

DAVID H. FAUSS, M.S.M.
~~~~~  
**DIRECTOR OF CONSULTING SERVICES &  
CHIEF OPERATING OFFICER**  
**MAGNUS RESEARCH CONSULTANTS, INC.**  
~~~~~  
PRESIDENT
MAGNUS GRAPHICS, INC.
~~~~~  
**1305 N.E. 23rd Avenue, Suite 1**  
**Pompano Beach, FL 33062**  
**954/784-0110**  
**954/784-0211 Fax**  
**E-mail: dfauss@magnusweb.com**

**Professional Experience:**

**Director of Consulting Services & Chief Operating Officer;** December 1993 - present  
**Magnus Research Consultants, Inc.,** Pompano Beach, FL

**President**

**Magnus Graphics, Inc.,** Pompano Beach, FL

Co-owner of organization that conducts litigation, marketing, and organizational research. Responsible for: all administrative functions of the organization, generating and maintaining client business, development of new services and research programs, development of marketing materials, design and management of computer systems, proposal generation, management of research logistics, managing staff and daily operations. Within Magnus Graphics, responsible for consulting with clients on a full range of demonstrative and presentation services needs, and, coordinating technical and artistic team on exhibits, both static and electronic.

**Vice President, Business Development;** November 1991 to December 1993

**Trial Consultants, Inc.,** Miami, FL.

Responsible for both Marketing and Administration of consulting business.

*Marketing* duties included: new client development, proposal and contract generation, research scheduling; new service development; producing marketing materials, including brochures; and developing marketing plans.

*Administrative* duties included: internal organization and policy manuals; personnel planning, training & development; development of policies & procedures; management of computer network; software project planning; research team support; research project coordination; purchasing; and contingency planning.

**Photographer/Owner;** March 1984 to present

**PHOTOWORKS,** Jacksonville, FL, Atlanta, GA., Lighthouse Point, FL

*Currently operating as stock photography business only.*

Responsible for all aspects of commercial, consumer and stock photography business including marketing, production, and working with suppliers and clients at all organizational levels. Clients included: American Transtech, AT&T, Baptist Medical Center (Jacksonville), Florida Baptist Convention, Georgia Institute of Technology, Jacksonville University, and St. Vincent's Medical Center.

**Assistant to the President (Dr. Frances B. Kinne);** August 1981 to June 1983

**Jacksonville University,** Jacksonville, Florida

Responsible for general office duties and special projects for the President.

**Academic Training:**

**Master of Science in Management**, Georgia Institute of Technology, Atlanta, Georgia, March 1991. Concentration in Human Resources/Organizational Behavior.

Australian Graduate School of Management, Sydney, New South Wales, March - November, 1985. Completed course work in Master of Business Administration program while on a Rotary Foundation Graduate Scholarship.

**Bachelor of Science** - Jacksonville University , Jacksonville, Florida, April 1983. Magna Cum Laude.  
Majors in Management, Marketing, and Photography.

**Honors**

Alpha Kappa Psi Scholarship Award  
American Society of Trial Consultants - Pro Bono Recognition  
Beta Gamma Sigma Business Honor Society  
Dow Chemical MSM Graduate Scholarship Recipient - Georgia Tech  
Honors Academic Scholarship - Jacksonville University  
Long Range Planning Committee - Jacksonville University  
Outstanding Young Men of America  
Phi Kappa Phi National Honor Society  
President's Honor Roll and Dean's List - Jacksonville University  
Rotary Foundation Graduate Scholar

**Affiliations, Memberships, and Community Activities:**

American Bar Association - Associate member  
American Society of Trial Consultants - Member  
Professional Standards Committee, Co-Chair, (2007 to 2010)  
Membership Committee, (2007 to 2009)  
Council on Litigation Management - Fellow  
Leadership Broward, Class XVII  
Personnel Appeals Board - City of Lighthouse Point, Florida  
Risk and Insurance Management Society, Inc.

**Publications:**

Fauss, D.H., & Pigott, M.A. (1997). Attorneys and jurors: Do they have anything in common? Trial Diplomacy Journal, 20(3), 183-199.

Umbach, S.R., Fauss, D.H., & Pace, B. (1992). A Computer Based Information Systems (CBIS) Perspective for Design Consulting Firms. Firmwise 2:1, Association of Professional Design Firms.

**Invited Addresses**

“Attorneys and Jurors: Do They Have Anything in Common?”  
Broward County Public Defenders Office.  
Ft. Lauderdale, Florida, August 1, 1997.

Searcy, Denney, Scarola, Barnhart, & Shipley, P.A.  
West Palm Beach, Florida, September 18, 1997.

Law Offices of Holland & Knight, L.L.P.  
Orlando, Florida, November 12, 1997.

Florida Public Defenders “Trial with Style” Conference.  
Fort Lauderdale, Florida, December 5, 1997.

Academy of Florida Trial Lawyers, 1997 Winter Ski Seminar.  
Snowmass, Colorado, December 15, 1997.

Leon County Public Defenders Office.  
Tallahassee, Florida, April 8, 1998.

"Jury Consultants, an Introduction". Tort Law Class, Professor Charles S. Carrere,  
Stetson College of Law. St. Petersburg, Florida, March 30, 1998.

“Psychological Science and Visual Arts in Litigation.” Thirteenth Annual  
Florida Liability Claims Conference, Orlando, Florida. May 28, 2009.

“Law Firm Marketing Research.” Broward County Bench-Bar Conference. Fort Lauderdale,  
Florida, October 16, 2009.

**Participation at Professional Meetings:**

Ball, D., Fauss, D., & Jensen, R. (2006). The Impact of Jurors’ Perceptions of Lawyers and the  
Legal System. American Society of Trial Consultants, Annual Meeting, Austin, TX.

Blount, A., Fauss, D., & Jaenicke, C. (2007). Applying ASTC Standards in Difficult Situations.  
American Society of Trial Consultants, Annual Meeting, Long Beach, CA.

Fauss, D. & Foley, E. (2008). Professional Standards Committee Report: The ASTC Code,  
Grievance Procedure, and Future Enhancements. American Society of Trial Consultants, Annual  
Meeting, Chicago, IL.

Fauss, D., Grimes, B., & Valiuis, A. (2008). Making ASTC Mean More to Your Clients.  
American Society of Trial Consultants, Annual Meeting, Chicago, IL.

**References:**

Dr. Frances B. Kinne  
Chancellor Emeritus  
Jacksonville University

Dr. James Brady  
Professor, College of Business  
Jacksonville University

Dr. Ferdinand K. Levy  
Professor, School of Management  
Georgia Institute of Technology

Dr. Dennis Nagao  
Professor, School of Management  
Georgia Institute of Technology