

CURRICULUM VITAE  
**THOMAS H. ALLISON**

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|---|--------|------------------------|
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**EDUCATION**

Ph.D., University of Oklahoma, Michael F. Price College of Business, *Business Administration with an emphasis in Entrepreneurship*

B.B.A., Wichita State University, W. Frank Barton School of Business, *Business Administration with a major in Entrepreneurship*

**ACADEMIC APPOINTMENTS & PROFESSIONAL EXPERIENCE**

Assistant Professor of Entrepreneurship, Washington State University; (2014-Present)

Graduate Research/Teaching Assistant, University of Oklahoma; (2010-2014)

Research Assistant, Wichita State University; (2009-2010)

Entrepreneur and Founder, Allison Data Corporation; (2003-2008) Founded and operated for five years a technology venture, primarily dealing in legacy systems. Raised outside angel investment; hired, trained, and led a dozen team members.

**REFEREED JOURNAL PUBLICATIONS**

Anglin AH, Short JC, Drover W, Stevenson RM, McKenny AF, Allison TH. 2018. The power of positivity? The influence of positive psychological capital language on crowdfunding performance. *Journal of Business Venturing*. doi: 10.1016/j.jbusvent.2018.03.003

Allison TH, Davis BC, Webb JW, Short JC. 2017. Persuasion in Crowdfunding: An Elaboration Likelihood Model of Crowdfunding Performance. *Journal of Business Venturing*, 32(6): 707-725. doi: 10.1016/j.jbusvent.2017.09.002

Plummer LA, Allison TH, Connelly BL. 2016. Better together? Signaling interactions in new venture pursuit of initial external capital. *Academy of Management Journal*, 59(5): 1585-1604. doi: 10.5465/amj.2013.0100

Baur JE, Ellen BP, Buckley MR, Ferris GR, Allison TH, McKenny AF, Short JC. 2016. More than One Way to Articulate a Vision: A Configurations Approach to Leader Charismatic Rhetoric and Influence. *The Leadership Quarterly*, 27(1): 156-171. doi: 10.1016/j.leaqua.2015.08.002

- Allison TH, Davis BC, Short JC, Webb JW. 2015. Crowdfunding in a Prosocial Microlending Environment: Examining the Role of Intrinsic Versus Extrinsic Cues. *Entrepreneurship Theory and Practice*, 39(1): 53–73. doi: 10.1111/etap.12108
- Chandler GN, Broberg JC, Allison TH. 2014. Customer Value Propositions in Declining Industries: Differences between Industry Representative and High-Growth Firms. *Strategic Entrepreneurship Journal*, 8(3): 234–253. doi: 10.1002/sej.1181
- Allison TH, McKenny AF, Short JC. 2014. Integrating time into Family Business Research: Using random coefficients modeling to examine temporal influences on family firm ambidexterity. *Family Business Review*, 27(1), 20-34. doi: 10.1177/0894486513494782.
- Allison TH, McKenny AF, Short JC. 2013. The effect of entrepreneurial rhetoric on microlending investment: An examination of the warm-glow effect. *Journal of Business Venturing*, 28(6): 690-707. doi: 10.1016/j.jbusvent.2013.01.003

### **EDITORIAL/INVITED JOURNAL PUBLICATIONS**

- McKenny AF, Allison TH, Ketchen DJ, Short JC, Ireland RD. 2017. How Should Crowdfunding Research Evolve?: A Survey of the Entrepreneurship Theory and Practice Editorial Board. *Entrepreneurship Theory and Practice*, 41(2): 291-304. doi: 10.1111/etap.12269
- Short JC, Ketchen DJ, McKenny AF, Allison TH, Ireland RD. 2017. Research on Crowdfunding: Reviewing the (Very Recent) Past and Celebrating the Present. *Entrepreneurship Theory and Practice*, 41(2): 149-160. doi: 10.1111/etap.12270

### **PAPERS UNDER JOURNAL REVIEW**

- Oo P, Allison TH, Sahaym A, Juasrikul T. [TITLE REDACTED FOR BLIND REVIEW]. Second Revise and Resubmit, *Journal of Business Venturing*.
- Anglin A, Short JC, Ketchen DJ, Allison TH, McKenny A. [TITLE REDACTED FOR BLIND REVIEW]. *Journal of Business Venturing*.

### **PAPERS BEING PREPARED FOR SUBMISSION**

- Allison TH, Busenitz LW, Bolino MB, McKenny AF. Prosocial Funding Behavior in Crowdfunding. Preparing for submission to *Academy of Management Journal*.
- Srivastava S, Sahaym A, Allison TH. Alert and Awake: Role of CEO Alertness and Attention on New Product Introduction. Preparing for submission to *Journal of Business Venturing*.
- Grimes MG, Allison TH, McKenny AF, Short JC. The Paradox of Discursive Opportunities: How Media Frames Affect Social Movement Tactics and Counteraction. Preparing for submission to *Journal of Business Venturing*.
- Creek S, Allison TH, Sahaym A. Celebrity Entrepreneurs: Is Crowdfunding a Legitimate Source of Capital? Preparing for submission to *Academy of Management Journal*.

Allison TH, Busenitz LW. Regulatory change and the opportunity: Rapidly growing versus incumbent firms' abilities to capture opportunities and the role of entrepreneurial orientation. Preparing for submission to *Academy of Management Journal*.

### WORKING PAPERS

Allison TH, Warnick B, Davis, BC. "It's not what you say – it's how you say it!": An Audio Content Analysis of Crowdfunding Pitches.

Sheppard, L, Allison TH. Gendered Language in Women Entrepreneurs' Narratives.

McKenny AF, Short JC, Allison TH. Errant Signals: How Crowdfunding Performance Elicits Competition for De Novo Entrepreneurs.

Maurer J, Creek S, Allison TH, Sahaym A. Together is better: The interplay of automatic and systematic processing on crowdfunders' decisions.

Creek S, Maurer J, Oo P, Allison TH, Sahaym A. Offline Social Networks and the Dark Side of Online Crowdfunding.

Allison TH, Oo P, Busenitz LW. Positive and Negative Signals in Crowdfunding.

Oo P, Allison TH. Presence and authenticity: Extending the emotions as a social information (EASI) perspective into crowdfunding.

Allison TH, Baid C. Entrepreneurial orientation's impact on funding outcomes.

McKenny AF, Short JC, Allison TH. How What They Say Gets Them Paid: The Role of Framing in Crowdfunding.

### BOOKS AND BOOK CHAPTERS

Baid C, Allison TH. Forthcoming. How crowdfunding deals get done: signaling, social capital, and communication perspectives. In A Parhankangas, C Mason, & H Landström (Eds.), *Handbook of Research on Crowdfunding*. Cheltenham, UK/Northampton, MA, USA: Edward Elgar.

Srivastava S, Oo P, Sahaym A, Allison TH. 2018. Kickstart OR Jumpstart? Understanding Women Entrepreneurs' Crowdfunding Performance. In PG Greene & CG Brush (Eds.), *A Research Agenda for Women and Entrepreneurship: Identity through aspirations, behaviors, and confidence: pp. 207-220*. Cheltenham, UK/Northampton, MA, USA: Edward Elgar. doi: 10.4337/9781785365379.

Anglin AH, Allison TH, McKenny AF, & Busenitz LW. 2014. The Role of Charismatic Rhetoric in Crowdfunding: An Examination with Computer-Aided Text Analysis, *Social Entrepreneurship and Research Methods: Research Methodology in Strategy and Management*. New York: Emerald Group Ltd, 19-48.

Allison TH, McKenny AF, Short JC. 2014. Entrepreneurial rhetoric and business plan funding: an empirical examination. In *Communication and Language Analysis in the Corporate World*, Hart RP (ed). IGI Global: Hershey, PA.

Chandler GN, Allison TH. 2012. Finding and Evaluating Entrepreneurial Opportunities. Logan, UT: MyEducator, Inc.  
<https://snap.myeducator.com/reader/web.html/introtoentrepreneurship>.

### CONFERENCE PROCEEDINGS

- Plummer LA, Allison TH. 2012. External resource acquisition in spatially isolated firms. *Academy of Management Proceedings (Best Paper Proceedings)*.
- Allison TH, Busenitz LW. 2012. Investor engagement and the interaction of the opportunity and the environment: Alertness to customer needs and to new technologies. *Frontiers of Entrepreneurship Research: Vol. 32*.
- Plummer LA, Allison TH. 2011. Spatial isolation and resource acquisition in new ventures. *Frontiers of Entrepreneurship Research: Vol. 31*.

### CONFERENCE PRESENTATIONS

- Allison TH, Warnick BJ, Davis BC. 2018. It's not what you say – its how you say it!: An audio content analysis of crowdfunding pitches. To be presented at the 2018 Babson College Entrepreneurship Research Conference (BCERC). Waterford, Ireland.
- Oo P, Allison TH. 2018. Be yourself: Displays of authenticity in entrepreneurial resource acquisition. To be presented at the 2018 Babson College Entrepreneurship Research Conference (BCERC). Waterford, Ireland.
- Oo P, Allison TH. 2018. Presence: Extending the emotions as a social information (EASI) perspective into crowdfunding. To be presented at the Academy of Management Annual Meeting. Chicago, IL.
- McKenny AF, Short JC, Allison TH. 2018. Errant signals: How crowdfunding performance elicits competition for de novo entrepreneurs. To be presented at the Academy of Management Annual Meeting. Chicago, IL.
- Srivastava S, Allison TH, Sahaym A. 2018. Alert and Awake: Role of CEO Alertness and Attention on New Product Introduction. To be presented at the Academy of Management Annual Meeting. Chicago, IL.

### TEACHING

#### **Undergraduate Education & Courses Taught:**

##### Washington State University:

Entrepreneurial Management: Fall 2016, Fall 2017, Fall 2018

Entrepreneurial Finance: Fall 2016, Spring 2017, Spring 2018, Fall 2018

Strategic Management: Fall 2014, Spring/Fall 2015, Spring 2016

The University of Oklahoma:

New Venture Development II (Feasibility Analysis): Fall 2012, Spring/Fall 2013, Spring 2014  
Business Strategy and Policy: coteaching, Spring 2012  
Principles of Organization & Management, Distance Learning, 2011-2014  
Organizational Behavior, Distance Learning, 2011-2014

**Graduate Education & Teaching:**

Ph.D. Seminars Given:

Seminar in Organizational Theory, Spring 2017, Spring 2019

Ph.D. Committee Membership:

Pyayt Oo, 2014-2017; Defense Spring 2017; Placement: Central Michigan University  
Steven Creek, 2014-2018; Defense Spring 2018; Placement: Appalachian State University  
Josh Maurer, 2014-2018; Defense Spring 2018; Placement: Truman State University  
Smita Srivastava, 2015-2019; Passed Comps Fall 2017; On Job Market Fall 2018  
Chandresh Baid, 2016-2020; Coursework Stage; Comps Scheduled Fall 2018

Other Graduate Education:

Comprehensive Exam Question Writing & Grading (Fall 2014-Current)  
Assist with Evaluation of Ph.D. applicants (2015-Current)  
Panelist, 2015/2016 Spring Doctoral Student Seminar

**SERVICE ACTIVITIES**

**Professional Service:**

Editing and Peer Review:

Board of Review Member, *Journal of Business Venturing*: 2017-Current  
Editorial Review Board Member, *Family Business Review*: 2014-Current  
Guest Editor, Special Issue of *Entrepreneurship Theory and Practice* on Crowdfunding,  
with Dave Ketchen, Jeremy Short, R. Duane Ireland, and Aaron McKenny (2016;  
Published as Volume 41, Issue 2, 2017)

Ad Hoc Peer Review:

Business Ethics Quarterly  
Entrepreneurship Theory and Practice  
European Journal of Marketing  
International Journal of Management Reviews  
Journal of Business Ethics

Journal of Business Research  
Journal of Business Venturing  
Journal of Corporate Finance  
Journal of Environmental Communication  
Journal of International Business Studies  
Journal of Management  
Journal of Management Studies  
Journal of Product Innovation Management  
PLoS One

Conference Reviewing/Session Chair/Discussant/Panelist:

2018            Reviewer, AOM Meeting  
2017            Reviewer, BCERC (Abstracts)  
2016            Reviewer, AOM Meeting  
2016            Reviewer, BCERC (Abstracts)  
2015            Reviewer, AOM Meeting  
2015            Reviewer, BCERC (Abstracts)  
2015            Panelist, 2015 BCERC Doctoral Consortium  
2013-2010     Reviewer, AOM Meetings  
2013            Invited Panelist, UC Boulder Crowdfunding Conference, Sponsored by the  
                    Kauffman Foundation  
2012            Session Chair and Discussant, Southern Management Association Annual Meeting

Professional Memberships:

Academy of Management (ENT Division)

**Institutional Service (Department, College, University):**

Carson College Assurance of Learning Committee member  
Entrepreneurship Club Advisor  
WSU Faculty LGBTQ Ally, Trans\* Ally  
Honors Thesis evaluator, WSU Honors college  
Review & Interview Prospective Ph.D. Students  
2016 Vancouver Entrepreneurship Tenure-Track Search Committee  
Revision of Entrepreneurship Learning Goals  
MISE Strategic Planning – Undergraduate Curriculum Team  
Judge, WSU Business Plan Competition  
2015 Entrepreneurship Tenure-Track Search Committee

**Government and Community Service:**

2016-2017:

Pullman School District Classroom Volunteer

**MEDIA COVERAGE OF PUBLISHED RESEARCH**

Brooks, C. 2013. The secret to crowdfunding? Get warm and fuzzy. BusinessNewsDaily wire service, 20 Feb 2013.

*Article published at:* **LiveScience.com:** <http://www.livescience.com/27258-crowdfunding-strategies-emotions.html>; **Yahoo News:** <http://news.yahoo.com/secret-crowdfunding-warm-fuzzy-143228376.html>; **BusinessNewsDaily:** <http://www.businessnewsdaily.com/3984-crowdfunding-strategies-emotions.html>; **Fox Business:** <http://smallbusiness.foxbusiness.com/sbc/2013/02/19/secret-to-crowdfunding-get-warm-and-fuzzy/>