

David M. Folsom

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EDUCATION

Ph.D., Major: Accounting; Minor: Finance, University of Iowa, 2009.
M.A., Professional Accounting, Brigham Young University, 2002.
B.S., Accounting, Brigham Young University, *Magna Cum Laude*, 2001.

ACADEMIC EXPERIENCE

University of Texas at El Paso, Assistant Professor, Accounting Department, 2016 – present.

Lehigh University, Assistant Professor, Department of Accounting, 2009 – 2016.

RESEARCH

Publications in Refereed Journals

Acito, A., D. Folsom, and R. Zhao. 2019. "Management Sales Forecasts and Firm Market Power." *Journal of Accounting, Auditing and Finance* (Forthcoming). Available online at <https://journals.sagepub.com/doi/epub/10.1177/0148558X19832685>.

Folsom, D., P. Hribar, R. Mergenthaler, and K. Peterson. 2017. "Principles-Based Standards and the Earnings Attributes." *Management Science* 63 (8): 2592-2615.

Chen, L.H., D. Folsom, W. Paek, and H. Sami. 2014. "Accounting Conservatism, Earnings Persistence and Pricing Multiples on Earnings." *Accounting Horizons* 28 (2): 233-260.

Folsom, D., and R. Guymon. 2013. "Hobbs Communication Devices: Using Variance Analysis to Improve Budgeting." *Journal of Business Cases and Applications* 8: 44-62.

Dissertation

Folsom, D. 2011. "Competitive Structure and Conditional Accounting Conservatism." ProQuest, UMI Dissertation Publishing. ISBN 978-1244080232.

Invited Conference Proceedings

Folsom, D., P. Hribar, R. Mergenthaler, and K. Peterson. 2011. "Principles-Based Standards and the Informativeness of Earnings." *Proceedings of the 2011 Sidney Winter Lecture Series*, February 2011.

Current Working Papers

Folsom, D., I. Hasan, Y. Shen, and F. Zhao. "Hedge Fund Activism and Internal Control Weakness." Working Paper, University of Texas at El Paso.

Folsom, D., J. Huang, S. Hyde, and F. Zhao. "Are Whistleblowing Provisions Beneficial to Investors? Evidence from States' General False Claim Acts." Working Paper, University of Texas at El Paso.

Folsom, D., M. Hasan, and F. Zhao. "Key Subordinate Executives' Effect on Tax Planning." Working Paper, University of Texas at El Paso.

Folsom, D. and W. Paek. "Asymmetric Timeliness of Imperfectly Matched Expenses." Working Paper, University of Texas at El Paso.

Folsom, D. and W. Paek. "Cost Stickiness and Imperfect Matching between Revenues and Expenses." Working Paper, University of Texas at El Paso.

Folsom, D., X. Gao, G. Mubako, and Q. Wu. "Audit Fees, Cost of Debt, and Debt Covenant Compliance Assurance." Working Paper, University of Texas at El Paso.

Research Presentations (Presenting author is underlined)

Invited Conference Presentations

Folsom, D., P. Hribar, R. Mergenthaler, and K. Peterson. "Principles-Based Standards and Earnings Attributes." *University of Illinois at Chicago Department of Accounting Research Conference*, October 2014. Earlier versions of this paper were presented by R. Mergenthaler at the *2011 Midwest Summer Research Conference*, July 2011, and by D. Folsom at the *2011 Sidney Winter Lecture Series*, February 2011.

Refereed/Reviewed Conference Presentations

Folsom, D., I. Hasan, Y. Shen, and F. Zhao. "Hedge Fund Activism and Internal Control Weakness." *2019 Brigham Young University Accounting Symposium*, September 2019.

Folsom, D. and W. Paek. "Asymmetric Timeliness of Imperfectly Matched Expenses." *2019 Annual Meeting of the American Accounting Association*, August 2019. Earlier versions of this paper were presented by W. Paek at the *2019 European Accounting Association*

Annual Congress, May 2019, and by W. Paek at the *2018 European Accounting Association Annual Congress*, May 2018.

Folsom, D., M. Hasan, and F. Zhao. “Key Subordinate Executives’ Effect on Tax Planning.” *2018 Annual Meeting of the American Accounting Association*, August 2018.

Folsom, D. and W. Paek. “Expense Recognition Patterns and Cost Stickiness.” *2017 Annual Meeting of the American Accounting Association*, August 2017. An earlier version of the paper was presented by W. Paek at the *2016 European Accounting Association Annual Congress*, May 2016.

Folsom, D., S. Jun and W. Paek. 2015. “Integration of Quarterly Earnings for Annual-Loss Firms versus Annual-Profit Firms.” *2015 Brigham Young University Accounting Symposium*, November 2015. An earlier version of the paper was presented by W. Paek at the *2015 European Accounting Association Annual Congress*, April 2015.

Acito, A., D. Folsom, and R. Zhao. “Management Sales Forecasts and Firm Market Power.” *2015 Annual Meeting of the American Accounting Association*, August 2015 (poster board presentation). An earlier version of the paper was presented by D. Folsom at the *2012 Brigham Young University Accounting Symposium*, October 2012.

Folsom, D., X. Li, and R. Zhao. “Investor Sentiment and the Stock Market Reaction to Earnings, Revenue, and Expense Surprises of Profit and Loss Firms.” *2014 European Accounting Association Annual Congress*, May 2014. Earlier versions of this paper were presented by D. Folsom at the *2014 Financial Accounting and Research Section Midyear Meeting*, January 2014 and by D. Folsom at the *2013 Brigham Young University Accounting Symposium*, October 2013.

Folsom, D., P. Hribar, R. Mergenthaler, and K. Peterson. “Principles-Based Standards and Earnings Attributes.” *2014 Financial Accounting and Research Section Midyear Meeting*, January 2014. Earlier versions of the paper were presented by R. Mergenthaler at the *2012 Annual Meeting of the American Accounting Association*, August 2012, and by R. Mergenthaler at the *2010 Brigham Young University Accounting Symposium*, October 2010.

Folsom, D. “Voluntary Disclosure Strategies across Competitive Environments: The Effect of Conditional Conservatism.” *2011 Annual Meeting of the American Accounting Association*, August 2011.

Cazier, R., and D. Folsom. “Ex-Ante Incentives for Accounting Irregularities: Do Boards Alter CEO Equity Compensation?” *2010 Annual Meeting of the American Accounting Association*, August 2010. An earlier version of this paper was presented by R. Cazier at the *2009 Brigham Young University Accounting Symposium* (October 2009).

Folsom, D., and R. Mergenthaler. “An Investigation of the Effects of SFAS 146 on Firms’ Ability to Report Conservatively.” *2009 Brigham Young University Accounting Symposium*, October 2009.

Invited Presentations (Non-refereed)

Donelson, D., D. Folsom, J. McInnis, R. Mergenthaler, and K. Peterson. “Audit Fees and Interpretive Guidance.” Washington University, April 2016. Earlier versions of this paper were also presented by D. Folsom at the University of Texas at El Paso, December 2015 and by J. McInnis at the University of Wisconsin, December 2015.

Acito, A., D. Folsom, and R. Zhao. “Management Sales Forecasts and Firm Market Power.” Binghamton University – State University of New York (SUNY), November 2013.

Folsom, D., X. Li, and R. Zhao. “Investor Sentiment and the Stock Market Reaction to Earnings, Revenue, and Expense Surprises of Profit and Loss Firms.” University of Calgary, October 2013.

Folsom, D., P. Hribar, R. Mergenthaler, and K. Peterson. “Principles-Based Standards and Earnings Attributes.” University of Oregon, November 2011. An earlier version of this paper was also presented by D. Folsom at Drexel University, May 2011.

Folsom, D. “Voluntary Disclosure Strategies across Competitive Environments: The Effect of Conditional Conservatism.” Lehigh University, March 2009; University of Arkansas, March 2009; University of Oregon, February 2009; University of Iowa, November 2008.

Folsom, D., D. Collins. “Accounting Conservatism, Information Asymmetry, and the Cost of Equity Capital.” University of Iowa, July 2007.

Conference Participation

Brigham Young University Accounting Research Symposium, Provo, Utah (2006, 2007, 2009, 2010, 2012, 2013, 2015, 2017-2019).

American Accounting Association Annual Meeting, Various Locations (2009-2015, 2017-2019).

PwC Accounting and Tax Symposium, San Francisco, California (2019).

Financial Accounting and Reporting Section of the American Accounting Association Midyear Meeting, Various Locations (2007, 2009-2011, 2014, 2017-2019).

Deloitte Foundation/FSA Faculty Consortium, Various Locations (2012-2015, 2018).

Sydney Winter Lecture Series, University of Iowa, Iowa City, Iowa (2011, 2016).

Trueblood Seminar for Professors, Westlake, TX (2015).

New York Accounting and Finance Forum, Binghamton, New York (2010, 2013).

KPMG National Faculty Symposium, San Francisco, California (2011).

Lehigh Conference on Financial Reporting, Auditing and Governance, Bethlehem, PA (2010).

American Accounting Association New Faculty Consortium, Leesburg, Virginia (2010).

Financial Accounting and Reporting Section Doctoral Consortium, San Antonio, TX (2007).

Journal of Accounting and Economics Conference, Philadelphia, Pennsylvania (2007).
Management Accounting Section Doctoral Consortium, Scottsdale, Arizona (2005).

Research Grants

Recipient, Eugene Mercy Jr. President and Provost Funds for Faculty Development, Lehigh University, 2010, 2011, 2012, 2013, 2014, 2015.

Dissertation Committees

Fuzhao (Angela) Zhou	The University of Texas at El Paso Accounting, Anticipated 2020 Graduation. Co-Chair with Giorgio Gotti
Qifeng (Charles) Wu	The University of Texas at El Paso Accounting, Anticipated 2020 Graduation. Co-Chair with Giorgio Gotti
Jangho Gil	The University of Texas at El Paso Accounting, Anticipated 2020 Graduation. Committee Member
C. Kyle Jones	The University of Texas at El Paso Finance, Anticipated 2020 Graduation. Committee Member
Yicheng Zhu	The University of Texas at El Paso Finance, Anticipated 2020 Graduation. Committee Member

Media Mentions

“Influential Business Journal Accepts UTEP Paper.” UTEP News. February 6, 2017.
<http://news.utep.edu/influential-business-journal-accepts-utep-paper/>

HONORS AND AWARDS

Recipient, Fall 2019 UTEP Master of Accountancy Teaching Excellence Award, University of Texas at El Paso, December 2019.
Recipient, Spring 2019 UTEP Master of Business Administration Teaching Excellence Award, University of Texas at El Paso, April 2019.
Recipient, 2018 Accounting Department Outstanding Teaching Award, University of Texas at El Paso, April 2018.
Recipient, 2017 College of Business Administration Outstanding Research Award, University of Texas at El Paso, April 2017.
Recipient, 2017 Accounting Department Outstanding Research Award, University of Texas at El Paso, April 2017.

Finalist, 2014 Financial Accounting and Reporting Section Midyear Meeting Best Paper Award, January 2014.

Recipient, Mentor of the Winning Team for PwC's Xtreme Challenge at Lehigh University, Lehigh University, September 2013.

Recipient, Pi Beta Phi Professor of the Month, Lehigh University, March 2010.

Recipient, University of Iowa Outstanding Teaching Assistant Award, University of Iowa, Spring 2006.

Recipient, Byron R. Ross Teaching Assistant Award, Accounting Department, University of Iowa, Spring 2006.

Member, Phi Kappa Phi, Beta Gamma Sigma and Golden Key National Honor Societies.

Recipient, Trustee Scholarship, Brigham Young University, 1995-2001.

Eagle Scout, Boy Scouts of America, 1992.

SERVICE

University of Texas at El Paso

College Level

2018 – 2019 Member, Ad Hoc Strategic Planning Committee, College of Business Administration (Appointed).

Department Level

2019 – Present Member, Accounting Faculty Search Committee for Accounting and Information Systems (Appointed).

2016 – Present Chair, Assurance of Learning Committee, Accounting Department (Appointed).

2017 – Present Chair, Accounting Graduate Programs Committee, Accounting Department (Appointed).

2017 – Present Member, Accounting PhD Curriculum Committee, Accounting Department (Appointed).

2018 – 2019 Member, Visiting Accounting Faculty Search Committee, Accounting Department (Appointed).

2018 Member, Senior Accounting Faculty Search Committee for Accounting and Information Systems (Volunteered).

2018 Member, Accounting and Information Systems Merit Committee, Accounting Department (Appointed).

2016 – 2017 Member, Undergraduate Curriculum Committee, Accounting Department (Appointed).

Lehigh University

University Level

2015 – 2016 Member, Faculty Nominations Committee (Ex Officio).

2015 – 2016 Treasurer, Phi Beta Kappa Council (Elected by Lehigh Phi Beta Kappa Faculty Members).

2013 – 2016 College of Business and Economics Representative, Visiting Lecturers Committee (Elected).

College Level

2015 – 2016 Chair, Faculty Nominations Committee, College of Business and Economics (Elected).
2014 – 2016 Member, Faculty Nominations Committee, College of Business and Economics (Elected).
2010 – 2016 Member, Math Committee to Assess Assessment Results, College of Business and Economics (Appointed).
2011 Member, BUS 001 Redesign Committee, College of Business and Economics (Appointed).

Department Level

2015 – 2016 Student Advisor for 25 students, Department of Accounting (Appointed).
2013 – 2016 Campus Advocate, Institute of Management Accountants, Department of Accounting (Volunteered).
2012 – 2016 Editor, Accounting Department Newsletter, Department of Accounting (Appointed).
2011 – 2015 Scribe, Accounting Department Meetings, Department of Accounting (Appointed).
2014 – 2015 Member, Assistant Professor Recruiting Committee, Department of Accounting (Appointed).
2013 – 2014 Member, ACCT 152 Redesign Committee, Department of Accounting (Appointed).
2010 – 2014 Member, Undergraduate Curriculum Assessment and Improvement Committee, Department of Accounting (Appointed).
2011 – 2013 Member, MSAIA Program Curriculum Assessment and Improvement Committee, Department of Accounting (Appointed).
2010 – 2013 Liaison for Managerial Accounting Activities, Department of Accounting (Appointed).
2009 - 2010 Member, Recruiting Committee, Department of Accounting (Appointed).

Professional Service

Ad hoc reviewer (Journals):

Journal of Applied Accounting Research
Journal of Accounting and Public Policy
North American Journal of Economics
Management Science
Human Relations
Accounting Horizons
Journal of International Accounting, Auditing and Taxation
Managerial Finance

Ad hoc reviewer (Conferences):

American Accounting Association Annual Meeting (2010-2013, 2015, 2017-2019)
Brigham Young University Accounting Symposium (2009, 2012, 2013, 2017-2019)
Financial Accounting and Reporting Section Meeting (2011, 2014, 2018)
The International Journal of Accounting Symposium (2015)
2010 Lehigh University Conference on Financial Reporting, Auditing, and Governance

Conference Discussant/Moderator Presentations:

Discussant, American Accounting Association Annual National Meeting (2010-2015, 2017-2019)
Moderator, American Accounting Association Annual National Meeting (2010-2012, 2015, 2019)
Moderator, Financial Accounting and Reporting Section Meeting (2017)
Discussant, New York Accounting and Finance Forum (2010, 2013)
Discussant, 2010 Lehigh University Conference on Financial Reporting, Auditing, and Governance, Lehigh University

Professional Affiliations

American Accounting Association.

TEACHING

University of Texas at El Paso

2020 – Present	ACCT 2302: Principles of Accounting II (Undergraduate).
2018 – Present	IBUS 6310: International Accounting Environment (PhD seminar). Average instructor rating from students: 4.83 on 5-point scale.
2018 – Present	ACCT 5310: Contemporary Accounting Issues (MAcc). Average instructor rating from students: 4.75 on 5-point scale.
2017 – 2019	ACCT 5301: Financial Accounting (MBA). Average instructor rating from students: 4.67 on 5-point scale.
2016 – 2017	ACCT 3322: Intermediate Accounting II (Undergraduate). Average instructor rating from students: 4.42 on 5-point scale.

Lehigh University

2009 – 2012	ACCT 152: Introductory Managerial Accounting (Undergraduate). Average instructor rating from students: 4.77 on 5-point scale.
2012 – 2016	ACCT 316: Intermediate Accounting II (Undergraduate). Average instructor rating from students: 4.65 on 5-point scale.

University of Iowa

- 2008 Teaching Assistant – Corporate Financial Reporting.
Full-time and Executive MBA Programs.
Assistant for Professors Bruce Johnson and Doug DeJong.
- 2004 – 2008 Instructor – Introductory Managerial Accounting (Undergraduate).
Average instructor rating from students: 5.83 on 6-point scale.

NON-ACADEMIC EMPLOYMENT OR FULL-TIME SERVICE

- 2002 – 2003 Fixed Asset Manager, Savage Industries, Salt Lake City, Utah.
- 1999 – 2001 Student Accountant Supervisor, Wilkinson Student Center Business
Support Services, Brigham Young University, Provo, Utah.
- 1998 – 1999 Spanish Instructor, Missionary Training Center, Provo, Utah.
- 1996 – 1998 Missionary, The Church of Jesus Christ of Latter-Day Saints, Santiago,
Dominican Republic.