

# Suleiman "Sul" K. Kassicieh

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## ***Education:***

Ph.D., Operations Research and International Business, University of Iowa, 1978  
MBA, Finance, University of New Mexico, 1975  
BS, Mathematics, University of New Mexico, 1973

## ***Academic Employment:***

The R. O. Anderson Schools of Management, University of New Mexico:

2008- Present	Distinguished Professor of Management and ASM Endowed Chair in Economic Development (2005 – present)
2005 – 2007	Associate Dean for Research and Economic Development
1993 - 2005	Regents' Professor of Management of Technology, Director of the Management of Technology Program
1993 - 2002	Chairman of the Finance, International and Technology Management Department, Alfred Franklin Black Professor of Entrepreneurship (1994-1997), The Black Family Professor of MOT and Economic Development (1998-2004).
1990 - 1993	ASM Foundation Professor of Management Science and Management Information Systems
1989 - 1990	Faculty Sabbatical (Member of the Technical Staff), Sandia National Laboratories
1987 - 1989	Associate Dean for Academic Administration and Director of BBA and MBA programs
1985 - 1990	Presidential Lecturer and Associate Professor of Management Science and Management Information Systems.
1981 - 1984	Assistant Professor and Area Coordinator of Management Science and Management Information Systems

College of Business, Illinois State University  
1979 - 1981      Assistant Professor of Quantitative Methods

# RESEARCH

## ***Research Grants Awarded:***

S. Kassicieh, “Funding for Green Energy Initiatives in Business Plan Competition” grant awarded for \$ 75,000 by Workforce Innovation in Regional Economic Development (WIRED), 2008-2010.

S. Kassicieh, Steve Walsh and Craig White, “Technology Entrepreneurship Program”, grant awarded for \$637,450 from Los Alamos National Laboratory, 2008-2013.

S. Kassicieh, Steve Walsh and Craig White, “Small High-Tech Business Assistance: Technology Assessments and Business Planning”, grant awarded for \$127,500 from Sandia National Laboratories, 2008.

S. Kassicieh, “Technology Commercialization Analysis,” grant awarded for \$ 35,000 by Los Alamos National Laboratory, 2007-2008.

S. Kassicieh, Steve Walsh and Craig White, “Small High-Tech Business Assistance: Technology Assessments and Business Planning”, grant awarded for \$68,000 from Sandia National Laboratories, 2007.

S. Kassicieh and S. Walsh, “Small High-Tech Business Assistance: Technology Assessments and Business Planning,” grant awarded for \$42,500 from Sandia National Laboratories, 2007.

S. Kassicieh and S. Walsh, “Small High-Tech Business Assistance: Technology Assessments and Business Planning,” grant awarded for \$85,000 from Sandia National Laboratories, 2006.

S. Kassicieh, “Technology Commercialization Studies,” grant awarded from Los Alamos National Laboratory for \$13,500.

S. Kassicieh, “Surrogate Entrepreneurship,” grant awarded by Kauffman Foundation for \$30,000, November 2005

S. K. Kassicieh and S. T. Walsh, “Small High-Tech Business Assistance: Technology Assessments and Business Planning,” grant awarded for \$127,500 from Sandia National Laboratories, 2005-2006.

S. K. Kassicieh and S. T. Walsh, “Small High-Tech Business Assistance: Technology Assessments and Business Planning,” grant awarded for \$148,750 from Sandia National Laboratories, 2003-2004.

S. K. Kassicieh, “Small High-Tech Business Assistance: Technology Assessments and Business Planning,” grant awarded for \$250,000 from Sandia National Laboratories, 2001-2002.

S. K. Kassicieh and S. T. Walsh, "Commercialization of Microsystems Conference Planning," grant awarded for \$32,500 from Sandia National Laboratories, 2000.

S. K. Kassicieh and S. T. Walsh, "Commercialization of Microsystems Conference Planning," grant awarded for \$200,000 from MANCEF, 2000.

S. K. Kassicieh and S. T. Walsh, "Technology Assessments for Sandia's Intelligent Systems and Robotics Center" grant awarded for \$14,000 by Sandia National Laboratories, 1999.

S. K. Kassicieh, "Business Plan Development in the Former Soviet Union: X-ray Technologies in the Closed City of Snezhinsk," grant from the U.S. State Department International Science and Technology Cooperation awarded for \$50,000 through the NM Engineering Institute, 1999.

S. K. Kassicieh, "Commercializing Environmentally Related Technologies," grant awarded for \$35,000 by Waste Management Education and Research Consortium, 1997.

S. K. Kassicieh, "Technology Commercialization Assessments," grant awarded for \$500,000 by Sandia National Laboratories, 1995-2000.

S. K. Kassicieh and H. R. Ravinder, "Elicitation of Expert Opinions in WIPP research," grant awarded for \$38,000 by Sandia National Laboratories, 1994-1995.

S. K. Kassicieh, "Information Modeling in Environmental Operations," grant awarded for \$52,000 by Sandia National Laboratories, 1994-1995.

S. K. Kassicieh, "Technology Transfer Computing Studies," grant awarded for \$28,000 by Sandia National Laboratories, 1992-3.

S. K. Kassicieh and J. M. Mullins, "IBM Computer Integrated Manufacturing Alliance," grant awarded for \$350,000 by IBM, 1989.

S. D. Burd, S. K. Kassicieh, and R. S. Tripp, "Independent Evaluation of Research and Development Pricing Management Information System," grant awarded for \$20,000 by Sandia National Laboratories, 1988.

S. D. Burd and S. K. Kassicieh, "Intelligent Decision Support in Computer Capacity Planning," grant awarded for \$70,000 by Sandia National Laboratories, 1986-1987.

S. D. Burd and S. K. Kassicieh, "Artificial Intelligence, Expert Systems and Decision Support in Financial Accounting and Operations," grant awarded for \$40,000 by Sandia National Laboratories, 1985.

***Books:***

Suleiman K. Kassicieh and H. Raymond Radosevich (eds.) From Lab to Market:

Commercialization of Public-Sector Technology. N.Y.: Plenum Publishing, 1994.

**Articles - Refereed:**

- 1) S. K. Kassicieh, "International Intra-Company Transfer Pricing," *Operations Research*, Vol. 29, No. 4, July-August 1981, pp. 817-828.
- 2) S. K. Kassicieh and J. R. Nassar, "Political Risk and the Multinational Corporation: A study of the Effect of the Iranian Revolution on MNC activities in Saudi Arabia, Kuwait and the United Arab Emirates," *Management International Review*, Vol. 22 no. 3, 1982, pp. 22-32.
- 3) S. K. Kassicieh and J. R. Nassar, "War and Revolution in the Persian Gulf: MNC's Political Risk," *California Management Review*, Vol. 26 no. 1, 1983, pp. 88-99.
- 4) S. K. Kassicieh, H. L. Smith and T. Lincoln, "Attaining Profitability in a Non-profit Clinic: Lessons from Practice Management," *Journal of Ambulatory Care Management*, Vol. 8, no. 1, 1985, pp. 46-56.
- 5) S. K. Kassicieh, "Building Decision Support System Generators: Policy Issues," *International Journal on Policy and Information*, Vol. 9, No. 2, December 1985, pp. 51-61.
- 6) S. K. Kassicieh and J. R. Nassar, "Political Risk in the Gulf: The Impact of the Iran-Iraq War on Governments and Multinational Corporations in the Region," *California Management Review*, Vol. 28, No. 2, Winter 1986, pp. 69-86.
- 7) S. K. Kassicieh and R. D. Rogers, "Micro Computer Purchase Criteria Across Industries," *Industrial Marketing Management*, Vol. 15, No. 5, May 1986, pp. 139-146.
- 8) S. K. Kassicieh, D. K. Burleson and R. J. Lievano, "A Decision Support System for Academic Scheduling," *Technological Horizons in Education Journal*, June 1986, pp. 74-77.
- 9) S. K. Kassicieh and J. W. Nowak, "Decision Support Systems in Academic Planning: Important Considerations and Issues," *Information Processing & Management*, Vol. 22, No. 5, 1986, pp. 395-403.
- 10) B. Schiemenz and S. K. Kassicieh, "Ein Management-Unterstützungs- System Fur Die Pretiale Unternehmensführung," (A Decision Support System for Resource Allocation), *Systemforschung und Kybernetik fur Wirstschaft und Gesellschaft*, 1986, pp. 87-103.
- 11) S. K. Kassicieh, D. K. Burleson and R. J. Lievano, "Design and Implementation of A Decision Support System for Academic Scheduling," *Information & Management*, Vol. 11, No. 2, 1986, pp. 57-64.
- 12) S. K. Kassicieh, "Evaluation of Incentive Structure Strategies in Resource Allocation

Problems," *Large Scale Systems*, Vol. 10, No. 4, 1986, pp. 193-202.

13) S. K. Kassicieh and C. R. Schultz, "Decision Support Flexible Manufacturing Systems," *OMEGA*, Vol. 15, No. 6, 1987, pp. 495-503.

14) S. D. Burd and S. K. Kassicieh, "Logic-Based Decision Support for Computer Capacity Planning," *Information & Management*, Vol. 13, No. 3, 1987, pp. 125-133.

15) R. S. Tripp; M. C. Filteau and S. K. Kassicieh, "Controlling Large Scale MIS Projects Via a Design to Cost Incremental Development Strategy: A Perspective for Logistics Users," *Logistics Spectrum*, Vol. 22, No. 1, pp. 29-40, Spring 1988.

16) S. D. Burd and S. K. Kassicieh, "A Prolog-Based Decision Support System for Computer Capacity Planning," *Annals of Operations Research*, Vol. 12, pp. 337-357, 1988.

17) S. K. Kassicieh, G. Kawaguchi and L. Malczynski, " Electronic Voting Machines: Managing Elections in the 1990s," *Journal of Systems Management*, Volume 39, No. 12, pp. 6-12, 1988.

18) M. C. Filteau, S. K. Kassicieh, and R. S. Tripp, "Evolutionary Database Design and Development in Very Large Scale MIS," *Information and Management*, Vol. 15, pp. 203-212, 1988.

19) S. D. Burd and S. K. Kassicieh, "Using AI Methodologies in Mathematical Modeling of Production Systems," *Annals of Operations Research*, Volume 17, pp. 307-322, 1989.

20) S. K. Kassicieh and R. S. Tripp, "Using Resource Constraints to Control Incremental Development Of Large Scale MIS Projects," *Information Resource Management Journal*, Vol. 2, No. 2, pp. 1-12, 1989.

21) S. D. Burd and S. K. Kassicieh, "The Use of AI Methodologies in Production System Modeling," *Computers & Industrial Engineering*, Vol. 18, No. 4, pp. 559-570, 1990.

22) S. D. Burd and S. K. Kassicieh, "Decision Support for Supercomputer Acquisitions," *Operations Research*, Vol. 39, No. 3, pp. 366-377, 1991.

23) R. S. Tripp and S. K. Kassicieh, "The Weapon System Management Information System (WSMIS): A Decision Support System For Measuring and Managing Weapon System Readiness and Sustainability," *Interfaces*, Vol. 21, No. 4, pp. 11-25, 1991.

24) S. K. Kassicieh and R. Radosevich, "A Model of Technology Transfer: Using Group Decision Support Systems and Electronic Meetings," *Journal of Technology Transfer*, Vol. 16, No. 3, pp. 43-49, 1991.

25) J. H. Mullins, M. Shahinpoor, M. Jamshidi, S. K. Kassicieh and G. Starr, " Robotics and

Manufacturing Education and Research - The New Mexico Initiatives," *Journal of Robotics and Computer-Integrated Manufacturing*, Vol. 9, No. 1, pp. 15-25, 1992.

26) S. K. Kassicieh and Howard L. Smith, "Improved Scheduling by Using Computer Systems: Suggestions for Health Care Executives," *Healthcare Informatics*, Vol. 9, No. 5, pp. 62-66, 1992.

27) R. Radosevich and S. K. Kassicieh, "Strategic Challenges to Competitiveness through Public-Sector Technology," *California Management Review*, Vol. 35, No. 4, pp. 33-50, 1993.

28) S. K. Kassicieh, H. Ravinder and S. Yourstone, "A Decision Support Framework for the Justification of Advanced Manufacturing Technologies," *IEEE Transactions on Engineering Management*, Vol. 40, No. 4, pp. 398-403, 1993.

29) D. Weeks and S. K. Kassicieh, "Using Kalman Filters in Bond Pricing Models," *Annals of Operations Research*, Vol. 45, pp. 405-431, 1993.

30) M. Allen, S. K. Kassicieh, R. Radosevich and J. Soderstrom, "Attitudinal and Situational Differences Between National Laboratory Inventors and Inventor-Entrepreneurs," in Churchill, N. et al. (eds.), *Frontiers of Entrepreneurship Research 1992*, pp. 51-62, 1994.

31) S. K. Kassicieh, S. Yourstone and W. Zimmer, "SPC-Pro: An Expert System Approach for Variables Control Charts," *Quality Engineering*, Vol. 7, No.1, pp.89-104, 1994.

32) S. K. Kassicieh, R. Radosevich and J. Umbarger, "A Comparative Study of Entrepreneurship Incidence among Inventors in National Laboratories," *Entrepreneurship Theory and Practice*, Vol. 20 No. 3, Spring 1996, pp. 33-49.

33) S. K. Kassicieh, R. Radosevich and Catherine Banbury, "Predicting Entrepreneurial Behavior among National Laboratory Inventors," *IEEE Transactions on Engineering Management*, Vol. 44, No. 3, August 1997, pp. 248-257.

34) Eliezer Geisler, S. K. Kassicieh, " Information Technologies and Technology Commercialization: The Research Agenda," *IEEE Transaction on Engineering Management Special Issue on Technology Transfer and Information Technology*, Vol. 44, No. 4, November 1997, pp. 339-346.

35) S. K. Kassicieh and S. Yourstone, "Training, Performance Evaluation, and TQM implementation Success," *Journal of Quality Management*, Vol. 3, No. 1, 1998, pp.25-38.

36) M. Igarria and S. K. Kassicieh and Milton Silver, "Career Orientations and Career Success among Research, Development and Engineering Professionals," *Journal of Engineering and Technology Management*, Vol. 16, pp. 29-54, 1999.

- 37) E. G. Carayannis, S. K. Kassicieh and R. Radosevich, "Strategic Alliances as a Source of Early-Stage Seed Capital in New Technology-Based Firms," *Technovation*, Vol. 20, no. 11, pp. 603-615, 2000.
- 38) Raul De Gouvea and Suleiman K. Kassicieh, "Resource-based Innovation: The Case for the Amazon Region," *Engineering Management Journal*, Vol. 13, no. 1, pp. 28-32, 2001.
- 39) Raul De Gouvea; Jana Hranaiova and Suleiman K. Kassicieh, "Evaluation of Export Performance in Three Brazilian Economic Regions," *Journal of Current Research in Global Business*, Vol. 3 no. 4, pp. 17-25, 2001.
- 40) Raul De Gouvea and Suleiman K. Kassicieh, "E-Learning in Latin America," *Journal of Institutional Research*, Vol. 10 no. 1, 2001, pp. 1-15.
- 41) Raul De Gouvea, Jana Hranaiova, Suleiman K. Kassicieh, "Evaluation of Export Performance in Three Brazilian Economic Regions," *Journal of Current Research in Global Business*, Vol. 3 no.4, 2001, pp. 17-25.
- 42) Raul De Gouvea and Suleiman K. Kassicieh, "Brazil.com," *Thunderbird International Business Review*, Vol. 44 no. 1, 2002, pp. 105-117.
- 43) Suleiman K. Kassicieh, Steven T. Walsh, Bruce A. Kirchhoff and Paul McWhorter, "The Role of Small Firms in Technology Transfer," *Technovation*, Vol. 22, no. 11, 2002, pp. 667-674.
- 44) Gouvea, R., Hranaiova, J., and Kassicieh, S. (2002), "Effect of Technology on International Competitiveness and Export Portfolio Diversification," *Journal of Global Competitiveness*, Vol. 10, no. 1, 2002, pp. 248-259.
- 45) B. A. Kirchhoff, S. K. Kassicieh and S. T. Walsh, "Introduction to the Special Cluster on the Commercialization of Disruptive Technologies and Discontinuous Innovations," *IEEE Transactions on Engineering Management*, Vol. 49, no. 4, 2002, pp. 319-321.
- 46) Suleiman K. Kassicieh, Steven T. Walsh, Alton D. Romig, John C. Cummings, Paul McWhorter, David Williams, " Factors Differentiating the Commercialization of Disruptive and Sustaining Technologies," *IEEE Transactions on Engineering Management*, Vol. 49, no. 4, 2002, pp. 375-387.
- 47) R. Gouvea and S. Kassicieh, "Latin America.Com," *Journal of Current Business Research*, Vol.5, no.7, 2003, pp. 64-70.
- 48) R. De Gouvea, and S. Kassicieh, "Defense Conversion and Globalization," *Journal of International Business and Entrepreneurship*, Vol. 1 no. 2, 2003, pp. 10-17.
- 49) Suleiman K. Kassicieh and Steven T. Walsh, "Models of Disruptive Technology

Commercialization,” *International Journal of Technology Transfer and Commercialisation*, Vol. 3, no. 4, 2004, pp. 187-198.

50) Raul De Gouvea and Suleiman K. Kassicieh, “Shifting the Technology Paradigm: Moving towards Commercialization,” *Latin American Business Review*, Vol. 4 no. 3, 2004, pp. 91-109.

51) R. De Gouvea, J. Hranaiova, and S. Kassicieh, “Assessing Optimality of Export Portfolios for Five Brazilian Economic Regions,” *Revista de Economia & Relacoes Internacionais*, Vol. 2 no. 4, 2004, pp. 40-55.

52) R. De Gouvea, and S. Kassicieh, “Using Resources in R&D Policy Planning: Brazil, the Amazon and Biotechnology,” *Technological Forecasting and Social Change*, 72(5): 535-547, 2005.

53) D. Di Gregorio, S. Kassicieh and R. De Gouvea, “Drivers of E-business Activity in Developed and Emerging Markets,” *IEEE Transactions on Engineering Management*, 52(2): 155-166, 2005.

54) S. K. Kassicieh and Nabeel Rahal, “A Model for Disruptive Technology Forecasting in Strategic Regional Economic Development,” *Technological Forecasting and Social Change*, 74(9), 1718:1732, 2007.

55) R. Gouvea, S. Kassicieh and I. Figueira, “Sustainable Strategies for the Brazilian Amazon Region,” forthcoming in *Competitive Forum Journal*.

56) S. K. Kassicieh, "Factors of Entrepreneurial Activities in Technology-Based Economic Development," under review *Technology Forecasting and Social Change*.

57) S. K. Kassicieh, “Surrogate Entrepreneurship: Analysis and Factors of Success,” under review at *R&D Management*.

58) Na Dai, Hoje Jo and Sul Kassicieh, “Venture Capital Ownership Type, Investment Criteria, and Venture Performance,” under review at *Journal of Financial Intermediation*.

### ***Chapters in Books***

1) S. K. Kassicieh and R. Radosevich, "The Importance of Public-Sector Technology Commercialization," in Suleiman K. Kassicieh and H. Raymond Radosevich (eds.) *From Lab to Market: Commercialization of Public-Sector Technology*. N.Y.: Plenum Publishing, 1994, pp. 3-8.

2) S. K. Kassicieh and R. Radosevich, "Public Sector Technology Commercialization Mechanisms and Processes," in Suleiman K. Kassicieh and H. Raymond Radosevich (eds.) *From Lab to Market: Commercialization of Public-Sector Technology*. N.Y.: Plenum Publishing,

1994, pp. 197-208.

3) S. K. Kassicieh and R. Radosevich, "The Participant Roles in Public-Sector Technology Commercialization," in Suleiman K. Kassicieh and H. Raymond Radosevich (eds.) *From Lab to Market: Commercialization of Public-Sector Technology*. N.Y.: Plenum Publishing, 1994, pp. 125-135.

4) S. K. Kassicieh and R. Radosevich, "Prescriptive Paradigms in Public-Sector Technology Commercialization," in Suleiman K. Kassicieh and H. Raymond Radosevich (eds.) *From Lab to Market: Commercialization of Public-Sector Technology*. N.Y.: Plenum Publishing, 1994, pp. 277-278.

5) S. K. Kassicieh, H. Ravinder and S. Yourstone, "A Decision Support System For The Justification Of Computer Integrated Manufacturing," in H. Parsaei; T. Hanley and S. Kolli (eds.) *Manufacturing Decision Support Systems*. London: Chapman and Hall, 1997, pp. 15-32.

6) Suleiman K. Kassicieh "Commercialization of Public Sector Technology: Practices and Policies," in R.C. Dorf (ed.) *The Handbook of Technology Management*. Boca Raton, FL: CRC Press/ IEEE Press, pp. 2/26-2/30, 1998.

7) Suleiman K. Kassicieh, Steven T. Walsh, Alton D. Romig, John Cummings, Paul McWhorter and David Williams, "An Empirical Analysis of Differences between Sustaining and Disruptive Technology Innovations," in D. Kocaoglu and T. Anderson (eds.), *Technology Management in the Knowledge Era*, Portland, OR: PICMET, pp. 109-116, 2001.

8) S. Kassicieh, "A Statistical Analysis of Variables Affecting Technology-Based Economic Development," in T. Anderson, T. Daim and D. Kocaoglu (eds.), *Technology Management: A Unifying Discipline for Melting the Boundaries*, Portland, OR: PICMET, pp. 43-51, 2005.

9) Raul Gouvea, Dante Di Gregorio and Suleiman K. Kassicieh, "E-commerce Activity, Opportunities and Strategies in Latin America," in S. Kamel (ed.), *Electronic Business in Developing Countries: Opportunities and Challenges*, Hershey, PA: Idea Group Publishing, pp. 118-141, 2005.

### ***Articles – Non-refereed***

1) Suleiman K. Kassicieh, Thomas L. Paez and Gautam Vora, "NeuralWorks Predict (Software review)", *ORMS Today*, February 1997, pp. 68-70.

2) Steven T. Walsh, Suleiman K. Kassicieh, Job Elders and Patric Salomon "The Commercialization of Microsystems: An Exogenous Disruptive Technology Base", *MST News*, December 1998, pp. 33-35.

- 3) Sul Kassicieh, "Where Management Really Counts: The MOT Program Provides Vital Training," *New Mexico Business Journal*, 22(11), December 1998, p. 61.
- 4) Gouvea, R., Kassicieh, S., and Hranaiova, J. (2001). "Measuring Trade Exposure," *Estrategica*, vol. 1, No.2, p.8-18.
- 5) Craig White, Robert Giasolli and Sul Kassicieh, "MEMS/MST Cost Model," Chapter in the *Microsystems Road Map*, MaNCEF, 2002.

***Proceedings - Refereed:***

- 1) S. K. Kassicieh and J. W. Nowak, "A Framework for the Design of A Decision Support System in Academic Planning," *Proceedings of the Midwest American Institute of Decision Sciences*, April 1982, pp. 10-11.
- 2) S. K. Kassicieh and D. K. Bursleson, "The Effect of the Political Environment on the Design and Implementation Strategy of a Decision Support System for Academic Scheduling," *The Seventeenth Hawaii International Conference of System Sciences*, January 1984, pp 570-577.
- 3) W. I. Bullers, Jr., S. D. Burd and S. K. Kassicieh, "Implementation Issues for Intelligent Decision Support Systems," *Proceedings of the IEEE Workshop on Languages for Automation*, November 1984, pp. 134-141.
- 4) S. K. Kassicieh, "A Decision Support System for Transfer Pricing," *The Eighteenth Hawaii International Conference of System Sciences*, January 1985, pp. 439-445.
- 5) S. K. Kassicieh and R. D. Rogers, "Variations in Selection Criteria Importance for Industrial Microcomputer Purchases," *Marketing Information in the Information Age: Proceedings of the Western Marketing Educators' Association*, April 1985, pp. 44-48.
- 6) S. K. Kassicieh and R. D. Rogers, "Decision-Making in Industrial Microcomputer Purchases: Issues in the Management of Information Systems," *Proceedings of the Decision Sciences Institute Conference*, 1986, pp. 871.
- 7) S. D. Burd and S. K. Kassicieh, "Artificial Intelligence, Expert Systems and Decision Support: Implementation of a Prototype using Prolog," *Proceedings of the Decision Sciences Institute Conference*, 1986, pp. 176- 178.
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- 10) S. K. Kassicieh and R. S. Tripp, "Development Methodologies of Large Scale MIS Projects under Resource Constraints," Proceedings of the Decision Sciences Institute Conference, 1988, pp. 119-121.
- 11) S. K. Kassicieh, "Problems with Data and Model Linkages in DSS," Proceedings of the Decision Sciences Institute Conference, 1989, pp. 295-297.
- 12) S. K. Kassicieh and R. Radosevich, "Using Group Decision Support Systems and Electronic Meetings for Technology Transfer," Proceedings of the Western Decision Sciences Institute Conference, 1992, pp. 615-617.
- 13) S. K. Kassicieh, R. Radosevich and J. Umbarger, "Entrepreneurship and Technology Transfer Incidence among Inventors in National Laboratories," Proceedings of the Decision Sciences Institute Conference, 1993, pp. 1234-1236.
- 14) S. K. Kassicieh, David V. Gibson and Kenneth A. Griggs, "Introduction to the Issues in Technology Transfer Mini-track," Proceedings of the 27th Hawaii International Conference on Systems Sciences, January 1994, pp. 464.
- 15) David Gibson and S. K. Kassicieh, "Issues in Technology Transfer," Proceedings of the 28th Hawaii International Conference on Systems Sciences, January 1995, pp. 363-364.
- 16) S. K. Kassicieh and J. D. Zepper, "Technology Transfer in Sandia's Scientific Areas: The Engineering Sciences Technology Information Environment Systematic Approach to Security, Privacy and Appropriate Access," Proceedings of the 28th Hawaii International Conference on Systems Sciences, January 1995, pp. 689-695.
- 17) S. K. Kassicieh and H. R. Radosevich, "Correlation between Attitudinal, Situational and Personal Characteristics of Entrepreneurs and Inventors from National Laboratories," Proceedings of the Decision Sciences Institute Conference, 1995, pp. 142-144.
- 18) David Gibson and S. K. Kassicieh, "Systems in Technology Transfer," Proceedings of the 29th Hawaii International Conference on Systems Sciences, pp. 203, 1996.
- 19) E. G. Carayannis and S. K. Kassicieh, "Managing Higher Order Technological Learning : A Factor in Predicting Firm Market Performance ?," Proceedings of the 29th Hawaii International Conference on Systems Sciences, pp. 204-210, January 1996.
- 20) E. G. Carayannis, S. K. Kassicieh, and R. Radosevich, "Strategic Alliances as a Source of Early-Stage Seed Capital in Technology-Based, Entrepreneurial Firms," Proceedings of the 29th Hawaii International Conference on Systems Sciences, pp. 211-216, January 1996.
- 21) E. G. Carayannis and S. K. Kassicieh, "The Relationship between Market Performance and Higher Order Technological Learning in Technology Driven Firms," Proceedings of the Fifth

International Conference on Management of Technology, pp.114-115, February 1996.

22) David V. Gibson and S. K. Kassicieh, "Systems in Technology Transfer," Proceedings of the 30th Hawaii International Conference on Systems Sciences, pp. 94-95, 1997.

23) Suleiman K. Kassicieh, Thomas L. Paez and Gautam Vora, "Complex and Chaotic Systems: Introduction to the Track," Proceedings of the 30th Hawaii International Conference on Systems Sciences, pp. 452-454, 1997.

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25) Elias Carayannis and S. Kassicieh, "Higher Order Technological Learning, Strategic Assets, Core Capabilities, and Market Performance in Technology-Driven Firms: An Empirical Study", Portland International Conference on Management of Engineering and Technology, Portland, Oregon, July 27-31, 1997

26) Elias Carayannis, S. Kassicieh and R. Radosevich, "Financing Technological Entrepreneurship: The Role of Strategic Alliances in Procuring Early Stage Seed Capital", Portland International Conference on Management of Engineering and Technology, Portland, Oregon, July 27-31, 1997

27) Suleiman K. Kassicieh, Thomas L. Paez and Gautam Vora, "Complex and Chaotic Systems: Introduction to the Track," Proceedings of the 31st Hawaii International Conference on Systems Sciences, Vol. V., pp. 84-85, 1998.

28) Suleiman K. Kassicieh, Thomas L. Paez and Gautam Vora, "Data Transformation Methods for Genetic-Algorithm-Based Investment Decisions," Proceedings of the 31st Hawaii International Conference on Systems Sciences, Vol. V., pp. 122-129, 1998.

29) David V. Gibson and S. K. Kassicieh, "Systems in Technology Transfer: Introduction to the Track," Proceedings of the 31st Hawaii International Conference on Systems Sciences, Vol. VI, pp. 232, 1998.

30) Suleiman K. Kassicieh, Steven T. Walsh, Al Romig, John Cummings, Paul McWhorter, David Williams, "A Model for Technology Assessment and Commercialization of Innovative Disruptive Technologies," Proceedings of the Engineering Management Society International Conference, August 2000, pp. 341-344.

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- 32) Raul De Gouvea and Suleiman K. Kassicieh, "E-learning in Latin America," Proceedings of the American Society of Business and Behavioral Sciences, February 2001, pp. 6-18.
- 33) Suleiman K. Kassicieh and Robert A. Haak, "Microsystems and Getting Equity Financing," Commercialization of Microsystems Conference, 2001, pp. XI1-XI21.
- 34) Raul De Gouvea, Jana Hranaiova and Suleiman K. Kassicieh, "Assessing Optimality of Export Portfolios of Five Brazilian Economic Regions," Proceedings of the American Society of Business and Behavioral Sciences, February 2002, pp. 203-215.
- 35) Sul Kassicieh, "Enhancing the Venture and Equity Capital Funding Strategies for Micro and Nanotechnology," Proceedings of the Commercialization of Microsystems Conference 2003, September 2003, pp. 506-509.
- 36) Sul Kassicieh, "Commercialization and Funding Strategies for Micro/Nanotechnology Companies," Proceedings of the Commercialization of Microsystems Conference 2004, September 2004, pp. 225-228.
- 37) Raul Gouvea and Sul Kassicieh, "Software Development in Emerging Economies: The Brazilian Model for Economic Development in Knowledge Technologies, Proceedings of Association for Global Business Conference, November 2004, pp 1-12.
- 38) S. Kassicieh, "A Statistical Analysis of Variables Affecting Technology-Based Economic Development," in T. Anderson, T. Daim and D. Kocaoglu (eds.), *Technology Management: A Unifying Discipline for Melting the Boundaries*, Portland, OR: PICMET, pp. 43-51, 2005.
- 39) Suleiman K. Kassicieh and Vinod Ramdas, "Patterns of Commercialization and Funding For Micro/NanoTechnology Companies," Proceedings of the Commercialization of Microsystems Conference 2005, August 2005, pp.57-60.
- 40) Ramiro Jordan, Wilfrido Moreno, Alfredo Roldan, Christos Christodoulou, Sul Kassicieh, "Incorporating Economics, Entrepreneurship and Sustainability in Engineering for the Americas", Proceedings of the 5th Annual ASEE Global Colloquium on Engineering Education, (ASEE2006), October 9-12, 2006. (proceedings on CD, no page numbers)
- 41) Sul Kassicieh and Na Dai, "Trends in Funding, Markets and Entrepreneurship: Effect on Micro and Nano Technologies," Proceedings of the American Society of Mechanical Engineers 2<sup>nd</sup> Integration & Commercialization of Micro and Nanosystems International Conference, Kowloon, Hong Kong, June 3-5, 2008. (proceedings on CD, no page numbers)
- 42) Sul Kassicieh and Na Dai, "Trends in Venture Funding of Micro- and Nanotechnologies," Proceedings of the Commercialization of Microsystems Conference 2008, Puerto Vallarta, Mexico, August 31-September 3, 2008. (proceedings on CD, no page numbers)

## ***Presentations:***

*Papers in proceedings above were also presented but not listed here to reduce duplication*

Venture Capital Ownership Type, Investment Criteria, and Venture Performance, with Hoje Jo and Sul Kassicieh, scheduled to be presented at 29<sup>th</sup> Babson College Entrepreneurship Research Conference (BCERC), June 2009.

State Incentives, Venture Capital and Entrepreneurial Development Activities, with Na Dai and Dante D. DiGregorio, presented at 2008 Technology Transfer Society (T2S) Annual Conference on Entrepreneurship and Innovation Clusters at Albany, NY, October 2008.

Incubators and Economic Development, presentation at the FIBEA (Fostering Indigenous Business and Entrepreneurship in the Americas) conference at Manaus, Amazonas, Brazil, July 2008.

Entrepreneurship, Economic Development and Innovation: The Links between the Three Philosophies, presentation at the FIBEA (Fostering Indigenous Business and Entrepreneurship in the Americas) conference at Manaus, Amazonas, Brazil, July 2008.

Economic Development and New Mexico, presentation at the FIBEA (Fostering Indigenous Business and Entrepreneurship in the Americas) conference at Acoma, NM, November 2007

Commercialization and Funding for Micro/Nanotechnology Companies, presentation at the Commercialization of Microsystems COMS 2007 conference, September 2007.

High Tech Spin-offs, Barriers and Catalysts to Public Sector Technology Transfer and Commercialization, presentation at the 5<sup>th</sup> International Conference on Small and Medium Enterprises, Athens, Greece, August 2007.

The Triple Helix, Economic Development and Energy Technology, presentation at the 3<sup>rd</sup> FIAM conference on Energy in Manaus, Brazil, August 2006.

Ramiro Jordan, Sul Kassicieh, Alfredo Roldan, Nelmy Jerez, Roberto Lotufo, Roberto Murphy, "Science and Technology Entrepreneurship for Economic Development (SEED)," 9th International Conference on Engineering Education, San Juan Puerto Rico, July 23-28, 2006, pp. R3C1-R3C4.

The Triple Helix, Economic Development and Indigenous Entrepreneurship, presentation at the IBEC Conference, Albuquerque, June 2006.

How to write a good business plan, Keynote speech at the SEED Conference in Campinas, Brazil, December 2005.

Multilatinas' Corporate Strategies, presentation at the Business and Latin American Studies

conference, May 2005, Madrid, Spain.

A Statistical Analysis of Variables in Technology-based Economic Development, presentation at the International Association of Management of Technology conference, May 2005, Vienna, Austria.

Science & Technology Entrepreneurship for Economic Development (SEED), presentation at the Ibero-American Science and Technology Education Consortium (ISTEC), Dec 2004, Tampa, Florida.

Predicting E-Commerce Penetration Using Economic Variables, presentation at the Western Decision Sciences Institute Annual Meeting, April 2002, Las Vegas, Nevada

Technology Applied to Business, 2<sup>nd</sup> International Business Symposium, University of Guanajuato, Mexico, September 1998.

Training, Performance Evaluation, Rewards, and TQM Implementation Success, presented at the Decision Sciences Institute meeting, San Diego, November 1997.

Using Computer Networks as a Model of Technology Transfer: Sandia's TIE-IN program, presented at the Hawaii International Conference on Systems Sciences, January 1994.

Can Spin-offs be Induced from Federal laboratories, presented at the TIMS/ORSA Conference in Phoenix, November 1993.

An Expert System for Analyzing Control Charts, presented at the DSI meeting in San Francisco, November 1992.

A Comparative Study of Entrepreneurial Incidence among Inventors in National Laboratories," presented at the TIMS/ORSA meeting in San Francisco, November 1992.

Modeling of Computer Integrated Manufacturing Justification, presented at the TIMS/ORSA meeting in Anaheim, November 1991.

Chaired a session on "Manufacturing and Technology Transfer" in the Technology Commercialization Conference in Albuquerque, September 1991.

Design of a DSS for Computer Security, presented at the TIMS/ORSA conference in Las Vegas, May 7-9, 1990.

Problems with Data and Model Linkages in DSS presented at the Decision Sciences conference in New Orleans, November 20-22, 1989.

Decision Support In Logistics Resource Planning, presented at the CORS/TIMS/ORSA

conference in Vancouver, Canada, May 8-10, 1989i

Development Methodologies of Large Scale MIS Projects under Resource Constraints, presented at the Decision Sciences conference in Las Vegas, November 20-23, 1988.

Mathematical Models in AI Production Systems, presented at the Western Decisions Sciences Institute conference in Kona, Hawaii, March 29-April 1, 1988.

A DSS Generator for Marketing Research Analysis, presented at the Decision Sciences conference in Boston, November 23-25, 1987.

Analysis and Design of Decision Support System Generators, presented at the TIMS/ORSA St. Louis conference on October 26-28, 1987.

Post Implementation Analysis of DSS on Computer Capacity Planning, presented at the TIMS/ORSA New Orleans conference, May 4-6, 1987.

Artificial Intelligence, Expert Systems and Decision Support: Implementation of a Prototype using Prolog, presented at the Decision Sciences Institute Honolulu conference, Nov. 23-25, 1986.

Decision-Making in Industrial Microcomputer Purchases: Issues in the Management of Information Systems, presented at the Decision Sciences Institute Honolulu conference, Nov. 23-25, 1986.

A Prolog-based DSS for Computing Capacity Planning, presented at the TIMS/ORSA Miami Beach conference, October 27-29, 1986.

Problems and Solutions in Microcomputer Use for Education, presented at the Western Marketing Educators' San Diego conference, April 17-19, 1986.

Implementation Problems in Prolog-based Decision Support Systems, presented at the TIMS/ORSA Los Angeles conference, April 14-16, 1986.

Microcomputer Industrial Purchases, presented at the Western Marketing Educators' Association conference in Reno, April 20-22, 1985.

A Decision Support System for Transfer Pricing, presented at the Hawaii 18th International conference for Systems Sciences held at Honolulu January 2-5, 1985.

Cost Modeling in Flexible Manufacturing Systems, presented at the TIMS/ORSA conference at Dallas, November 26-28, 1984.

A Generalized Decision Support System for Scheduling, presented at the TIMS/ORSA

conference at Dallas, November 26-28, 1984.

The Effect of the Political Environment on the Design and Implementation Strategy of a Decision Support System for Academic Scheduling, paper presented at the Seventeenth Hawaii International conference of System Sciences, January 4-6, 1984.

A Decision Support System for Academic Scheduling, paper presented at the TIMS/ORSA Chicago conference, April 25-27, 1983.

A Decision Support System for Athletic Assignments, paper presented at the TIMS/ORSA Chicago conference, April 25-27, 1983.

Incentive Compatibility in Transfer Pricing, paper presented at the TIMS/ORSA San Diego conference, October 25-27, 1982.

A Bilinear Solution Technique for the Transfer Pricing models, paper presented at the American Institute of Decision Sciences New Orleans conference, November 18-21, 1979.

The Use of Geometric Programming in the Solution of Domestic Intra-Company Transfer Pricing Problem, paper presented at the TIMS/ORSA Milwaukee conference, October 15-17, 1979.

A Solution Technique for the Geometric Programming Model of the MNC's Transfer Pricing Problem, paper presented at the conference on Combinatorial Optimization held at the University of East Anglia, Norwich, England, July 1979.

### ***Professional Societies:***

Member of the Institute of Management Science (TIMS), Operations Research Society of America (ORSA) and the Decision Sciences Institute (DSI), the Association of Computing Machinery (ACM) and the Institute of Electrical and Electronics Engineers (IEEE) and Technology Transfer Society (T<sup>2</sup>S).

### ***Board of Directors:***

MesoSystems: 2000-2004

PatchWorks: 2006-present

Verge Venture Fund: 2005-present

Women Self Sufficiency Economic Team (WESST): 2006-present

New Mexico Information Technology and Software Association: 2005-2008

### ***Honors and Accomplishments:***

Who's Who in America

Who's Who in the West

Who's Who in the Computer Industry  
UNM Libraries Faculty Acknowledgement Award, 2005.  
Faculty Leadership Award, 2000  
Research Professor of the Year, Anderson Schools of Management, 1990.  
Award for teaching excellence, Data Processing Management Association student chapter,  
UNM, 1986-87.  
Professorial Partner, US West, 1987.  
Professorial Partner, US West, 1988.

***Consulting:*** *(partial list)*

Grant Thornton, 2007 - present  
Los Alamos National Laboratory, 2006 - present.  
Sandia Microsystems Directorate 1998 - 2005.  
Sandia VP for Science & Technology, 1998 - present.  
Sandia VP for Manufacturing Systems, 2000 - 2005.  
Avalon Investments, Ardesta and MEMS Tech Venture capital Funds, 2000-2003.  
Sandia's Environmental Operations Center Information Systems Department, 1991-1997.  
Sandia's Environmental Operations Center Director on Strategic Planning, 1991-1994.  
Sandia's Strategic Business Development Center on Technology Management, Assessment and Strategic Marketing, 1996 - present.  
Sandia's Structural Dynamics Department on Complex and Chaotic Systems, 1996-1997.  
Sandia's Technology Information Environment Program on Technology Transfer, 1993-1995.  
Los Alamos National Laboratory Network Security Officer on Computer Security policies, 1988-1991.  
New Mexico Manufacturing Productivity Center on Manufacturing Strategy, 1987-1990.  
City of Albuquerque Waste Management Department on Information Systems, 1986-1990.  
State Of New Mexico on Electronic Voting Machines, 1985.  
Charter Banks on Information Systems Planning, 1992.  
Gardenschwartz Sports on Systems Development, 1995.  
Public Service Company of New Mexico, 1998-1999.

## TEACHING ACTIVITIES

***Courses Taught:*** *(partial list)*

Management Information Systems Projects  
Decision Support Systems  
Managing Technology in Competitive Markets  
Technology Forecasting and Assessment  
Entrepreneurial Finance for High Technology  
Economic Development and Technology Management  
New Venture Creation (Executive Management Course)

***Curriculum Development:*** *(partial list)*

I have developed several new courses in different areas at ASM. These courses are:

- 1) Decision Support Systems
- 2) The Production and Operations Management Concentration that included courses in Production System Design, Quality, Service Operations and Manufacturing Strategy.
- 3) The Management of Technology MBA Concentration.
- 4) The Economic Development and Technology Management course
- 5) The new Ph.D. program in MOT at ASM.

## **SERVICE ACTIVITIES**

Some of my service activities are:

- Reviewer for the Oklahoma Center for Applied Science and Technology, 2007.
- Judge for the Kuwait Foundation for the Advancement of Science Kuwait prize, 2005 and 2008.
- Director of Management of Technology Program, 1994-present.
- Special issue editor, IEEE Transactions on Engineering Management, November 1997 issue.
- Special Issues editor, IEEE Transactions on Engineering Management, on Disruptive Technologies and Discontinuous Innovation, November 2002 issue.
- Software Editor for OR/MS Today, 1992-1995.
- Chair, ASM Appointments, Promotion and Tenure committee, 1990-1991.
- ASM Ph.D. committee 1990 – 1996.
- ASM Research Allocation committee 1989 - 1994.
- Chairman of Anderson Schools of Management Policy and Planning committee from January 1986 - May 1987.
- Director of Management Systems Computing Center, May 1985 to August 1986.
- Area coordinator for MS/MIS August 1982 to August 1984.
- ASM Policy Committee 1982-1983, 1994-1995.
- University of New Mexico Rio Grande Research Corridor Technet Committee 1986-1995.
- President of the Albuquerque chapter of the American Production and Inventory Control Society, May 1984-May 1985.
- Referee for Management Science, Decision Sciences, Interfaces, IEEE Transactions for Man, Systems and Cybernetics, IEEE Transactions on Engineering Management, Annals of Operations Research, European Journal of Operational Research, INFOR (Information Processing and Operations Research), Arab Journal of Administrative Sciences (Kuwait University) and the International Journal on Policy Analysis and Information.
- Reviewer for the National Science Foundation Program in Systems Engineering and Operations Research and Program in Decision, Risk and Management Science
- Presentations to local technology commercialization, economic development and entrepreneurs groups

- Board member of the NM Entrepreneurs Association, 2000-2002.
- Board member of MaNCEF, Micro and Nano-technology Commercialization Educational Foundation, 1999- 2002.
- Board Member of the New Mexico Private Investors (Angel Network), 2002- 2005.