Don Haider Faculty Bio Update – March 2013

Professor Haider has been a faculty member at the Kellogg School of Management since 1973. His responsibilities include the teaching of master’s degree candidates, directing the School’s specialization in nonprofit management and its Center for Nonprofit Management. His research interests lie in management of public and nonprofit organizations, public finance and economic development.   
  
Professor Haider received a BA from Stanford University and a MA and PhD in Political Science from Columbia University. His governmental experience includes budget director and chief financial officer for the City of Chicago, Vice Chairman of the Chicago School Finance Authority, deputy assistant secretary of the U.S. Treasury, and assistant to three directors of the U.S. Office of Management and Budget in Washington, D.C. He also serves on the boards of the Midtown Educational Foundation, Chicago Catholic Charities, the U.S. Rugby Foundation, Fender Musical Instruments and Asset Acceptance Capital Corporation.   
  
Professor Haider is the only academic to be named both a Congressional Fellow (1967-68) and a White House Fellow (1976-77). He is the author of some 50 scholarly articles and more than 100 newspaper columns. His book, When Governments Come to Washington, won the Martha Derthick 2012 Best Book Award on federalism and intergovernmental relations. He has co-authored several books on Marketing Places (USA, Europe, Asia and Latin America) which apply business marketing concepts to marketing of places including nations, states and localities. His current research deals with strategic restructuring of nonprofit organizations - - partnerships, mergers, alliances and shared service networks.

**Areas of Expertise**

Nonprofit Management  
Public Finance  
Public Policy

**Education**

PhD, 1973, Political Science, Columbia University

MA, 1967, Political Science, Columbia University

BA, 1964, Stanford University

**Academic Positions**

Assistant, Associate, Full Professor, Kellogg School of Management, Northwestern University, 1973-present

Assistant Professor, Columbia University, New York University, City College of New York, 1970-1973

**Current Professional Experience**

Board, Asset Acceptance Capital Corporation (1996-)

Board, Catholic Charities of the Archdiocese of Chicago (1996-)

Board, Midtown Educational Foundation (1990-)

Board, U.S. Rugby Foundation (1989-)

**Previous Professional Experience**

Board, Fender Musical Instruments (1995-2012)

Chair, Illinois Research Park Authority (2004-09)

LaSalle National Bank (1992-2007)

US Department of Defense Financial Management Review Team (2001)

Stimsonite Corp. (1994-1999 Non-Executive Chair)

Covenant Mutual Insurance (1990-93)

Talman Home Savings (1983-92 Vice Chair)

GOP Candidate for Chicago Mayor (1987)

National Can Corp. ESOP Trustee (1985-86)

Westchester Insurance (1984-86)

Budget Director/Chief Financial Officer, City of Chicago (1979-80)

**Grants and Awards**

2012 Martha Derthick Best Book Award, American Political Science Association – “When Governments Come to Washington" – Federalism and Intergovernmental Section

Independent Sector, Advisory Committee on Self-Regulation of Charities, 2006-08

Dean, National Institute for Public Finance, NAST State Treasurer’s Association, 1995-present

University of Virginia Jefferson Scholar Selection Committee, 2001-02

Guest Lecturer, The Brookings Institute, NIS Republics, 1995

Private Sector Council, Washington, DC, 1988-95

Illinois Humanities Council, 1988-92

White House Fellows, Regional Commission, 1981-91

Advisor, Committee for Economic Development (CED), 1985-1988

White House Fellow, Office Management and Budget, 1976-1977

Guest Scholar, The Brookings Institute, 1968-1969

Congressional Fellow, American Political Science Association, 1967-1968

Harriman Fellow, Arden House, Columbia University, 1966

International Fellow, Columbia University, 1964-1967

Brookings Institution Guest Scholar, 1968-69

**Editorial Positions**

Editorial Board, Economic Development Journal, 1998-2013

Editor, Public Administration Review, 2007-2008

**Research Interests**

Nonprofit mergers and alliances, public finance and management, economic development

**Articles**

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx) and Franz Wohlgezogen. 2012. Change Comes at a Cost. *Stanford Social Innovation Review*. 10(1): 66-71.

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 2007. Uniting for Survival; How Nonprofits Partner. *Stanford Social Innovation Review*. 5(3): 52-55.

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 2006. Case: Cancer Health Alliance of Metropolitan Chicago. *Kellogg Case: 5-106-008*.

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 2004. Common Bonds: A Merger of Not-Quite Equals. *Stanford Social Innovation Review*. 2(2): 68-74.

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 1996. The United States-Japan Gateway Awards Case of 1990: International Competition and Regulatory Theory. *Public Administration Review*. 56(1): 9-20.

[Kotler, Philip](http://www.kellogg.northwestern.edu/Faculty/Directory/Kotler_Philip.aspx), [Donald Haider](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx) and Irving Rein. 1993. Marketing Places. *Futurist*.: 14-21.

Other

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). "Chicago Public School Bailout Offers Springfield a Lesson in Parental Guidance." Crain’s Chicago Business, July 12, 2010.

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). "Why You Might Sit Down for This Bill." Chicago Tribune, April 29, 2010.

Books

[Kotler, Philip](http://www.kellogg.northwestern.edu/Faculty/Directory/Kotler_Philip.aspx), [Donald Haider](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx), Irving Rein and David Gertner. 2004. *Marketing Places Latin America*. Makron and Paidos.

[Kotler, Philip](http://www.kellogg.northwestern.edu/Faculty/Directory/Kotler_Philip.aspx), Michael Allen Hamlin, Irving Rein and [Donald Haider](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 2001. *Marketing Asian Places*. John Wiley & Sons.

[Kotler, Philip](http://www.kellogg.northwestern.edu/Faculty/Directory/Kotler_Philip.aspx), Christer Asplund, Irving Rein and [Donald Haider](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 1999. *Marketing Places Europe: How to Attract Investments, Industries, Residents and Visitors to Cities, Communities, Regions and Nations in Europe*. Financial Times Management.

[Kotler, Philip](http://www.kellogg.northwestern.edu/Faculty/Directory/Kotler_Philip.aspx), [Donald Haider](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx) and Irving Rein. 1993. *Marketing Places: Attracting Investment, Industry and Tourism to Cities, States, and Nations*. New York: The Free Press.

Cases

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 2011. *Back Office Cooperative.* Case 5-211-254 (KEL583).

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 2006. *Cancer Health Alliance of Metropolitan Chicago.* Case 5-106-008 (KEL247).

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 2005. *Ireland: Celtic Tiger.* Case 5-305-511 (KEL141).

[Haider, Donald](http://www.kellogg.northwestern.edu/Faculty/Directory/Haider_Donald.aspx). 2004. *Nonprofit Mergers: Suburban Job Link-STRIVE/Chicago.* Case 5-104-025 (KEL063).