



DREXEL UNIVERSITY

Charles D. Close

School of Entrepreneurship

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To Whom It May Concern:

Re: Recommendation for Mr. David Hayes

It is with great pleasure that I write to recommend David Hayes as a candidate for an instructor or administrator at your institution. I am a Professor at the Close School of Entrepreneurship, Drexel University, USA. The Close School is the first freestanding school of entrepreneurship within a major research-intensive university.

I have known David for more than 3 years, initially whilst I served as Assistant Professor of Entrepreneurship, Sales and Marketing at Western Carolina University, a constituent campus of the University of North Carolina. During this time, I have had the privilege of working closely with David as an academic colleague, and continue to interact with him on several academic research projects.

David came to Western Carolina University following a successful "second career" as an Instructor and Entrepreneur in Residence at the University of North Florida, USA. Prior to this, David was a highly successful entrepreneur having started, developed and exited a healthcare technology company.

Given David's impressive credentials, it will come as no surprise that David was immediately able to positively impact the College of Business at Western Carolina University, and the Department of Entrepreneurship, Sales and Marketing in particular. David is a highly regarded gifted instructor able to synthesize business theory with real world experience of entrepreneurship. In this emerging academic discipline, this is a rare skill indeed. Further, David constantly strives to develop novel pedagogical approaches to enhance/facilitate student learning and to provide a rigorous yet enjoyable classroom experience.



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Both students and colleagues alike rate David's instructional capabilities as being of the highest caliber. Having worked closely with David on the development of several courses and on entrepreneurship curriculum development, I was (and remain) impressed by his passion for teaching entrepreneurship and his desire for continuous improvement as an educator, particularly in this nascent field.

Given David's professional background, students also avidly seek him out as an advisor and mentor as they contemplate or embark upon their business and entrepreneurial careers. Once again, these are roles that David assumes with great enthusiasm and passion.

Recently, David has also turned his hand to scholarship in the entrepreneurship discipline. In this regard, I was honored to co-author a peer-reviewed article that is currently in press, with publication expected in early 2016. Presently, David and I are collaborating on several additional scholarly projects that again I fully expect to result in further publication opportunities over the next 1-2 years.

As you might expect, given his wide-ranging and highly impressive career to date, I can testify that David also demonstrates exceptional communication and interpersonal skills together with a strong desire and commitment to being a "good colleague" and "academic citizen". These attributes will undoubtedly influence his forward trajectory in his new, chosen career.

I therefore highly recommend David Hayes to your institution, without reservation and with great enthusiasm.

I believe that I am not alone in sharing such a high opinion of David Hayes. However, for my part, please do not hesitate to contact me should you require any further information.

Yours sincerely,

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