

# Curriculum Vitae

## 1. General information

Title, name and surname:	Dr Henry Lotz
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## 2. Qualifications

Qualification type:	PhD
Field of study:	Business Management: Entrepreneurship
Institution:	North-West University
Year obtained:	2009

Qualification type:	Magister Commercii
Field of study:	Business Management: International Marketing & Small Business
Institution:	University Orange Free State
Year obtained:	1996

Qualification type:	Baccalaurus Commercii (Honours)
Field of study:	Business Management: Marketing & Strategic Management
Institution:	University Orange Free State
Year obtained:	1990

Qualification type:	Baccalaurus Commercii
Field of study:	Business Management
Institution:	University Orange Free State
Year obtained:	1983

## 3. Commercialisation of expertise

Consults and advises businesses of various sizes on the following fields of management:

- Marketing management
- Corporate entrepreneurship
- Strategic management
- Business planning

## 4. Publications

International publications:	
National publications:	<p>LOTZ, H.M. &amp; VAN DER MERWE, S.P. 2013. An investigation of the influences of entrepreneurial orientation on the perceived success of agribusinesses in South Africa. <i>South African Journal of Business Management</i>, 44(1):15-32</p> <p>LOTZ, H.M. &amp; VAN DER MERWE, S.P. 2013. An assessment of selected organisational-based factors on the</p>

	perceived success of agribusinesses: a corporate entrepreneurial perspective. <i>Southern African Business Review</i> , Volume 17(3),
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## 5. Papers presented

International papers:	<p>LOTZ, H.M. &amp; VAN DER MERWE, S.P. 2009. An assessment of entrepreneurial characteristics of managers in Agribusinesses. (Paper read at the Third International Business Conference held in Zanzibar on 16 to 17 September 2009.)</p> <p>LOTZ, H.M. &amp; VAN DER MERWE, S.P. 2010. An assessment of entrepreneurial orientation in Agribusinesses. (Paper read at the Fourth International Business Conference held at the Victoria Falls, Zambia on 12 and 13 October 2010.)</p> <p>VAN DER MERWE, N. &amp; LOTZ, H.M. 2013. Determinants of the supply-side fragmentation of maize storage in the North Western Free State production area. (Paper read at the Seventh International Conference held in Seychelles on the 2<sup>nd</sup> and 3<sup>rd</sup> September 2013.).</p>
National papers:	

## 6. Research

NRF rating and year rated:	
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