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EDUCATION

Ph.D. Strategic Management (Major) and Mathematical Economics (Minor), Purdue University, 1981.

Primary Course Work: Strategic and International Management, Entrepreneurship, Technology, Economic Forecasting, Institutional Economics, and Econometrics and Statistics. Dissertation awarded top prize for outstanding Ph.D. dissertation in strategic management, A.T. Kearney Award, 1981 presented by the Academy of Management.

M.Sc. Biology, 2009, University of Nebraska,

Primary course work in molecular biology, environmental biology and plant ecology.

M.B.A. Operations and Manufacturing Management, San Diego State University, 1977.

Primary Course Work: Motion and Time Studies, Operations and Forecasting, Production Management, Management Control Systems and Accounting.

B.A. Philosophy (Economic Philosophy Specialization), San Diego State University, 1975.

ACADEMIC POSITIONS

Professor, Entrepreneurship & Technology, *University of North Carolina Wilmington*; 1992-present (Primary responsibility in MBA and undergraduate courses in entrepreneurship, commercialization of technology, strategic management, management of technology and innovation, venture finance and business valuation).

GlaxoSmithKline Faculty Fellow, Institute for Emerging Issues, North Carolina State University, 2004-present (Economic Development)

Doctorate (DBA) Dissertation Research Supervisor, *Edinburgh Business School, Heriot-Watt University*, Edinburgh, Scotland, 2011-present.

Executive MBA and Ph.D. level instructor, *Seoul School of Integrated Sciences and Technologies*, Seoul, Korea, 2009-present

Visiting Associate Professor of Management, Purdue University, 1990-1992 (strategic management, technology entrepreneurship and international business).

Visiting Research Fellow and Lecturer (selected), Department of Economics, University of Strathclyde, Glasgow, Scotland, 1989, 1990, 1991 (Summer); UCLA (1980); International University, London, England; 1983 (Winter), 1984 (Summer): Department of Economics, Heriot-Watt University, Edinburgh, Scotland, Peter Drucker School of Management, Claremont Graduate School 1988-1990.

Assistant Professor of Management and Economics, University of California, 1980-1987 (entrepreneurship, competitive strategy, international business strategy, forecasting, economics, technology and manufacturing management). Director, Small Business Institute (1980-1987); Chair, 1983-1986.

BUSINESS and PROFESSIONAL POSITIONS

Senior Project Manager, Center for Commercialization of Advanced Technology, 2001 to present (Summers). U.S. Department of Defense (SPAWAR) funded agency to transfer advanced technology for homeland security. Assigned as senior project manager to government defense agencies, university labs and small R&D firms that have received government funding to develop technology transfer and commercialization plans, including technology assessment and valuations. Specialty in bio-technology, medical and biological products, and various detection, sensing, and tracking systems for port security. Also consultant to *TechLink*, the primary license transfer agency for DoD technologies and *DARPA* (Defense Advanced Research Projects Agency). Since 2001 assigned as senior project manager for the following technology transfer and commercialization projects throughout the U.S, including (non-confidential summaries are available):

Multi-Spectrum Mobile Interoperable Communications System (2012, Quantum Research International, with DPS program, Office of Secretary of Defense)
Low Cost Low Weight Cable Burial Plow (2011/2012, SPAWAR-San Diego)
1st Responder Technology Assessment Study and Interactive Training NIMS/Incident Command Structure and Scenario Analysis (2009, 1401 Office, Office of Secretary of Defense)
Needs Assessment: Command, Control, and Communication for 1st Responders (2008, 1401 Office, OSC)
User Friendly Hyperspectral Imaging System (2007, Lextel, Mississippi)
Through Wall Living Organism Detection (2006, Armadar, New Jersey)
Accelerating the Protection afforded by Vaccines (2006, Lancell, LLC, San Diego, CA)
Improved Solution for Managing Sand Fly Generated Disease Vectors (2006, ISCA Technology, Riverside, CA)
Solutions for Hard-Constraint Algorithms, Application of Cruise Missile Technology (2005, DoD, NM) – TechLink Project
Plastic Optic Design for head-Mounted Display, (2005, Liteye, CO)
MEMS Chemical Detection Sensor (2005, Seacoast Sciences, Inc., Oceanside, CA)
Optical Solutions for Advanced Fluorometer/Spectrometer (2005, Phi Technologies, Mission Viejo, CA) – DARPA project
SPLAT Technology to Manage Disease Vectors from Sand-Fly's (2005, ISCA Technologies, Riverside, CA)
Handheld Apparatus for Biological Collection and Registration (2004, Los Alamos Defense Laboratory, Los Alamos, New Mexico)
Biomass Gas Conversion Using Rocket Engine Technology (2004, Kelly Space Systems, Inc., San Bernardino, CA)
1st Responder Kit for Detection of Biowarfare Agents (2004, GeneSystems Inc., Maryland)
Portable Trap to Manage Disease Vector (2004 and 2005, ISCA Technologies, Riverside, CA)
Field Portable Anti-Terrorism Chemical Warfare Agent Sensor” (2003, University of California, Riverside, CA)
Biosensors Based on Optical-Resonant Structure on CCD-Arrays (2003, University of California, Riverside, CA)
Intermodal Container Tracking System for Port Security (2002 and 2004, Mizar Technologies, Ohio)
Advanced MEMS-Accelerometers (2002, SPAWAR-San Diego, CA)
Micro-pore-Array Bio-Agent Detection System (2002, BioSystems, Inc, San Diego, CA)
Robust Automated Classification & Decision Support, Naval Undersea Warfare Center (2002, Naval Undersea Warfare Center, Rhode Island) – TechLink Project
Improved Hyperspectral X-ray Detector Modules (2001, NOVA, Inc., Riversdie, CA)
Demonstration of a Novel Vaccine Production Technology Platform (2001, Novatronic, Inc, San Diego, CA)
Passive Immunotherapy for Anthrax Treatment (2001, Xenex, Inc., San Diego, CA)

Member Screening Committee, Wilmington Investment Network (WIN), 2006 to present, “Angel” investment network in Southeastern North Carolina which provides the primary source of early stage equity funding within the region. Screening committee is responsible for screening proposals from early stage high technology firms seeking equity capital investment. Approximately fifty different proposals screened per year, resulting in approximately 4 to 6 investments decisions per year from WIN.

Director, Horizon Vision Research, 2003 to 2009. Wilmington, NC. Small R&D firm that specializes in design of ophthalmology and surgical medical instruments. Firm currently holds several patents, and licenses technology to medical and pharmaceutical equipment firms. Responsible for overseeing current marketing plan, commercialization of technology, development of intellectual property, and writing R&D/SBIR/STTR/BAA grant proposals.

Co-Founder and Director (VP, Finance and Marketing, Chief Operating Officer), 1988-1991, *BioLife Technologies, Inc.*, Tustin, CA. Venture capital funded, developed and manufactured proprietary pharmaceutical delivery system, research and development on other pharmaceutical based products; joint venture R&D agreement with *Reptakos-Brett, Ltd.*, large international pharmaceutical firm based

in India. Responsible for business plan development, pro-forma financial statement projections, stock valuation, accounting, hiring staff and contracting labor, attaining venture capital, and commercial introduction of initial product line (firm acquired in 1991).

Consultancy and Executive Instruction, 1990 to present. Business appraisal, intellectual property valuation, and due diligence reports on over two-hundred firms, including medical technology, pharmaceutical technology, and information systems. Court qualified as expert in entrepreneurship, business and technology valuation, and small business accounting in California, North Carolina, New York and Missouri. Faculty, Healthcare Executive Leadership Programs, UCSD and UC Irvine, Instructor, CLE, CME, and CPE courses (business valuation, personal injury, CLE, UNCW; CME, UCI; CPE, UNCW). Numerous consulting partnerships with small and Fortune 500 firms in the U.S., Puerto Rico, Scotland, and Mexico, including *Western Digital Corporation*, *Eli Lilly and Company*, *Sharp Healthcare*, and *BancoMext*, as well as several DoD agencies, including NOSC-SD. Technology assessment and valuation under contract for *TechLink*, the largest Department of Defense Technology Transfer Laboratory.

PUBLIC SECTOR POSITIONS

Chairman, Planning and Zoning Commission, Town of Kure Beach, NC., 2008 to present. Commission responsible for planning, zoning, and economic development for Town of Kure Beach.

Chairman, Planning Commission, City of Mission Viejo, CA., 1983-1990 (Municipal Council Member, 1982). Responsible for planning, zoning, and economic development; senior public officer responsible for writing city's General Plan, including valuation of economic impact of all business activity in city. Construction value exceeded \$1 billion per year; city has won several national and international awards for planning, and is internationally known as the U.S. largest planned community. Mission Viejo regularly honored for safest city in the United States.

Vice-Chairman, Industrial Development Authority, City of Irvine, CA., 1982-1983. Responsible for issuing Industrial Development Bonds, including valuation of all enterprises applying for such bonds. Developed economic development plan for one of nation's largest high technology centers.

Member: Various advisory committees, Wilmington, NC, 1992 to present; for example, Strategic Planning Committee, City of West Lafayette, IN; Co-chairman, Mission Viejo Incorporation Feasibility Study Committee; Member, Southern California Regional Planning Committee, SCAG, CA; Member, Alternative Use Committee, Norton AFB, San Bernardino, CA; Member, Commission on Hazardous Waste Planning, County of Orange, CA; Member, Feasibility Commission, Southern California High Speed Train.

RESEARCH & PUBLICATIONS – Have pursued two different research paths: **First, is the field of technology management, commercialization of technology, and strategic management of technology based firms. Second, is the field of developmental entrepreneurship, institutional frameworks for economic development and small business leadership**

Publications: Books

Galbraith, C., and C. Stiles (eds). *Developmental Entrepreneurship: Adversity, Risk and Uncertainty* Elsevier Science, Amsterdam, August, 2006.

Galbraith, C., and O. Galbraith. *The Benedictine Rule of Leadership*. Adams Media Publishing, New York, March, 2004; reprinted as *O Código Beneditino de Liderança*, Landscape Publishing (Brazil), 2005; also reprinted by Replika Press, Pvt, Ltd (India), 2005, for distribution in India, Bangladesh, Pakistan, Sri Lanka, and Nepal. 2nd edition to be printed by St. John's Abbey Press. Also currently being translated into Spanish.

Stiles, C. and C. Galbraith (eds). *Ethnic Entrepreneurship: Structure and Process*, Elsevier Science, Amsterdam, January, 2004

Galbraith, C. (ed). *Strategies and Organizations in Transition*, Elsevier Science, Amsterdam, January, 2002

Wolfram, D., T. Dear, and C. Galbraith, *Expert Systems for the Technical Professional*, John Wiley, New York, 1987

Publications: Books (in preparation)

Commercialization of Technology: An Entrepreneurial Perspective. Elsevier Science, Amsterdam, (in preparation, contract under review).

Academic Publications – Articles (blind-peer reviewed except when noted*)

Galbraith, C., DeNoble, A., Ehrlich, S., and A. Horowitz. (2013). Presenter passion and presentation design on reviewer assessment and subsequent success: An empirical study of high technology proposal and business plan presentations. *Journal of High Technology Management Research*, 24, 53-63.

Galbraith, C., DeNoble, A., and S. Ehrlich (2012). “Predicting the commercialization progress of early stage technologies: An ex-ante analysis,” *IEEE Transactions in Engineering Management*. 59(2), 213-225.

Galbraith, C., and G. Merrill, (2012) “Faculty research productivity and standardized student learning outcomes in a university teaching environment: A Bayesian analysis of relationships,” *Studies in Higher Education*, 37(4), 469-480.

Galbraith, C., and G. Merrill, (2012) “Academic and work-related burnout: A longitudinal study of working undergraduate university business students,” *Journal of College Student Development* 53(2), 453-463.

Galbraith, C., and G. Merrill (2012). “Predicting Student Achievement in University Level Business and Economics Classes: Peer Observation of Classroom Instruction and Student Ratings of Teaching Effectiveness” *College Teaching*, 60(2), 48-55.

Galbraith, C., G. Merrill, and D. Kline. (2011). “Are student evaluations of teaching effectiveness valid for measuring student learning outcomes in Business related classes?” *Research in Higher Education*, 53(1), 353-374.

Galbraith, C., and L. Kelly, (2011)* “When academia meets public safety,” *Frontline Security*, 6(1), 37-41

Benitez-Galbraith, J., Irvin, E., and C. Galbraith. (2011) “A content study of gender images and the evolution of work roles in Mexican film,” *Hispanic Research Journal* 12(2), 167-183.

Merrill, G., Galbraith, C., and C. Stiles (2011). “Inflation and Fair Market Value: An Empirical Analysis of Sales Transactions of U.S. Closely-Held Companies.” *Journal of Accounting, Business and Management* 18(1), 81-92.

Galbraith, C., Stiles, C., and J. Benitez-Galbraith (2010). “Economics and Spirituality in the Entrepreneurial Development Strategy of the Franciscan California Missions: The Historical Case of San Diego” *Journal of San Diego History* 56(4), 233-256

Stiles, C., and C. Galbraith (2010). “Curricula strategies in university graduate MBA programs: The demands of corporate social responsibility and sustainability.” In Crowther, D (ed). *NGOs and Corporate Social Responsibility*, pp. 101-111, Emerald Group Publishing: Bingley, UK. 101-116

Galbraith, C., and C. DiFelice, (2010)* “C3 Technology needs of 1st responders: Are rural communities being left out?” *Frontline Security*, 5(1), 46-48

- Merrill, G., and C. Galbraith, (2010) "Learning outcomes and instructional delivery method in professional and business related courses: An empirical study controlling for course and instructor differences," *Journal of Business and Behavioral Sciences*, 21(2), 18-38.
- Galbraith, C., A. DeNoble, S. Ehrlich and J. Magnus (2010), "Review panel consensus and post-decision technology performance: A study of prediction accuracy," *Journal of Technology Transfer*, 35(2), 253-281
- Galbraith, C., Stiles, C., and R. Anderson (2009), "Supply chain management and corporate sponsored import substitution strategies", in Aras, G, Crowther, D. and Vettori, S. (eds), *Corporate Social Responsibility in SMEs*, SRRNet: Leicester, UK, pp. 103-119.
- Galbraith, C., C. Stiles, and J. Benitez-Galbraith (2010) "Economics and spirituality in the entrepreneurial development strategy of the Franciscan California missions: the historical case of San Diego,"* in Dana, L (ed). *Religion and Entrepreneurship*, Edward-Elgar, 136-167.
- Ryman, J., Porter, T., & Galbraith, C. (2009). Disciplined imagination: Art and metaphor in the business school classroom. *International Journal of Education & the Arts*, 10(10). <http://www.ijea.org/v10n10/>.
- Galbraith, C., A. DeNoble, and S. Ehrlich, (2009), "The use and content of formal rating systems in Angel Group investment initial screening stages," *Journal of Small Business Strategy* 20(2), 61-79.
- Kline, D., and C. Galbraith (2009), "Performance analysis of the Bayesian Data Reduction Algorithm" *International Journal of Data Mining, Modeling and Management* 1(3), 223-236.
- Galbraith, C., (2010) Book Review*, *Handbook of Qualitative Research Methods in Entrepreneurship* by Helle Neergaard and John P. UlhØi in the *Journal of Enterprising Communities* 4(1), 2-4.
- Galbraith, C., and J. Benitez-Galbraith (2009), "The Impact of ethnolinguistic diversity on entrepreneurial activity: A cross country-study," *International Journal of Entrepreneurship and Small Business* 8(3), 307-331.
- Galbraith, C., and C. Stiles (2008), "Structural determinants of market value among small closely-held manufacturing firms," *Journal of Small Business and Entrepreneurship* 21(4), 415-428.
- Galbraith, C., Rodriguez, C., and A. De Noble (2008), "SME Competitive Strategy and Location Behavior: An Exploratory Study of High Technology Manufacturing," *Journal of Small Business Management*, 46(2), 183-202.
- Galbraith, C. (2008). "Editorial: Economic Development and entrepreneurship research"* *International Journal of Entrepreneurship and Small Business* 6(3), 1-2.
- Galbraith, C., and D. Galbraith (2007), "An Empirical Note on Entrepreneurial Activity, Intrinsic Religiosity, and Economic Growth," *Journal of Enterprising Communities* 1(2), 188-201. Article won the Literati Network Awards for Excellence (top article award of all articles published in this journal in 2007).
- DeNoble, A., C. Galbraith, G. Singh, and C. Stiles (2007). "Market Justice, Religious Orientation, and Entrepreneurial Attitudes: An Empirical Study." *Journal of Enterprising Communities* 1(2), 121-134.
- Stiles, C., C. Rodriguez, and C. Galbraith (2007). "The Impact of Ethnic Identification on Buyer-seller Behaviour: A Study of Two Enclaves." *International Journal of Business and Globalisation* 1(1), 20-33.
- Galbraith, C., A. De Noble, C., S. Ehrlich, and D. Kline (2007), "Can Experts Really Assess Future Technology Success? A Neural Network and Bayesian Analysis of Early Stage Technology Proposals," *Journal of High Technology Management Research* 17, 125-137.

Galbraith, C., S. Ehrlich, and A. De Noble, (2007), "Predicting Technology Success: Identifying Key Predictors and Assessing Expert Evaluation for Advanced Technologies," *Journal of Technology Transfer* 32(1), 673-684.

Galbraith, C., C. Rodriguez, and C. Stiles (2007), "Social Capital as a Club Good: The Case of Ethnic Communities and Entrepreneurship," *Journal of Enterprising Communities* 1(1), 38-53.

Galbraith, C., C. Rodriguez and C. Stiles (2007). "Ethnic Economies, Social Capital and the Economic Theory of Clubs," in Dana, L, (ed), *Handbook of Research on Ethnic Minority Entrepreneurship* (peer-reviewed), Edward Elgar Publishing pp. 16-29

Dana, L., and C. Galbraith, (2006) "Poverty, Entrepreneurship and Aid Economics in Mozambique: A Review of the Empirical Research," in C. Galbraith and C. Stiles (eds). *Developmental Entrepreneurship: Adversity, Risk, and Isolation* (blind, peer-reviewed, series listed in Cabell's Directory as scholarly journal), Elsevier Sciences: U.K , 187-201.

Rodriguez, C, C. Stiles, and C. Galbraith (2006) "American Indian Collectivism: Past Myth, Present Reality"* *Property and Environmental Research Reports*, 24(2), 7-9.

Galbraith, C., Stiles, C., and C. Rodriguez (2006) "False Myths and Indigenous Entrepreneurial Strategies" *Journal of Small Business and Entrepreneurship* 18(4), 1-17. Reprinted in Anderson, T., B. Benson, and T. Flanagan (eds), *Self-Determination: The Other Path for Native Americans*, Stanford University Press (2006), pp. 4-28, Chapter reviewed in Economic Affairs, March, 2007, p. 95.

Galbraith, C. S., and C. Stiles (2006), "Disasters and Entrepreneurship: A Review" in C. Galbraith and C. Stiles (eds). *Developmental Entrepreneurship: Adversity, Risk, and Isolation* (blind, peer-reviewed, series listed in Cabell's Directory as scholarly journal), Elsevier Sciences: U.K , 147-165.

Galbraith, C., and E. Nkwenti-Zamcho (2005). "The Effect of Management Policies on Plant Level Productivity: A Longitudinal Study of Three Technology-based U.S. and Mexican Small Businesses," *Journal of Small Business Management*, 43(4), 418-431.

Perado, A., R. Anderson, C. Galbraith, and L. Honig, and L. Dana (2004). "Towards a Theory of Indigenous Entrepreneurship," *International Journal of Entrepreneurship and Small Business*, 1(1/2), 1-20.

Galbraith, C., and O. Galbraith (2004). "Metaphors of Economic Activity in 19th and 20th Century Western Art," *International Journal of Management*, 21(1), 16-24.

Galbraith, C., Stiles, and J. Benitez-Bertheau (2004). "The Embryonic Development of an Ethnic Neighborhood: A Longitudinal Case Study of Entrepreneurial Activity," in Stiles, C. and C. Galbraith (eds). *Ethnic Entrepreneurship: Structure and Process* (blind, peer-reviewed, series listed in Cabell's Directory as scholarly journal), Elsevier Science, Amsterdam, 93-110.

Galbraith, C. (2004). "Are Ethnic Enclaves Really Tiebout Clubs? Ethnic Entrepreneurship and the Economic Theory of Clubs," in Stiles, C. and C. Galbraith (eds). *Ethnic Entrepreneurship: Structure and Process* (blind, peer-reviewed, series listed in Cabell's Directory as scholarly journal), Elsevier Science, Amsterdam, 45-58.

Galbraith, C., A. De Noble, C., and S. Ehrlich (2004). "Spin-In Technology Transfer for Small R&D Bio-Technology Firms: The Case of Bio-Defense," *Journal of Technology Transfer*, 29(3/4), 377-382.

Galbraith, C., A. De Noble, C. Stiles, and G. Merrill (2003). "Offering prospectuses, competitive strategies, and the pricing of initial public offerings," *Journal of Private Equity*, 6(4), 31-37.

Galbraith, C. and C. Stiles (2003). "Expectations of Indian Reservation Gaming: Entrepreneurial Activity Within a Context of Traditional Land Tenure and Wealth Acquisition," *Journal of Developmental Entrepreneurship*, 8(2), 93-112.

- Galbraith, C., Stiles, C., and C. Rodriguez (2003) "Intra-Enclave Trade: Hispanic and Arab Small Businesses," *Journal of Small Business and Entrepreneurship* 16(3/4), 18-29.
- Galbraith, C. (2003). "Divorce and the Financial Performance of Small Family Businesses: An Exploratory Study," *Journal of Small Business Management*, 41(3), 296-309
- Galbraith, C., and A. De Noble, (2002). "Advanced Manufacturing Technology, Flexibility and the Strategic Scope of High Technology Firms: Theoretical Thoughts and Empirical Evidence from Scottish Technology Products Firms" in Ryan, M. (ed). *International Research in the Business Disciplines, Volume 3, Strategies and Organizations in Transition* (blind, peer-reviewed, series listed in Cabell's Directory as scholarly journal), Elsevier Science, Amsterdam, 27-56.
- Galbraith, C., and G. Merrill (2001). "IPO Performance in Business to Business "B2B" E-Commerce Firms: Effects of Strategy and Industry," *Managerial Finance*, 27 (April/May), 1-15.
- Galbraith, C.,(1998). "Creativity in Organizations: Idle Chance or Good Management: Part II" *Space Business Notes*, 2(1), 7-11.
- Galbraith, C. (1997) "Creativity in Organizations: Idle Chance or Good Management: Part I" *Space Business Notes*, 1(3), 3-12.
- Kay, N. and C. Galbraith, (1997). "Multinational Enterprise,"* in N. Kay, *Patterns in Corporate Evolution*, Oxford University Press, London, Chapter 8.
- Galbraith, C., and G. Merrill, (1996). "The Politics of Forecasting: Managing the Truth?" *California Management Review*, 38 (Winter), 18-31 (also published by *Czech Management Society*, 1997 as Politika prognózování. Jak ovládnout pravdu).
- Galbraith, C., (1996). "How Restaurants Fare on State's Economic Menu,"* *Business North Carolina* (May 1, 3 pages).
- Galbraith, C., Stiles, C., and O. Galbraith, III (1996). "Blood and Guts Strategy: Military and Corporate Strategic Theory?" in Swanson, M. (ed). *International Research in the Business Disciplines, Volume 2* (blind, peer-reviewed, series listed in Cabell's Directory as scholarly journal), JAI Press, Greenwich, CN, 213-235.
- Galbraith, C., J. Siguaw, and H. Lim (1995). "Aesthetic Consumption Differences in Asian-American and Anglo Subcultures: Implications for Segmentation and Positioning Strategies," *Journal of Nonprofit & Public Sector Marketing*, 3(3/4), 3-24.
- Galbraith, O., Galbraith, C., and N. Galbraith (1995). "The Principle of the "Drunkard's Search" as a Proxy for Scientific Analysis," *International Journal of Forensic Document Examiners*, 1, 2-21 (cited in several U.S. Supreme Court cases, 1995 to present).
- Galbraith, C., Merrill, G., and M. Leiblein (1995). "Executive Compensation and Corporate Strategy," in Miner, J., and D. Crane (eds). *Advances in the Practice, Theory, and Research of Strategic Human Resource Management* (peer-reviewed), , Harper Collins: New York, 340-353.
- Galbraith, C., and A. De Noble (1995). "Strategic Scope, Flexible Manufacturing, and Plant Location in Small High Technology Firms," *Journal of High Technology Management Research*, 6(2), 281-296
- Galbraith, C., Merrill, G., and G. Morgan (1994). "Bilateral Strategic Groups: The Market for Non-Tactical Navy Information Systems," *Strategic Management Journal*, (December), 15, 613-626.
- De Noble, A., and C. Galbraith (1993). "Third Generation Technology Centers: The Relationship Between Business Strategy, Flexible manufacturing, and High Technology Development" in Lawless. M and L Gomez-Mejia (eds), *Advances in Global High-Technology Management, Vol. 3* (peer-reviewed), JAI Press, Greenwich, CN, 115-134.

- Galbraith, C, and G. Merrill (1993). "Matching Executive Compensation Programs to Business Strategy," in H. Glass (ed), *The Handbook of Business Strategy*, (peer-reviewed), Warren, Goram and Lamont, New York, NY, 19.1-19.13.
- Galbraith, C. and A. De Noble (1992). "Competitive Strategy and Flexible Manufacturing: New Dimensions in High-Technology Venture-based Economic Development." *Journal of Business Venturing*, 7(5) 387-404.
- De Noble, A., and C. Galbraith (1992). "Competitive Strategy and High Technology Regional/Site Location Decisions: A Cross-Country Study of Small Mexican and U.S. Electronic Component Firms," *Journal of High Technology Management Research*, 3, 19-38.
- Galbraith, C., and G. Merrill (1991). The Effect of Compensation Program and Structure on High Technology SBU Competitive Strategy," *Strategic Management Journal*, 12, 353-370.
- Galbraith, C., G. Merrill, and K. Campbell (1991). "The Vertical Transfer of Technology in the Navy R&D Community," *Journal of High Technology Management Research*, 2, 15-33
- Galbraith, C., and A. De Noble (1990). "Location Criteria and Perceptions of Regional Business Climate: A Study of Mexican and U.S. Small Electronic Firms," *Journal of Small Business Management*, 4, 34-47.
- Galbraith, N., Galbraith, O., and C. Galbraith (1990). "Scientific Method and Falsehood: The Case of Forgery Detection," in *American Society of Questioned Document Examiners Review*, San Jose, CA, no. 38, 1-23.
- Galbraith, C. and N. Kay (1990). "A Transaction Theory of Multinational Enterprise", in Blaug, M. (ed), *Behavioural Economics, Vol I* (peer-reviewed), Edward Elgar Publishing, Ltd., London, Chapter 3.
- Galbraith, C, (1990). "Transferring Core Manufacturing Technologies in High Technology Firms," *California Management Review*, 32, 56-70.
- Galbraith, C. and A. De Noble (1988). "Location Decisions by High Technology Firms: A Comparison of Firm Size, Industry Type, and Industrial Form," *Entrepreneurship: Theory and Practice*, 12, 28-37.
- Galbraith, C. and N. Kay (1986). "Towards a Theory of Multinational Enterprise", *Journal of Economic Behavior and Organization*, 7, 3-19.
- Hoskisson, R., and C. Galbraith (1985). "The Impact of Incremental Versus Quantum Reorganization on Performance: A Time Series Analysis", *Journal of Management*, 11, 55-70.
- Galbraith, C. (1985). "The Determinants of Multinational Enterprise" in Kay, *Strategies*, Chapter 5, McMillan, London,
- Samuelson, B., Galbraith, C. and J. McGuire, "Organizational Performance and Top Management Turnover", *Organizational Studies*, 3, 1985, pp. 275-291.
- Galbraith, C., (1985). "High Technology Location and Development: The Case of Orange County", *California Management Review*, 27, 98-109.
- Galbraith, C., and C. Stiles (1984). "Merger Strategies as a Response to Bilateral Market Power", *Academy of Management Journal*, 27, 511-524.
- Galbraith, C. (1984). "High Technology Location, Expansion Plans, and Housing Strategies", *Critique: Southern California Public Policy and Administration*, 6, 3-10.
- Galbraith, C., and D. Schendel (1983). "An Empirical Analysis of Strategy Types", *Strategic Management Journal*, 4, 153-173.

Galbraith, C., and C. Stiles (1983). "Firm Profitability and Relative Firm Power", *Strategic Management Journal*, 4, 237-249.

Academic Presentations and Proceeding Publications (since 2000).

"The Impact of a Real Estate Ownership Strategy on the Market Value of Small Closely-Held Firms in the U.S." (with A. DeNoble, and C. Stiles), 2012 USASBE Conference, New Orleans, January, 2012 published in **Proc. USASBE** (CD-ROM)

Presenter Passion and Presentation Design on Reviewer Assessment and Subsequent Success: An Empirical Study of Proposal Presentations for a U.S. Department of Defense Granting Consortium (with A. Horowitz, A. DeNoble, and S. Ehrlich). 2011 USASBE Conference, January, 2011 published in **Proc. USASBE (CD-ROM)**

"Inflation and Fair Market Value for Closely Held Companies" (with Gregory Merrill and C. Stiles). 2010 *Southeastern Decision Sciences*, published in **Proc. SEDSI (CD-ROM)**

"The Role of Railroads in Early Economic Development: Transportation Networks as Economic Clubs," (with C. Stiles). 2010 *Academy of Management Conference, Montreal, CA*

"Colonial Mission Policies and Indigenous Institutional Frameworks: A Case of an Historic Mission," (with C. Stiles and J. Benitez-Galbraith). 2010 *Academy of Management Conference, Montreal, CA*

"Corporate entrepreneurial self-efficacy: An examination of entrepreneurial behavior in a global Japanese corporation," (with A. DeNoble, S. Ehrlich,). 2010 *USASBE Conference*, Nashville, TN, January 16, 2010 published in **Proc. USASBE** (CD-ROM).

"Presentation passion and presentation design on reviewer assessment: An empirical study of grant proposal presentations for a Department of Defense granting agency." (with A. Horowitz, A. DeNoble, and S. Ehrlich). 2010 *Southeastern Decision Sciences Institute Conference*, Wilmington, NC, February 18, 2010 published in **Proc. SEDSI** (CD-ROM).

"Formal and Informal Rating Systems in Angel Group Investment Screening (with A. DeNoble, S. Ehrlich), 2009 *USASBE Conference*, Anaheim, CA January 8-11, 2009. Published in **USASBE Proceedings**. (CD-ROM).

"The Use of Formalized Rating Systems in Early-Stage Angel Investment Screening (with L. Zeznock) at the 2008 *SEINFORMS* conference, Myrtle Beach, SC, October, 2007. Published in **Proc. SEINFORMS** (CD-ROM).

"Review panel consensus and post-decision technology performance: A study of prediction accuracy," (with A. DeNoble, S. Ehrlich) paper presented at the 2008 *Academy of Management Conference*, Anaheim, CA, August 9-11, 2008.

"Globalization and THE perception of work roles for females: An analysis of Mexican film from 1970 to 2000," (with Jacqueline Benitez-Galbraith and Elizabeth Irvin), paper presented at the 58th *Mountain Interstate Foreign Language Conference*, Wilmington, NC, October 9-11.

"Investment decision making, consensus and 'decision stickiness' in the grant application review process: An empirical study of technology-based small enterprises," (with A. DeNoble, S. Ehrlich) presented at the 2008 *USASBE Conference*, San Antonio, Texas, January 10-13, 2008. Paper published in 2008 **USASBE Proceedings** (CD-ROM).

"A Note on Gender Differences in Strategic Risk-taking: A Business Game Simulation Experiment," (with D. Galbraith), presented at the 2007 *SEINFORMS* conference, Myrtle Beach, SC, October, 2007. Paper Published in **Proc. SEINFORMS** (CD-ROM).

"Research on Predicting the Future Commercialization Success of Early Stage Technologies" (with A. DeNoble, S. Ehrlich), presented at the 2007 *National Academy of Management Conference*. Philadelphia, PA, August, 2007.

“The Benedictine Rule of Leadership”, presentation at the 2007 *National Academy of Management Conference: Management History Division*. Philadelphia, PA, August, 2007.

“Forecasting the Success of Early Stage Technologies Developed by Small Entrepreneurs,” (with A. DeNoble, S. Ehrlich), 2007 *USASBE conference*, Orlando, Florida, January, 2007. Paper published in 2007 **USASBE Proceedings** (CD-ROM).

“Founding Sustainable Communities in a Barren Land: Contrasting Cases (with C. Stiles), 2007 National Association for Social Economics, Chicago, IL, January, 2007.

“Can Experts Really Assess Future Technology Success? A Neural Network and Bayesian Analysis of DoD Grant Proposals,” (with A. DeNoble, S. Ehrlich, and D. Kline), 2006 *National Academy of Management Conference*. Atlanta, GA, August, 2006.

“Images of Labor and Capital in Thomas More’s *Utopia*,” (with C. Stiles), 2006 *National Academy of Management Conference*. Atlanta, GA, August, 2006.

“Global Ethnic Infrastructure, Capital Transfers, and Ethnic Business Formation,” (with C. Stiles), *Navigating the Global American South*, March 2-3, 2006 (Raleigh, NC), paper published in **Proceedings**.

“Predicting Technology Commercialization Success: An Examination of Key Variables Leading to Type I and Type II Errors in Funding Decisions,” (with A. De Noble and S. Ehrlich), 26th *Annual Babson Kauffman Entrepreneurship Research Conference*, Bloomington, IN, June, 2006. Abstract Published in **Proc. Front. Ent. Research** 26, 549.

“Predictors Of The Market Value Of Closely-held Micro-share Firms,” (with C. Stiles) 25th *Annual Babson Kauffman Entrepreneurship Research Conference*, Boston, MA, June, 2005. Abstract Published in **Proc. Front. Ent. Research**, 25, 590

“Technology Commercialization: Identifying Key Predictor Variables and Assessing the Role of Expert Evaluators?” 25th *Annual Babson Kauffman Entrepreneurship Research Conference*, Boston, MA, June, 2005, Abstract published in **Proc. Front. Ent. Research**, 25, 674

“Developing Technology-based Micro-industrial Clusters in Rural Areas,” *International Conference on Entrepreneurship and Business Incubation*, Atlanta, GA , April, 2005.

“2-Group Classification of Disease Data with the Bayesian Data Reduction Algorithm: A Comparison with Neural Networks and Stepwise Regression,” (with D. Kline) presented at the 2004 *Decision Science Institute*. Boston, MA, August, 2004, paper published in **Proc. DSI** (CD-ROM).

“Time Study, Work Standards and Economic Valuation in Cases of Partial Permanent Disabilities” presented at the *Southeastern Institute for Operations Research and Management Science*, Myrtle Beach, CS, October, 2004, paper published in **Proc. INFORMS**.

“Towards a Theory of Indigenous Entrepreneurship” presented at the *Canadian Council for Small Business and Entrepreneurship Conference*, November, 2004, paper published in **Proc. CCSBED**.

“Technology Adoption and Indigenous Enterprises” (with C. Rodriguez) presented at the *International Conference of Entrepreneurship Research in Latin America*, Brazil, November, 2004, paper published in **Proc. ICERLA**.

“The Historical Context of Land Tenure and Individual Property Rights Among Indigenous Populations” paper presented at symposia titled “Indigenous Entrepreneurship: Is it and if so what is it?” 2004 *National Academy of Management Conference*. New Orleans, LA, August, 2004.

“Memory, Cognition, and Metacognition: A Framework for History’s Leadership Stories,” paper presented at the 2004 *National Academy of Management Conference*. New Orleans, LA, August, 2004.

“Factors of Successful “Spin-in” Technology Transfer: An Empirical Study of Defense Related Technologies,” (with A. De Noble and S. Erhlich) paper presented at the 24th *Annual Babson Entrepreneurship Research Conference*, Glasgow, Scotland, June, 2004, Abstract published in **Proc. Front. Ent. Research**, 24, 191.

“Performance Analysis of a Bayesian Data Reduction Algorithm,” presentation SPAWAR Technology Transfer Sessions, San Diego, February 18, 2004.

“Determinants of Market Value Among Small Closely-Held Firms: A Neural Network Approach,” (with B. Wray) 2004 *Southeast Decision Sciences Institute*, Charleston, SC, paper published in *Proc. SDSI*.

“Entrepreneurship in Technology: Using Teams for Commercialize Advanced Technology,” paper presented to the *International Conference on Entrepreneurship and Business Incubation*, Bremen, Germany, October, 2003. paper and slides published in *Building an Entrepreneurship Culture in Business Education* (Hochschule Bremen), Franta S., and R. Roth (eds), 51-52

“Technology Commercialization in Biodefense,” presentation SPAWAR Technology Transfer Sessions, San Diego, August 15, 2003.

“Structural Determinants of the Valuation of Small Closely-Held Entrepreneurial Firms,” (with C. Stiles and D. Galbraith) presented at the *23rd Annual Babson Entrepreneurship Research Conference*, Babson Park, MA, June, 2003, Abstract published in *Proc. Front. Ent. Research*, 23, 137

“Just Pricing, Labor, and the Brotherhood of Trade,” presented at the *Academy of Management Conference*, Seattle, WA, August, 2003.

“The Birthing Process: A Study of Embryonic Ethnic Enclaves,” (with C. Stiles and J. Bertheau-Benitez) presented at the *22nd Annual Babson Research Conference*, Boulder, CO June, 2002, Abstract published in *Proc. Front. Ent. Research*, 22, 35

“Symbols of Good, Bad, and Ugly: Economic Activity in 19th and 20th Century Art,” presented at the *Academy of Management Conference*, Denver, CO, August, 2002.

“The Effect of Firm Strategies on Initial Public Offering Pricing: Business to Consumer (B2C) Dot.Coms,” (with G. Merrill, A. De Noble and C. Stiles) presented at the *22nd Annual Babson Entrepreneurship Research Conference*, Boulder, CO June, 2002, Abstract published in *Proc. Front. Ent. Research*, 22, 542

“IPO Underpricing and the Strategic Content of Offering Prospectuses,” (with G. Merrill) presented at the Southern Management Association, New Orleans, 2001 paper published in *Proc. So. Mgt. Assoc.* (CD-ROM).

“Valuing the Incremental Shareholder Wealth Created by E-commerce,” (with G. Merrill) presented at the *Second World Congress on the Management of Electronic Commerce*, Canada. January, 2001, paper published in *World Congress Proc.* (CD-ROM).

“Teaching Technology Transfer: The Case of Biotechnology,” presented at the *Annual Roundtable Conference of the Association of Small Business and Entrepreneurship Education*, San Diego, CA, July, 2000.

“Entrepreneurial Development in Early Stages of Hispanic Immigration,” (with S. Robinson) presented at the *30th European Small Business Seminar*, Gent, Belgium, September, 2000

Ethnic Enclaves and Inter-Enclave Trade: Ethnic Group Characteristics and Between Group Interactions (with C. Stiles), June, 2000, Boston MA, Abstract published in *Proc. Front. Ent. Research*, 20, 148.

Other selected scholarly presentations of interest: “Validating the Tourism Entrepreneurial Process” A Multiple Case Study Approach,” presented at the 5th World Leisure Congress (published in *Proc*), Sao Paulo, Brazil, Oct., 1998; “Inter-area Trade Linkages,” presented at the Kern County Economic Forecasting Conference, Bakersfield, CA, July, 1994; “Marketing Strategies in a Competitive Environment for Veterinarians,” presented at the American Animal Hospital Association Conference, Sept, 1992; “Technology Leveraging: An Examination of the Sources and Uses of Process and Design Information” presented at the ICSB World Conference, Vienna, June, 1991; “The Influence of Business Strategy and Flexible Manufacturing Strategy on High Technology Location Behavior,” 2nd International Conference on High Technology Firms, Boulder, CO, Jan, 1990.

Publications: Technical Reports and Policy Papers (recent)

Galbraith, C., and C. Stiles. (February, 2012). *The Impact of Cement Manufacturing on Economic Growth in the Cape Fear Region*. Report for the North Carolina Coastal Federation (48 pages).

Galbraith, C., Difelice, C. and G. Poat. (March, 2009). *1st Responder Technology Assessment Study and Interactive Training NIMS/Incident Command Structure and Scenario Analysis*, for 1401 Technology Transfer Program Office of the Assistant Secretary of Defense (Homeland Defense and Americas' Security Affairs) (103 pages).

Galbraith et al, *The Economic Structure of the Five-County Study Area – Bladen, Brunswick, Columbus, Duplin & New Hanover*. Report for the North Carolina Rural Center, October, 2008, Report available, (93 pages).

Galbraith, C. et al. *1st Responder Technology Needs Assessment Study: Command, Control and Communication (C3) for Situational Awareness*, Project 1401, Office of Secretary of Defense/CCAT, San Diego, CA (120 pages), October, 2007 (Report Available), available on DoD's TechMatch web-site.

Galbraith, C., and D. Clayton, "Policy Recommendations for Linking University Technology Transfer and Economic Development in North Carolina: A Survey of Best Practices in the U.S.", published as a *Policy Paper*, *Institute of Emerging Issues*, North Carolina State University, 2005

Galbraith, C. "Rural and Small Community Technology Clusters: Back to the Basics", published as a *Policy Paper*, *Institute of Emerging Issues*, North Carolina State University, 2005

Kline, D., and C. Galbraith, "Performance Analysis of the Bayesian Data Reduction Algorithm (BDRA) in Two Group Dependent Variable Data," *Technical Report 04-01*, Center for Commercialization of Advanced Technology, San Diego, CA, 2004.

Publications: Technical Reports - CCAT/SPAWAR/DoD Technology Transfer Reports (recent)

1. Galbraith, C. et al, Multi-Spectrum Mobile Interoperable Communications System CCAT (San Diego)/ DPS program, Office of Secretary of Defense (36 pages), September, 2012 (Non-confidential Summary available).
2. Low Cost Low Weight Cable Burial Plow CCAT/SPAWAR, San Diego, CA (53 pages), April, 2012 (Non-confidential Summary available).
3. Galbraith, C. et al. "Biaxial Braided Electroactive Polymer Technology", CCAT/SPAWAR, San Diego, CA (48 pages), August, 2007 (Non-confidential Summary available).
4. Galbraith, C. et al, "User Friendly Hyperspectral Imaging System" CCAT/SPAWAR, San Diego, CA (89 pages), August, 2007 (Non-confidential Summary available)
5. Galbraith, C. et al, "Topical Small Molecule Vaccine Adjuvant," CCAT/SPAWAR, San Diego, CA (89 pages), June, 2006 (Non-confidential Summary available)
6. Galbraith, C. et al, "MEMS Based Chemical Sensor for Security and Defense Applications (Seacoast Sciences, Inc, Carlsbad, CA)" CCAT/SPAWAR, San Bernardino, CA (15 pages), May, 2006 (Non-confidential Summary available)
7. Galbraith, C. et al, "Head Mounted Display" (Liteye Systems, CO)" CCAT/SPAWAR, San Diego, CA (45 pages), March, 2006 (Non-confidential Summary available)
8. Galbraith, C. et al, "Improved Solution for Managing Sand Fly Generated Disease Vectors," CCAT/SPAWAR, San Bernardino, CA (30 pages), May, 2006 (Non-confidential Summary available)
9. Galbraith, C. et al, "Focus Groups for Improved Collapsible Mosquito Trap Design," CCAT/SPAWAR, San Bernardino, CA (18 pages), May, 2006 (Non-confidential Summary available)

10. Galbraith, C. et al, "Improvised Explosive Device Detection and Medical Spectrometry, Phi-Fluor1 Fluorometer," Defense Advanced Research Program Agency (DARPA), (85 pages), November, 2005 (Non-confidential Summary available)
11. Galbraith, C., et al "Pre-first-responder Kit to Screen Biowarfare Agents" CCAT/SPAWAR, San Diego, CA (50 pages), March, 2005 (Non-confidential Summary available)
12. Galbraith, C., et al, "Intermodal Container Tracking System for Port Security" CCAT/SPAWAR, San Diego, CA (77 pages), June, 2004 (Non-confidential Summary available)
13. Galbraith, C., et al, "Handheld Apparatus for Biological Collection and Registration" ICAT/SPAWAR, San Bernardino, CA (61 pages), August, 2004 (Non-confidential Summary available)
14. Galbraith, C., et al, "Innovative Trap to Manage Disease Vectors" ICAT/SPAWAR, San Bernardino, CA (31 pages), August, 2004 (Non-confidential Summary available)
15. Galbraith, C. et al, "Field Portable Anti-Terrorism Chemical Warfare Agent Sensor" ICAT/SPAWAR, San Bernardino, CA (54 pages), February, 2004 (Non-confidential Summary available).
16. Galbraith, C. et al, "Advanced MEMS-Accelerometers" ICAT/SPAWAR, San Bernardino, CA (45 pages), February, 2004 (Non-confidential Summary available).
17. Galbraith, C., et al, "Micropore-Array Bio-Agent Detection System" CCAT/SPAWAR, San Diego, CA (33 pages), December, 2003 (Non-confidential Summary available).
18. Galbraith, C., et al, Robust Automated Classification & Decision Support, Naval Undersea Warfare Center" CCAT/SPAWAR, San Diego, CA (69 pages), December, 2003 (Non-confidential Summary available).
19. Galbraith, C., et al, "Biosensors Based on Optical-Resonant Structure on CCD-Arrays" CCAT/SPAWAR, San Diego, CA (72 pages), October, 2003 (Non-confidential Summary available).
20. Galbraith, C., et al, "Improved Hyperspectral X-ray Detector Modules," CCAT/SPAWAR, San Diego (28 pages), October, 2003 (Non-confidential Summary available).
21. Galbraith, C., et al, "Passive Immunotherapy for Anthrax Treatment," CCAT/SPAWAR, San Diego (78 pages), October, 2002 (Non-confidential Summary available).

Mentor on following DoD/DHS technology transfer projects (reference consultant on over 20 other technologies)

1. Development of Semiconductor Electro-Optic and Electroabsorptive Modulator , UCSD, Fall, 03
2. Advanced Oil Content Monitor, SPAWAR (AOCM), Fall, 03
3. Beryllium Replacement Materials for Structural and Thermal Management, UCSD, Fall, 03
4. Demonstration of a Novel Vaccine Production Technology Platform, Novatronic, Inc., Spring, 04
5. Commercial Application of Cruise Missile "Hard Constraint" Algorithm, TechLink/DoD, Fall, 2004
6. Beta-Testing BDRA algorithm for Commercialization, TechLink/DoD, Fall, 2004

Publications: Reports - State of California Department of Energy Technology Assessment and Commercialization Projects:

1. Powerline Control Technology for Lighting and HVAC (August, 2007; report available)
2. Transportable Compressed Air Energy Storage System (August, 2007; report available)
3. Elastomeric Roof Coatings (August, 2007; report available)
4. Wind Energy Market: Superturbine and Firefly technologies (August, 2007; report available)

Invited Papers, Presentations and Talks (Selected, last 5 years)

"Foundation of Cooperation in Benedictine Management", Presentation to Senior Management teams, Mondelez International, Madrid, Spain, April 12-15 (150 attendees)

"Technology Commercialization for Scientists in Small and Medium Entrepreneurial Firms," Webinar presented to the American Chemical Society, April 23, 2009 (580 attendees). Highest rated WEBINAR in the ACS series (4 ½ out of 5).

“Protocol for Technology Commercialization and Feasibility Studies,” *San Diego Los Alamos Defense Laboratory Technology and SPAWAR-SD* project teams, October 8, 2009, San Diego, CA (distance presentation), John Rodenrys, Leading Ventures (project manager).

“Trends in Angel Investing,” Wilmington Investor Network, January 26, 2009

“The Economic Structure of the Five-County Study Area – Bladen, Brunswick, Columbus, Duplin & New Hanover.” Presented to the *North Carolina Rural Center*, Wilmington, NC 1/22/09.

6 hour Panel Presentation, “Approaches to teaching technology entrepreneurship”, “research issues in technology entrepreneurship, commercialization and management,” and “Fundable business models for technology start-ups”, January 8, 2009; *2009 USASBE “Pre-Conference”*, Anaheim, CA January 8-11, 2009.

“Titan Cement and regional development”, Interview, NPR (WHQR) public radio (Wilmington, NC), played week of 1/26/09

“Economic and Technology Growth in the post-9/11 Environment,” September 11th, 2001 Five Years Later: A Panel Discussion at Randall Library, 9/11/06, part of the *U.S. Libraries “September Project”*

“Globalization and Carlos Fuentes”, Panel Discussion sponsored by *Department of Foreign Languages and Literature*, 11/18/2007, UNCW, Randall Library Auditorium.

“Benedictine Rule of Leadership”, Sewanee University of the South, and St. Mary’s Monastery, April, 2007

“Chivalry Today”, Radio and Podcast Interview Program, *ChivalryToday.com*, March 9, 2007.

“Protocol for Technology Commercialization and Feasibility Studies,” *San Diego State University-Los Alamos* project teams, February 4, 2007, San Diego, CA (distance presentation)

“Enhancing Technology Commercialization through the CCAT Technology Assessment Research Project,” *CCAT/SPAWAR Congressional Roundtable, Board of Directors*, November 17, 2006, San Diego, CA.

“Ethnical Leadership in an Entrepreneurial Organization: Application of the Benedictine Rule.” *Cray Executive Entrepreneurship Lecture*, Benedictine College, Atchison, Kansas, April 7, 2006

“Can We Predict Future Technology Success – And Who Does it Better?” *CCAT Annual Board Roundtable, Board of Directors*, July 1, 2005, San Diego, CA.

Presented, “Policy Recommendations for Linking University Technology Transfer and Economic Development in North Carolina: A Survey of Best Practices in the U.S.”, to the *University of North Carolina Economic Development Leadership Forum* (with D. Clayton), Greensboro, February 15, 2005

Invited participant and speaker, white paper conference, “University Economic Development in Practice”, University of North Carolina System, Chapel Hill, NC, October 6-7, 2004 (representative of UNCW to UNC system-wide conference)

Invited speaker, “Developing Industry Clusters: The Challenge for Our Educational System”, *5th Annual Future Forward Leadership Summit*, Boone, NC, November 17, 2004.

Over one hundred and fifty invited presentations, professional articles, and talks in the areas of entrepreneurship, technology management and international business. Includes presentations to various doctorate and research consortiums such as the Academy of Management, and others

sponsored by U.S. and international Ph.D. programs; various presentations to government organizations such as Congressional sub-committees and hearings, and various state and local agency programs; “invited” presentations to numerous professional organizations such as AAHA and AMA; presentations to several international government sponsored conferences, programs, and executive development sessions in India, Scotland, Albania, England, Mexico, Belize, and many Caribbean countries; various “invited” presentations and papers at academic conferences, such as Babson-Kaufman Entrepreneurial Research Conferences, the Strategic Management Society, and the national and regional Academy of Management Conferences. Also invited presentations regarding commercialization of technology to several university offices of technology transfer, the Center for Commercialization of Advanced Technology, SPAWAR, DHS, and NIH.

OTHER RELEVANT ACTIVITIES AND AWARDS

External Grant Proposals (recent)

Funded:

- 1) **Economic Input-Output Analysis of Southeastern North Carolina** (Co-PIs: Craig Galbraith and Leslie Hossfeld) (funded \$40,000, North Carolina Rural Agency, 2008/2009)
- 2) **Film Studio Feasibility Study** (Co-PI: Craig Galbraith and Ed Graham), \$15,000, UNCW Chancellor’s Fund, 2008)
- 3) **Neural Network, Linear Pattern Recognition and BDRA testing** (PI: Craig Galbraith) (funded, \$9,600, SPAWAR-SD, 2004, projected completed 5/04);
- 4) **Commercial Application and Dual-Use Transfer of Cruise Missile Hard Constraint Algorithms** (PI: Craig Galbraith and Doug Kline) (funded, \$15,000, TechLink, 2004-2006)
- 3) **Aboriginal Entrepreneurship and Economic Development** (with consortium of Canadian, Australian, and U.S. universities (UNCW), co-investigator (proposal, \$150,000 (UNCW component approximately \$6,000), Canadian Economic Development Agency, 2004)

External Contracts for Student Support (recent)

Supervised external contractual projects with SPARWAR, TechLink, Office of Secretary of Defense, and CCAT that have provided direct funding for over twenty different UNCW undergraduate and graduate students for over \$100,000 (2002-present).

Awards (selected)

Awarded GlaxoSmithKline Faculty Fellow, 2004-2005 (competitive award from the Institute of Emerging Issues, NC State University); UNCW Award for Outstanding Faculty Scholarship, 2003 (top university award for research at UNCW); A.T. Kearney Award for Best Dissertation in Strategic Management (Business Policy Division, Academy of Management), 1981; Identified as one of the top 100 cited researchers in strategy, 1993-2003 (Cummings, 2004 citation and publication references); Best Paper in Behavioral Economics Series, Edward Elgar, Ltd., 1988; Various Awards and Research Grants, UNCW (1993-present); Editorial Board, Journal of Small Business and Entrepreneurship and Journal of Enterprising Communities.

Universities Committees (last 5 years)

Coordinator, Department of Management Strategy Committee (2012 to present); Chairperson UNCW Promotion and Tenure Revision Committee (2010-2011); Chairperson, UNCW Student Evaluation Revision Committee (2010-2011); Member, Faculty Senate Budget Emergency Committee (2010-present); University Promotion and Tenure Committee (RPT), Chairperson 2005 to 2010); Engineering Task Force Committee; Chancellors Committee on First Year Experience, Faculty Scholarship Award Committee; Chairman of Financial Aid Committee, Cameron School of Business Strategic Planning Committee, Center for Business and Economic Research Committee, Undergraduate Curriculum Committee, several departmental committees, Chairman of annual UNCW Globalization in Latin America Conference.

Supervisor of Doctorate Dissertations (*Committee Member, but De-facto Supervisor with Jointly Authored Journal Article; Available in Dissertation Abstracts)

Since 1981, supervised several doctorate dissertations and member of Ph.D. committee for twelve dissertations (management, marketing, art history, economics, and biology at UCI, USIU, Purdue and Heriot-Watt University/Scotland); served on many master level thesis committees as member or outside advisor.

Mr. Theophilus Senyo Ackorlie (expected graduation 2013) Dissertation Title: *Strategic Planning Environment, Process and Performance in Public Institutions: A Comparative Study of Public Universities in Ghana* (DBA, Heriot-Watt University/Scotland)

Ms. Cheryl Ann Phillips-Cyrille (expected graduation 2013). Dissertation Title: *A Study of the Evolution of the Leadership Style within the Telecommunications Environment in Trinidad & Tobago* (DBA, Heriot-Watt University/Scotland)

Ms. Peggy Ng (expected graduation 2013). *A Study of the Viability of Strategic Enrollment Management (SEM) for Improving Student Progression in Continuing Education Institutions in Hong Kong* (DBA, Heriot-Watt University/Scotland)

Nkwenti-Zamcho, Emmanuel, *Factors related to the productivity of capital in a small manufacturing firm* (DBA, USIU)

Campbell, Kenneth James, *Technology transfer in the Navy research and development community: An analysis of private industry and navy laboratory performance*, (DBA, USIU)

Morgan, George Parker, Jr., *Information systems management in the U.S. Navy following the conversion of the Navy Regional Data Automation Centers to a reimbursable funding system*, (DBA, USIU)

Smith, David Ernest, *Expert systems for medical diagnosis: A study in technology transfer*, (DBA, USIU)

Betschart, James Floyd. *Strategies for hazardous materials crises management: An analytical framework for capability analysis*, (DBA, USIU).

Faff, Robert Frederick. *An aerospace corporate culture profile: Perceptions of five levels of management*, (DBA, USIU).

Murdock, Brock Gordon. *The information content of historical cost and FAS 33 returns on equity* (Ph.D, UC Irvine)

*Hoskisson, Rober E. *The effect of m-form reorganization on performance: A longitudinal analysis of impact and dynamics* (Ph.D, UC Irvine)

*Lim, Hye-Hwa, *Comparison among Anglo-Americans, Chinese-Americans, Japanese-Americans, and Korean-Americans in preferences for art and museum characteristics*. (Ph.D., USIU)

Teaching Evaluations

Several university commendations for teaching ("impact faculty") each year since 2000

Continuing Education Courses Taken (recent)

1. EMR - Personal Health Record Systems: Magic Pill or Kiss of Death? UC Davis, 1.0 CME, 9/23/10
2. "Bioethics Lecture Series - An Ethical Roadmap to Translational Research" (University of California Davis, CME, 1.0 credit. 4/25/09)
3. "Risk Management and Related Issues" (University of California Davis, CME 1.0 credit, 4/25/09)

4. Angel Capital Education Foundation (ACEF) course on Valuation, Wilmington, NC, 10/10/07, 6.0 hours)
5. “Weapons of Mass Destruction” (University of California Davis CME, 1.0 Credit, 3/08)
6. “Cultural Competence in the Health Care Setting” (University of California Davis, CME 1.0 credit, 3/08)
7. “Chemical and Radiation Threats (University of California CME 1.0 credit, 3/19/07)
8. “Emerging Infections” (University of California CME 1.0 credit, 3/21/07)
9. “Disaster Preparedness” (University of California CME 1.0 credit, 9/23/06)
10. “Bioterrorist Threats” (University of California CME 1.0 credit, 9/23/06)
11. Technology Transfer Immersion, NSF, (16.0 hours), 1/29-1/30/04

Legislative Testimony

The Economics of Plant Location: Case of Titan. Presented to North Carolina State Legislature, Environmental Committee Hearing, Raleigh, NC (3/23/09)

Court Testimony (qualified as expert in entrepreneurship and small business, business and practice valuation, small business accounting, technology transfer, forensic economics, 1995 to present)

New Hanover County Court

Maier v. Dwyer (1995)
 Coombs v. Coombs (1995)
 Powers v. Powers (1998)
 Blackledge v. Blackledge (1998)
 Soots v. Soots (1998)
 Offerman v. Offerman (1998)
 Blackledge v. Sheriff McQueen (1998)
 LaBounty v. LaBounty (1999)
 Obrowski v. Obrowski (1999)
 Calarco v. Calarco (1999)
 Ellis v. Ellis (2000)
 Johnson v. Johnson (2000)
 Powertemp Services v. Woodbury & Company (2001)
 Stephens v. Stephens (2001)
 Bryan v. Bryan (2002)
 Ives v. Ives (2003)
 Zala v. Zala (2004)
 Lowe v. Lowe (2005)
 Shivers v. Shivers (2005)
 Walker v. Walker (2006)
 Jackson v. Bahr (2007) (Binding Arbitration)
 Donnelly v. Raines (2007) (Binding Arbitration)
 Dudley v. Dudley (2007)
 Holland v. Stirewalt (2008)
 King v. King (2009)
 Pata v. Bressler (2013)

Wayne County Court

Whitley v. Clarke (1995)
 Cellular Plus v. Alltel (2002)

Onslow County

King v. King (2012)

Columbus County

Nance v. Nance (1998)
 Wirthington v. Wirthington (2003)
 Williams v. Williams (2010)
 Sykes v. Sykes (2011)

Brunswick County

Rogers v. Rogers (1998)
 McFarling v. McFarling (2000)
 Wilkerson v. Sunset Beach Air Conditioning (2002)
 Jones v. Jones (2006)

Wake County

Jagdman v. Morgan (2000)

Sampson County

Lindsay v. Lindsay (2010)

Missouri-Saint Louis

Patten v. TKE Fraternity (1997)

New York-New York Federal Court

Jancyn, Inc. v. Suffolk County (1996)

Other Activities of Interest

Delegate, North Carolina Governor’s Conference on Small Business, 1997; United Nations Advisor, UN Management Development Program (UNMDP) for Conversion of Albanian economy to a mixed economy, May, 1991. Several presentations at the University of Strathclyde, Scotland, ad hoc advisor to transition program at the University of Tirana, Department of Economics, Albania, 1991. Summer faculty intern (2 month) in forensic economics, forensic accounting, and business valuation, Brodshatzer, Wallace, Spoon & Yip, CPA (largest valuation

firm in San Diego), 1991. Testimony to many State agencies in California and Indiana regarding interest rates (on public funded loans), economic value and creation (economic development), and employment of the disabled (California Employment Department), 1983-1992, Director, UCI/UCLA joint Economic Forecast for Orange County, CA, 1983-1987. Member of two Air Force base closure re-use committees (1988, 1992).

Varsity Fencing Team (Sabre), San Diego State University, 1972- 1975 (studied under Hungarian Olympic Master, Francis Zold), placed 3rd in Intercollegiate Western Regional Championship, 1974. Currently member of Cape Fear Fencing Association and faculty advisor, UNCW Fencing club. Also competed on Varsity tennis team, Freshman year in college.

Varsity Sailing Team, B-boat (14 ft, Flying Jr); San Diego State University, 1973-1975; team ranked 2nd in United States. Active in deep sea sailboat racing and long-distance cruising.

April, 2013