HTM Swiss Summer Abroad program, June-August, 1992

Faculty member, HTM Swiss Summer Abroad program, July-August, 1990