

# Melanie Stallings Williams

Professor

Department of Business Law, California State University, Northridge

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## Professional Positions

### Academic

Professor of Business Law, (1984 - present): Teaching both undergraduate and graduate classes in business law (including general business law, marketing law, ethics, negotiation, conflict management, intellectual property law, entertainment law, sustainability, small business consulting projects and cross-disciplinary courses).

Executive Director, Real Estate & Land Use Institute (2020 - present).

Department Chair, 1996 - 98; 2002 - 04; 2006 - 2019. Chaired the department when creating one of the first Business Law majors nationally in 1997. Created a minor (2011), providing non-business students an opportunity to study the topic. Assumed management of the BSBA Real Estate program in 2012, creating a real estate minor in 2015. Created new courses so that students would be eligible to sit for licensure exams.

Supervised up to 26 full- and part-time faculty each semester. Recruited, developed, and evaluated full- and part-time faculty and staff. Worked with attorneys and business leaders to increase support for students, including providing adjunct faculty, creating internships, creating consulting projects, providing experts and speakers. Assisted research and writing of reports AACSB accreditation. Oversaw staff and budget. Created or assisted in the creation of several courses and the graduate and undergraduate levels, including Entertainment Business Law; Intellectual Property Law; Law, Business & Ethics; Marketing Law; Negotiation and Conflict Resolution; Real Estate Appraisal, Real Estate Market and Development Analysis, Real Estate Practice, Small Business Consulting, along with various business ethics, real estate, and cross-disciplinary courses. Assisted students and faculty in applying for grants and fellowships.

Graduate Studies Coordinator, 1998 - 2002. Managed graduate programs in the College of Business & Economics. Supervised staff and approximately 20 faculty members each semester. Along with the graduate committee and graduate faculty, instituted new standards for graduate teaching and eligibility for graduate faculty status. Created a business certificate program, implemented both off- and on-site for business professionals. This program has expanded significantly and is currently a significant source of opportunities for business professionals and a supplemental revenue source for the college. Assisted implementation of assessment program and coordinated participation in WASC and AACSB accreditation.

Visiting Professor, TBS, Toulouse, France, (2018). Teaching business ethics to undergraduate business students.

Visiting Professor, ICN, Nancy, France, (2009 -15, 2023). Teaching American business law, international law, ethics and negotiation to MBA and undergraduate business students. Helped develop a student exchange program for both undergraduate and graduate students at ICN and CSUN.

Visiting Professor, Corvinus University, Budapest, Hungary, (2013). Teaching negotiation to MBA and M.S. Economics students.

Research Professor, Université de Nancy 2, (2009). Researching public-private partnerships for business student consulting projects and collaborating in cross-disciplinary topic: marketing and law.

## Professional and Consulting

Business Litigation, (1981 - 2022, intermittent). Of counsel or associated with Sternberg, Horner & Associates, APLC (later Sternberg & Leon, LLP); Law Offices of Andrew J. Coombs; Wilson, Moskowitz, Edelman & Dicker (Los Angeles office); and Rigg & Dean. Practicing general business litigation including professional malpractice intellectual property, and employment law. Training both CLE (continuing legal education to attorneys) and corporate sessions in state mandated sexual harassment education. Practice at both trial and appellate levels in state and federal courts.

## Education

J.D., Boston University School of Law.

B.A., University of California, Santa Cruz.

## Publications (selected)

Melanie Stallings Williams, *Can Identical Products, Bundled Together, Constitute Illegal Tying?* COMPETITION POLICY INTERNATIONAL, September, 2021.

Peter Sebastian Havens & Melanie Stallings Williams, *University Peer-Assisted Learning Strategies in the Humanities*, JOURNAL OF COLLEGE READING AND LEARNING, DOI: 10.1080/10790195.2019.1635371 (2019).

Ray R. Calnan, Deborah A. Cours & Melanie Stallings Williams, *Connecting to the Real World: Incorporating Student Consulting Projects in Real Estate Programs*, JOURNAL OF EDUCATION FOR BUSINESS, DOI: 10.1080/08832323.2019.1599796 (2019).

Christopher M. Burke, Stephanie A. Hackett, David W. Mitchell, Simon J. Wilke, Melanie Stallings Williams, Michael A. Williams & Wei Zhao, *Masters of the Universe: Bid Rigging by Private Equity Firms in Multibillion Dollar LBOs*, 87 UNIVERSITY OF CINCINNATI LAW REVIEW 29 (2018).

Melanie Stallings Williams, *Using Ethos Pathos & Logos in Teaching Business, Ethics, and Negotiation*, 1 ALSB JOURNAL OF BUSINESS LAW & ETHICS PEDAGOGY 45 (Winter 2018).

Michael A. Williams, Wei Zhao, Melanie Stallings Williams, *The OPEC of Potatoes: Should Collusive Agricultural Production Restrictions Be Immune from Antitrust Law Enforcement?* 11 VIRGINIA LAW & BUSINESS REVIEW 399 (2017).

David S. Sibley, Matthew D. Sibley & Melanie Stallings Williams, *Tying and Bundled Discounts: An Equilibrium Analysis of Antitrust Liability Tests*, 13 BERKELEY BUSINESS LAW JOURNAL 149 (2016).

Shirley Svorny & Melanie Stallings Williams, *Bad Math: How Non-Union Employees are Unconstitutionally Compelled to Subsidize Political Speech*, 25 SOUTHERN CALIFORNIA INTERDISCIPLINARY LAW JOURNAL (USC) 135 (2016).

Hilary M. Goldberg, Melanie Stallings Williams & Deborah Cours, *It's a Nuisance: The Future of Fracking Litigation in the Wake of Parr v. Aruba Petroleum, Inc.*, 33 VIRGINIA ENVIRONMENTAL LAW JOURNAL 1 (2015).

Melanie Stallings Williams & Dennis A. Halcoussis, *Unions and Democracy: When Do Nonmembers Have Voting Rights?*, 9 J. OF BUSINESS & TECHNOLOGY LAW 213 (2014).

A. Lynn Phillips, G. Michael Phillips & Melanie Stallings Williams, *What's Good in Theory May be Flawed in Practice: Potential Legal Consequences of Poor Implementation of a Theoretical Sample*, 9 HASTINGS BUSINESS LAW JOURNAL 77 (2012).

Gerlinde Berger-Walliser, Melanie Stallings Williams, Björn Walliser & Mark Bender, *Bavarian Blondes Don't Need a Visa: A Comparative Law Analysis of Ambush Marketing*, 21 TULANE J. OF INTERNATIONAL AND COMPARATIVE LAW 1 (2012).

- Michael A. Williams, Kevin Kreitzman, Melanie Stallings Williams, William M. Havens, *Estimating Monopoly Power with Economic Profits*, 10 U.C. DAVIS BUSINESS LAW JOURNAL 125 (2010).
- Allan B. Cooper, Kim Greenhalgh, Melanie Stallings Williams, *Too Close for Comfort: Applications of Shareholder's Derivative Actions to Disputes Involving Closely Held Corporations*, 9 U.C. DAVIS BUSINESS LAW JOURNAL 171 (2009).
- Janice Bell & Melanie Stallings Williams, *Adventure Film Producers*, 13 JOURNAL OF THE INTERNATIONAL ACADEMY FOR CASE STUDIES 51 (2007).
- Gia Honnen Weisdorn, Melanie Stallings Williams, Linnea McCord, *Directors' and Officers' Insurance: Don't Leave Home Without It!* STATE BAR OF CALIFORNIA BUSINESS LAW NEWS (2006).
- Linnea McCord, Gia H. Weisdorn & Melanie Stallings Williams, *D&O Policies: Greater Risks - Less Coverage*. GRAZIADIO BUSINESS REPORT (2005).
- Melanie Stallings Williams & William M. Hosek, *Strategies for Reducing Academic Dishonesty*, 21 JOURNAL OF LEGAL STUDIES EDUCATION 87 (2003).
- R. Preston McAfee, Kenneth Hendricks, Joshua M. Fried, Michael A. Williams & Melanie Stallings Williams, *Measuring Anticompetitive Effects of Mergers when Buyer Power is Concentrated*, 79 TEXAS LAW REVIEW 1621 (2001).
- Joshua M. Fried, R. Preston McAfee, Melanie Stallings Williams & Michael A. Williams, *Collusive Bidding in the Market for Corporate Control*, 79 NEBRASKA LAW REVIEW 48 (2000).
- R. Preston McAfee, Daniel Vincent, Michael A. Williams & Melanie Williams Havens, *Collusive Bidding in Hostile Takeovers*, 2 JOURNAL OF ECONOMICS & MANAGEMENT STRATEGY (MIT PRESS) 449 (1993).
- Melanie Williams Havens, *Womb with a View: Gestational Surrogacy and Legal Parenthood*, 40.MEDICAL TRIAL TECHNIQUE QUARTERLY 208 (1993).
- Michael A. Williams, Melanie Williams Havens, *Consumer Welfare Loss: The Unawarded Damages in Antitrust Suits*, 15 UNIVERSITY OF DAYTON LAW REVIEW 457 (1990).
- Melanie Williams Havens, *The Spleen that Fought Back*, THE BRIEF (ABA), Fall, 1990 at 10, 14.
- Melanie Williams Havens, *A Patient's Commercial Interests in the Products of Genetic Engineering: The Brave New World of Moore v. Regents of the University of California*, 36 MEDICAL TRIAL TECHNIQUE QUARTERLY 137 (1989).

### **Conference Proceedings**

- Cours, D. A., Williams, M., Brown, W., Hennessey, J. (2000). *Marketing Beer to Hispanics: An Interdisciplinary classroom Simulation*. Proceeding of the Marketing Educators Association.
- Melanie S. Williams, *Commercial Trafficking of Human Embryos: Lessons from the Asch Cases.* , ACADEMY OF LEGAL STUDIES IN BUSINESS REFEREED PROCEEDINGS (1997).

### **Non-peer reviewed publications; testimony**

- Melanie Stallings Williams, *Annual Report 2021-22*, Real Estate and Land Use Institute, 2022, <https://www.csun.edu/nazarian/annual-reports>
- Melanie Stallings Williams, *Annual Report 2020-21*, Real Estate and Land Use Institute, 2021, <https://www.csun.edu/nazarian/annual-reports>
- Melanie Stallings Williams, *On-Line Resources for Business Law Students*, Supplement to Mallor, et al., BUSINESS LAW: THE ETHICAL GLOBAL AND E-COMMERCE ENVIRONMENT (McGraw Hill Irwin, 13<sup>th</sup> ed., 2006; 14<sup>th</sup> ed. 2009 & 15<sup>th</sup> ed. 2012).
- Education, America's Strongest Export*, Los Angeles Daily News, July 7, 2009.
- Children Can Use Your Help*, Los Angeles Daily News, Dec. 2, 2008.

*Knowing Information's Use is a Key to Research*, Los Angeles Daily News, July 8, 2008.

Melanie Stallings Williams, *Helping Students be Honest: Preventing Academic Dishonesty*, 5 THE CELT LETTER 4 (2004).

Testimony to California State Assembly Committee on Higher Education, faculty issues, 1999.

Testimony to California Senate & Assembly Committees on Higher Education re: SB 645, 1999.

Legal Impact of Disney/Katzenberg Settlement, CNBC, 1999.

*Adjusting for Fairness in Admissions Practices*, Los Angeles Times, 1998.

*U.C. Admissions*, Los Angeles Times, 1997.

*Perspective on Home-Based Business Taxes*, Los Angeles Times, 1997.

Melanie Williams Havens & Carol Docan, *Student Notebook: Outlines, Hints, and Strategies for use with Irwin's Business Law*, (McGraw Hill), 1994.

## **Awards and Honors**

College Outstanding Faculty Research Awards (2014, 2015, 2016).

MBA Outstanding Teaching Award, CSUN Graduate Program (2012, 2016, 2017, 2019).

Research grants (1992, 1993, 1997, 2011, 2012, 2016).

College Outstanding Service Award (2012).

Grant Awards (principal investigator), Real Estate and Land Use Institute, Program Improvement Grants (2014 - 2020).

Project of the Year Competition, Graduate Specialized 3rd place (nationally), Small Business Institute. (Supervised MBA consulting group, 2012).

Graduate Faculty Outstanding Research Award, COBAE Graduate Program. (2011 and 2012).

Best Paper, Pacific Southwest Academy of Legal Studies in Business. (2011).

Polished Apple Award, University Ambassadors (a student-nominated teaching award). (2007).

Merit and performance awards, 1997-2002, CSUN.

## **Presentations (selected)**

Melanie Stallings Williams, "Teaching Business Ethics: The Slow Rollout," Pacific Southwest Academy of Legal Studies in Business, Annual Conference, Palm Springs (2020).

Melanie Stallings Williams, "Integrating Locus of Control in Teaching Ethics and Negotiation," Academy of Legal Studies in Business, Annual Conference, Portland, Oregon (2018).

Ray Calnan & Melanie Williams, "Connecting to the Real World: Incorporating Student Consulting Projects in Real Estate Programs, Pacific Southwest Academy of Legal Studies in Business, Annual Conference (2017).

Melanie Stallings Williams, "Using Kohlberg's Stages of Moral Development in Ethics Courses," Pacific Southwest Academy of Legal Studies in Business, Annual Conference (2016).

Melanie Stallings Williams, "Ethos, Pathos, Logos: Teaching Ethics Through Rhetoric," Pacific Southwest Academy of Legal Studies in Business, Annual Conference (2015).

Melanie Stallings Williams, "Let's Discuss It: Creating a Negotiations and Conflict Resolution Class," Pacific Southwest Academy of Legal Studies in Business, Annual Conference, Palm Springs (2014).

- Melanie Stallings Williams (moderator), T. Noble Foster, Sarah Light, Robert E. Thomas, Dale Thompson, "Teaching Negotiation" panel, Academy of Legal Studies in Business Annual Conference, Seattle, WA (2014).
- Melanie Stallings Williams, "Faulty Cribs and Tainted Lipstick: Can Consumers Get Benefit-of-the-Bargain Recoveries in Products Liability Cases?" Academy of Legal Studies in Business Annual Conference, Boston, MA (2013).
- Melanie Stallings Williams & Gerlinde Berger-Walliser, Annual Conference, "Legal Aspects of Ambush Marketing: A Comparative Approach," Academy of Legal Studies in Business, New Orleans Annual Conference, LA (2011).
- Melanie Stallings Williams, "State Employees, Unions and Free Speech," Academy of Legal Studies in Business Annual Conference, New Orleans, LA (2011).
- Melanie Stallings Williams, Gerlinde Berger-Walliser, and Bjorn Walliser, Annual Conference, "Legal Aspects of Ambush Marketing: A Comparative Approach," Pacific Southwest Academy of Legal Studies in Business (2011).
- Melanie Stallings Williams, Annual Conference, "Why Juries Can't Follow Instructions," Southern Academy of Legal Studies, San Antonio, TX (2008).
- Melanie Stallings Williams and Janice Bell, International Conference of the Allied Academies, "Adventure Films," Allied Academies, New Orleans, LA (2006).
- Melanie Stallings Williams, Dean & Department Chair Retreat, "Plagiarism & Academic Dishonesty," CSUN, Ventura, CA (2006).
- Melanie Stallings Williams, Annual Conference, PSWALSB, "Helping Students be Honest," Pacific Southwest Academy of Legal Studies in Business (2004).
- Melanie Stallings Williams, Carol Docan, and Evan Scheffel, Annual Conference, PSWALSB, "Got Teaching Issues? Got Solutions?" Pacific Southwest Academy of Legal Studies in Education (2003).
- Melanie Stallings Williams & Carol Docan, Annual Conference, PSWALSB, "Teaching Strategies for University Professors: A Practical Approach," Pacific Southwest Academy of Legal Studies in Business (2003).
- Melanie Stallings Williams, Deborah Cours, Nicole Schramm, and William Hosek, Annual Conference, PSWALSB, "Creating Community-based Service Learning Partnerships: Opportunities for Faculty," Pacific Southwest Academy of Legal Studies in Business (2002).
- William Hosek & Melanie Stallings Williams, *Teaching Academic Honesty*, Annual Conference of the Pacific Southwest Academy of Legal Studies in Business (2001).
- Deborah Cours, Melanie Stallings Williams and Nicole Schramm, *University and Public Partnerships in Small Business Consulting: Making it Work*, Annual Conference of the Association of Small Business Consulting (2001).
- Creating and Monitoring Consulting Programs for MBA Students*, Community Outreach by Graduate Professional Degree Programs: Designing Teaching and Learning Opportunities for Professionals (session), CSUN Faculty Retreat (2000).
- Joshua Fried, Melanie Williams Havens, R. Preston McAfee, Michael A. Williams, *Collusive Behavior in the Market for Corporate Control: The Application of Antitrust Law*, Annual Conference of the Academy of Legal Studies in Business (1999).
- Penelope Jennings, Melanie Williams Havens, and William Watkins, *Ethics and Civility in the Classroom: A Handbook*, CSUN faculty retreat (1999).
- Melanie Williams Havens, Michael A. Williams, R. Preston McAfee, Daniel Vincent, *Collusive Bidding in Hostile Takeovers: The Limited Damage Remedy*, Annual Conference of the Academy of Legal Studies in Business (1997).

Melanie Williams Havens, *The Legal Ownership of Life*, Annual Conference of the Academy of Legal Studies in Business (1996).

R. Preston McAfee, Daniel Vincent, Michael A. Williams & Melanie Williams Havens, *Collusive Bidding in Hostile Takeovers*, Annual Conference of the Academy of Legal Studies in Business (1993).

Melanie Williams Havens, *Womb with a View: Gestational Surrogacy and Legal Parenthood*, Annual Conference of the Academy of Legal Studies in Business (1993).

Melanie Williams Havens, President's Address, Annual Conference of the Pacific Southwest Academy of Legal Studies in Business (1993).

## **Editorial and Review Activities**

Review board, JOURNAL OF LAW, BUSINESS & ETHICS (2004 -14).

Outstanding paper award reviewer, Pacific Southwest Academy of Legal Studies in Education (2013).

Invited Manuscript Reviewer, (West and Thomson Reuters).

## **General Service (selected)**

### **California State University, Northridge**

Member & Chair, Council of Chairs (2008-11). During this period, the Council assisted in the WASC site visit and implemented the grade reporting analysis.

Member, CSU: The Next 50 Years (2010-13). Committee produced two forums (one of which was system-wide) on the topic of leading the CSU into the next generation. The work was commended by the CSU Statewide Senate and became a Chancellor's conference initiative.

Teaching Faculty and Committee Member, Institute on Sustainability (2011-present).

Faculty representative, CSUN Foundation (2009 -11).

Member, University Planning and Budget Group (2008 -11).

Member, Review Committee, VP University Advancement (2011 -12).

Member, GE Recertification Committee, Member (2006 - 08).

Member, Committee to Respond to Issues of Sexual Harassment (2001 - 02).

### **College**

Graduate studies committees, various positions, including member or chair, 2001 - 03; 2009 - present; MBA Curriculum Revision, 2013 -14; Graduate Advisory Group, member, 1998 - 99; College Graduate Committee, member 1997 - 98, 2015 - 16, *ex officio* 1998 - 2003.

Chair, Real Estate Curriculum Committee (2014 - present).

Member, College Reaccreditation Committees for the past several years, including 2014/15, (AACSB reaccreditation achieved)

Member, Strategic Planning Committee (2006 - 15).

Member, Real Estate Law Curriculum Advisory Group (2007 - 08).

Member & Chair, Personnel Committees, various positions including Department Personnel Committee, member (1999 – 2001, 2004 - 06); Faculty Merit Increase Committees (1999 - 2001); College Personnel Committee, member (1999 - 2001).

SHINE: Students Helping Innovate Neighboring Enterprises (1999 - 2002.) Director of program to provide MBA consulting expertise to businesses in partnership with the Small Business Development Center.

Member & Chair, Search committees, various positions including Associate Dean, College of Business & Economics (2019 & 2008), Interim Associate Dean, College of Business & Economics (2007), Director of Public Safety (1998-99); Coordinator of Marketing & Special Programs (2001); and Assistant to Associate Dean (2000); faculty (2006).

CRASH (Committee to Respond to issues of Sexual Harassment) member, hearing officer (1996 – 2002).

Center for Excellence in Learning & Teaching, presenter, participant (2001 - 04).

Northridge Business Improvement District, advisor (1998).

### **Professional**

Liaison to State Bar of California, Pacific Southwest Academy of Legal Studies in Business (2007 - 15).

External Reviewer, Personnel and tenure evaluations, American Jewish University, New Mexico State University and elsewhere (personnel) (2011 - 17).

### **Public/Community**

Member, Foster Care Project Advisory Board, Chair (intermittent), CASA and Education Rights Holders (2009 -present).

Court-appointed special advocate for foster children, CASA, Los Angeles Superior Court. (2008 - present). Profiled by NPR's Participation Nation (2012) at <http://www.npr.org/blogs/participationnation/2012/08/30/158758766/advocating-for-kids-in-los-angeles-calif> and by CSUN at <https://csunshinetogether.csun.edu/university-news/melanie-williams-takes-law-insight-beyond-the-classroom/>

Member and Vice-Chair, Board of Directors, Matadors Community Credit Union (1998 - 2007). During this period, the credit union increased in size by 116% (total assets), built a new home branch, expanded its products and services, and changed from a federal- to state-chartered organization to take advantage of superior opportunities.

Member & Chair, Huntington Middle School Site Council and Legislative Action Committee. (1996 - 98, 2003 - 05). Supervised expenditures of special funds to support student learning. Coordinated efforts to monitor, influence and comply with legislation supporting California public schools in the highest-performing school district in the state, based on API scores.