

STEVEN T. WALSH

EDUCATION

RENSSELAER POLYTECHNIC INSTITUTE	1989 - 1995
I earned a Ph.D. in Strategy with a specialization in Management of Technology and Entrepreneurship from the doctoral program at the Lally school of Management's Center for Science and Technology Policy. My Research was funded by research assistantships (30%) and grants personally obtained from: SEMI, Norton, Ferrofluidics, Battelle, Polaroid, and various government strategic materials centers.	
	Degree awarded in December, 1995
WORCESTER POLYTECHNIC INSTITUTE	1987
S.P.C. Certification (6 credits)	
NORTHEASTERN UNIVERSITY	1981 - 1985
Certificate of Advanced Studies in Business Administration	
Post MBA program in long-range Strategic Planning	
RENSSELAER POLYTECHNIC INSTITUTE	1975 - 1977
MBA, Marketing and New Product Planning	
Ranked in top 5% of class	
RENSSELAER POLYTECHNIC INSTITUTE	1971 - 1975
BS, in Biomedical Engineering	
Chemical & Materials Engineering Options	
Minor: Economics.	
Scholarship for 75% of tuition	
OTHER EDUCATION	
NORTHEASTERN UNIVERSITY, Opto-Electronics courses	1981 - 1985
UNIVERSITY OF CALIFORNIA, Semiconductor Processing	1981
LAFAYETTE COLLEGE, Analytical Organic Chemistry	1978

TEACHING EXPERIENCE AND TRAINING

UNIVERSITY OF NEW MEXICO

1998 - Present

Anderson School of Management

Department FITE (Finance, International, Management of Technology and Entrepreneurship)

- **Assistant Professor** **Tenure track** **1998-2002**

I entered the Anderson school as a tenure track professor and the Director Technological Entrepreneurship Program earning the Black professor of Entrepreneurship designation during this time.

- **Associate Professor** **2002-2007**

I was associate professor and earned the Alfred Black professor of economic development during this time. My full professorship file was sent in 2006 and subsequently granted

- **Full Professor** **2007-2012**
- **Distinguished Professor** **2013 -**

I was made full professor in 2007 and subsequently have become named the Regents professor at the Anderson Schools of Management.

During my tenure at UNM I have developed numerous course development activities including: Co-Developer of the MBA Core Course in Management of Technology, Co-Developer of the Executive Management core course in Management of Technology, Developer of the MOT concentration core course and Technological Entrepreneurship course. I have assisted in the development of the MOT concentration and the Entrepreneurship MBA concentrations. I have initiated innovative mentorship program which emphasize hands-on, faculty mentored student-industry learning experiences.

UNIVERSITY OF TWENTE

Nikos school

Dr. Walsh designated the University of Twente Entrepreneurial Renewal of Industry Institute research professor awarded **2012**

Dr. Walsh designated the Von Kronenberg Visiting professorship **2004 - 2005**

NEW JERSEY INSTITUTE OF TECHNOLOGY

1994 - 1998

- **Visiting professor Ph.D., ABD** **1994 - 1996**
- **Assistant Professor** **1996-1998**

I was made co-director of the entrepreneurship program upon being hired as a tenure tack assistant professor.

Notable Recognitions and Awards

- Creative Enterprise Endowed Professor at UNM Anderson School
- 2016 Named MANCEF ASME book series editor
- 2016 Named IJTIP special issue Co-editor
- 2016 Named TFSC special issue Co-editor
- 2016 Named as Co-Chair COMS 2016
- 2016 HUB representative of UNM Anderson schools to Albuquerque Hispano Chamber of Commerce
- 2016 Named associate editor for International Journal of Innovation and Technology Management
- 2015 – Judge – Living Cities
- 2015 Co-winner New Mexico Small Business Award Program of the year
- 2014 Named as Co-Chair COMS 2014
- 2013 Named as Co-Editor and Chapter Leader for MANCEF’ Pharmaceutical roadmap effort
- 2012 an article “What are Research Expectations? A Comparative Study of Different Academic Disciplines” designates Dr. Walsh as the most prolific researcher at UNM Anderson management school. The same article places Dr. Walsh in the top quartile of all the top rated management school researchers. This study examined the top 250 globally ranked universities as shown on the two most utilized ranking systems.
- Dr. Walsh designated the University of Twente Entrepreneurial Renewal of Industry institute research professor award in 2012.
- University of Twente Scopus based review search for the most prolific Technology entrepreneurship authors ranks Dr. Walsh as tied for the most articles in the field since 1995.
- 2010, 2011, 2012, 2013, 2014, 2015, 2016 Co-winner New Mexico Small Business Award Program of the year.
- Selected for the University of New Mexico Faculty Acknowledgement Award.
- IAMOT and Elsevier Internationally ranked Dr. Walsh in the top five researchers in management of technology for the decade ending in 2009
- IAMOT Internationally ranked Dr. Walsh as a top ten researcher in 2008 for the past five years.
- Dr. Walsh was awarded the 2006 MANCEF Lifetime Achievement Award for assisting the Commercialization progress in Micro and Nano technology based industry.
- Dr. Walsh was awarded “Best Paper of year” in the Journal of Technological Forecasting and Social Change in 2005
- Dr. Walsh was awarded the Von Kronenberg Visiting professorship title at the University Twente for 2004-2005
- IAMOT ranked the UNM MOT program in top 50 in world and top 10 on many measures in US in 2003 which was greatly supported by Dr. Walsh’s research efforts
- Princeton Review ranked UNM #13 in Entrepreneurship and the Technology Entrepreneurship Program and Dr. Walsh was an integral part of that process in 2004
- IAMOT recognized Dr. Walsh as a top ten researcher in management of technology for the 5 years ending on 2004.
- Dr. Walsh was awarded the New Mexico technology commercialization “All Star” for Micro and Nano technologies by the New Mexico Economic Development Department, Office of Science and Technology in 2003/2004
- Dr. Walsh was awarded the Sandia Golden Diamond Service Award
- Dr. Walsh was the winner of the FIT Department Teacher of the Year Award (1999-2000)
- Dr. Walsh was awarded the Anderson School Community Leadership Award 2001(Hall of Fame)
- Dr. Walsh and his students won “Case Of the Year,” winner Region 2 (1998) from the Small Business Institute Directors’ Association

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- Dr. Walsh and his students placed second in the National Case Competition (1998) from the Small Business Institute Directors' Association
- Dr. Walsh has mentored student groups that have finished as the first, second, or third place in the UNM technology business plan completion more than a dozen times
- Dr. Walsh's students have finished first, second, or third at many regional and national business plan competitions
- Dr. Walsh students have won best papers at international conferences

Highlighted Academic and Professional Activities, 2016

- **Associate Editor** – Journal of Small Business Management , Technology Entrepreneurship
- **Associate Editor** - Journal of Small Business Management , Technology Entrepreneurship
- **Associate Editor** - International Journal of Innovation and Technology Management
- **Highlighted Invited Speaker** – World Micromachine Summit
- **CMM** – Editorial Board, columnists, blog
- **Invited Speaker** numerous times (see presentations)
- **Reviewer** CIMJ
- **Reviewer** for Technological Forecasting and Social Change
- **Reviewer** for International Journal of Technology Intelligence and Planning
- **Special Issue editor** International Journal of Technology Intelligence and Planning
- **Special Issue editor** Technological Forecasting and Social Change
- **Special Issue editor** Translational Materials Research
- **Chair** International Roadmap Committee MANCEF
- **Editor of ASME/MANCEF** book series on TSensors Systems
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Co-Chair-** TSensors Systems roadmap effort
- **Chair** International Roadmap Committee MANCEF
- **Ph.D. Co- Chairman** – Dr. Yorgos Marinakis (Graduated)
- **Ph.D. Co- Chairman** – Dr. Victor Chavez (Graduated)
- **Ph.D. Committee member** – 2 times
- **Board Member: Executive Board Member of MANCEF**
- **C&P Committee Member**
- **Creative Enterprise Endowed Professor**

Highlighted Academic and Professional Activities, 2014-2015

- **Area editor** Technovation in Technology Entrepreneurship – Technology Entrepreneurship
- **Area editor** Technological Forecasting and Social Change, Technology Entrepreneurship, books and Pedagogy
- **Area Editor** – Journal of Small Business Management , Technology Entrepreneurship
- **Highlighted Invited Speaker** - TSensor Systems Japan (delivered by Yorgos Marinakis)
- **CMM** – Editorial Board, columnists, blog
- **Invited Speaker** numerous times (see presentations)
- **Reviewer** CIMJ
- **Reviewer** for Technological Analysis and Strategic Management
- **Reviewer**
- **Special Issue editor** Creativity and Innovation Management Journal
- **Special Issue editor** Technological Forecasting and Social Change
- **Special Issue editor** CIMJ
- **Chair** International Roadmap Committee MANCEF
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Co-Chair-** TSensors Systems roadmap effort
- **Chair** International Roadmap Committee MANCEF
- **Ph.D. Co- Chairman** – Dr. Robert Tierney Ph.D. committee (Graduated)
- **Ph.D. Committee member** – 2 times

- **Board Member: Executive Board Member of MANCEF**
- **Co-Chair COMS 2014** – Salt Lake City, Utah
- **P&P Committee Member**
- **EMBA Learning Outcomes committee member**
- EMBA in education committee member
- Creative Enterprise Endowed Professor

Highlighted Academic and Professional Activities, 2013 –2014

- **Area editor** Technovation in Technology Entrepreneurship – Technology Entrepreneurship
- **Area editor** Technological Forecasting and Social Change, Technology Entrepreneurship, books and Pedagogy
- **Area Editor** – Journal of Small Business Management , Technology Entrepreneurship
- **Highlighted Invited Speaker** - Tsensor systems Japan (delivered by Yorgos Marinakis)
- **CMM** – Editorial Board, columnists, blog
- **Invited Speaker** numerous times (see presentations)
- **Reviewer** CIMJ
- **Reviewer** for Technological Analysis and Strategic Management
- **Reviewer** – Technovation
- **Special Issue editor** Creativity and Innovation Management Journal
- **Special Issue editor** Technological Forecasting and Social Change
- **Special Issue editor** International Journal of Entrepreneurial Behavior and Research
- **Co-chair-** COMS 2014 committee
- **Chair** International Roadmap Committee MANCEF
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Co-Chair-** TSensors Systems roadmap effort
- **Chair** International Roadmap Committee MANCEF
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Ph.D. Co- Chairman** – Robert Tierney Ph.D. committee (Graduated)
- **Ph.D. Committee member** – 2 times
- **Board Member: Executive Board Member of MANCEF**
- **C-Chair COMS 2014** – Salt Lake City, Utah
- **Reagents professor at UNM Anderson School**

Highlighted Academic and Professional Activities, 2011 –2012

- **Area editor** Technovation in Technology Entrepreneurship
- **Area editor** Technological Forecasting and Social Change
- **Invited Speaker** Micro Nano Live Birmingham UK, “
- **Technology Venture Corporation Advisor** for the TVC symposium
- **Invited Speaker** numerous times (see presentations)
- **Board of Reviewers** for IEEE Transaction on Engineering Management
- **Board Member and Co-Chair of Education committee** for the International Association of Management of Technology
- **Reviewer** - R&D Management Journal.
- **Reviewer** African Journal of Economics
- **Reviewer** for Technological Analysis and Strategic Management

- **Reviewer** – Technovation
- **Board Member, CMN**
- **Special Issue editor-** Journal of Business Ethics
- **Special Issue editor** Creativity and Innovation Management Journal
- **Special Issue editor** Technological Forecasting and Social Change
- **Special Issue editor** Technovation
- **CNM E-group Advisory Board member**
- **Chair** International Roadmap Committee MANCEF
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Ph.D. Committee member** – 2 times
- **Board Member: Executive Board Member of MANCEF**
- **Reagents Professor at UNM Anderson School**
- **Black Family Professor at UNM Anderson School**

Highlighted Academic and Professional Activities, 2009 –2010

- **TVC Advisor** for the Company Brevia for the TVC symposium
- **Invited Speaker** “Nanotechnology Commercial Markets”, NINE student development program, SNL, Albuquerque
- **Area Editor** for the Journal of Microlithography, Micromachining and Microfabrication
- **Area editor** Technovation in Technology Entrepreneurship
- **Invited Speaker** “Willis Whitfield and the laminar Flow Clean Room Invention,” National Institute for Nanotechnology Education, (NINE). student development program, SNL,
- **Board Member and Co-Chair of Education committee** for the International Association of Management of Technology
- **Board Member: Executive Board Member of MANCEF** –
- **Board Member, R&D Magazine’s Micro Nano Magazine,**
- **Board of Reviewers** for IEEE Transaction on Engineering Management
- **Board of Reviewers** for TFSC
- **Reviewer** for Journal of High Technology Management
- **Reviewer** - R&D Management Journal.
- **Reviewer** African Journal of Economics
- **Reviewer** for TASM
- **Reviewer** – Technovation
- **Reviewer** TFSC
- **NSF and SCME** Advisory Board member 2005-2010
- **CNM E-group Advisory Board member** 2004-2010
- **Chair** International Roadmap Committee MANCEF
- **P&P committee** – representative through 2009
- **Mentor-** for numerous NMSBAP groups
- **Co-chair** - the MOT program
- **Director** – Technology Entrepreneurship Program
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Mentor** for UNM Business plan competition teams
- **Assisted** Albuquerque Economic Development (Terry Sullivan) with small firm development Activities
- **Assisted** in the development of Duke City Dozen award for Entrepreneurship for Albuquerque chamber of Commerce

- **Local committee** member for the International Commercialization Conference on Micro and Nano Technologies or “COMS 2010” in New Mexico
- **PI and or Co-PI** for SNL and LNL NMSBAP 30 projects (16 for LANL, 14 for SNL) (\$255,000 in grant revenue for Academic year)
- **Invited Speaker** TIFAC, India
- **Invited Speaker** ITT Delhi
- **Invited Speaker** ITT Madras
- **Invited speaker** at the World MEMS summit in Alberta and in Germany 2009 – 2010
- **Member board** of Northern New Mexico Connect (2010)
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Invited Speaker** to San Juan Incubator and economic development community on economic development and cluster theory
- Work with multi person student teams as PI with students on approximately 20 small firm projects during the last academic year
- **Mentor or co-mentor** of a number of student groups for UNM business plan for a number including last year’s winner and this year’s 3rd place winner
- **Invited Speaker:** “Small Tech as an epicenter for Commercial Growth” August 2009, Enschede, Netherlands
- **Currently developing a Co-Edited** issue for Special Issue in Technology Forecasting and Social Change -2009
- **PICMET** conference committee 2009
- **P&P committee** – representative through 2009
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Black Family Professor at UNM Anderson School**

Highlighted Academic and Professional Activities, 2007 -2008

- **Area Editor** for the Journal of Microlithography, Micromachining and Microfabrication
- **Area editor** in Technology Entrepreneurship for Technovation
- **Invited Speaker:** “Nanotechnology Commercial Markets”, NINE student development program, SNL, Albuquerque
- **Invited Speaker:** “Commercialization of Micro and Nano System” AIRDS, Albuquerque
- **Invited Speaker:** “Commercialization and Nanotechnology” New Mexico Nanotechnology Connection
- **Invited Speaker:** “How can International firms taking advantage of opportunity in Asia,” ASMR-MANCEF conference – Sanya, China
- **Contributor:** CNM college tram member for school direction initiatives
- **Co-Chair** – ASME-MANCEF “Micro and Nano Technology Hurdles in Asia” Hong Kong, China
- **Board Member and Co-Chair of Education committee** for the International Association of Management of Technology
- **Board Member: Executive Board Member of MANCEF** –
- **Board Member**, R&D Magazine’s Micro Nano Magazine,
- **Board of Reviewers** for IEEE Transaction on Engineering Management
- **Board of Reviewers** for TFSC
- **Reviewer** for TASM
- **Reviewer** for Journal of High Technology Management

- **Reviewer** for the R&D Management Journal.
- **Currently Co-editing a** Special Issue for Journal of Business Ethics
- **Currently Co-editing** a Special issue call for papers from International Journal of Entrepreneurial Behavior & Research on Strategic Entrepreneurship
- **Currently Co-editing** a Special issue call for papers from Technology Forecasting and Social change on World Problems, Emerging Technologies, Creative Enterprise and Social Entrepreneurship
- **Chair** International Roadmap Committee MANCEF
- **Mentor-** for numerous NMSBAP groups
- **Co-chair** - the MOT program
- **Director** – Technology Entrepreneurship Program
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Invited Speaker**, “Nanotechnology and Microsystems in semiconductor Road mapping” ITRI, Semicon, July 2007
- **Invited Speaker**, “Small Tech, Education and solving Real problems” August 2007, Melbourne, Australia
- **Invited Speaker:** “How can International firms taking advantage of opportunity in Asia” , ASMR-MANCEF conference – Sanya, China
- **Contributor:** CNM college tram member for school direction initiatives
- **Co-Chair** – ASME-MANCEF” Commercialization of Micro and Nano Technology in Asia” Sanya, China
- **Mentor** – for the McCune program
- **Black Family Professor at UNM Anderson School**

Highlighted Academic and Professional Activities, 2005-2006

- **Area editor** in Technology Entrepreneurship for Technovation
- **Invited Speaker:** “Economic Development and Funding Sources,” Overijssel, Enschede, Netherlands
- **Area Editor** for the Journal of Microlithography, Micromachining and Microfabrication
- **Invited Speaker:** “How to really start a High Tech Enterprise.”, NINE program, SNL
- **Invited Speaker:** “Commercialization of Micro and Nano System” AIRDS, Albuquerque
- **Invited Speaker:** “Commercialization and BioNano based enterprise,” NCGR, Santa Fe, N.M.
- **Board Member and Co-Chair of Education committee** IAMOT
- **Board Member, Executive Board Member of MANCEF**
- **Board Member**, R&D Magazine’s Micro Nano Magazine
- **Board of Reviewers** for IEEE Transaction on Engineering Management
- **Board of Reviewers** for TFSC
- **Reviewer** for Journal of High Technology Management
- **Reviewer** for the R&D Management Journal
- **Co-Edited a** Special Issue for International Small Business Journal
- **PICMET** conference committee
- **Chair** International Roadmap Committee MANCEF
- **C&P committee** – Chair of the C&P committee through August
- **Mentor** – for the McCune program for 6 student groups
- **Mentor-** for numerous NMSBAP groups
- **Co-chair** - the MOT program

- **Director** – Technology Entrepreneurship Program
- **Editorial Board** – International Journal of Intelligent Enterprise
- **Management liaison:** Sandia National Laboratory selection of ASM Management of Technology program as their sole management school partner
- **Co- Chair** “The Commercialization of Micro and Nano Systems “ International Conference of the Commercialization of Microsystems and Nanosystems; St. Petersburg, Florida
- **Invited Speaker:** “Doing Business with Emerging Economies with Emerging Enabling Technologies” Victoria, Washington
- **Invited Speaker,** “Entrepreneurship and Public Policy,” TIFAC, June, New Delhi, India
- **Invited Speaker,** “The utilization of emerging technologies for public policy goals,” ANBF, STC and Victorian Ministry for Industry and Innovations, Melbourne, Australia
- **Invited Speaker,** “The policy for emerging economies for emerging technologies,” Puebla, Mexico
- **Invited Speaker,** “ Intrapreneurship, Entrepreneurship and SME’s,” Mesa + , Twente, Netherlands
- **Panel Chair,** “IAMOT 15th Annual Conference” Beijing, China May
- **Board Member,** R&D Magazine’s Micro Nano Magazine,
- **Board of Reviewers** for IEEE Transaction on Engineering Management,
- **Board of Reviewers** for TFSC
- **Reviewer** for Journal of High Technology Management,
- **Reviewer** for the R&D Management Journal
- **Co-Edited** issue for Special Issue in Technology Forecasting and Social Change
- **PICMET** conference committee (2005-2006)
- **Invited Speaker** “The State of Micro and Nano Technology in Europe” and “The State of Micro and Nano Technology Commercialization” Maptec, Same-Tec conference, CA.
- **Invited Speaker;** SEMI Europa “ Road mapping Emerging Technologies” Munich, Germany
- **State of New Mexico** Technology All Star 2005

Highlighted Academic and Professional Activities, 2003-2004

- **Area Editor** for the Journal of Microlithography, Micromachining and Microfabrication
- **Area Editor** for the Engineering Management Journal
- **Area editor** in Technology Entrepreneurship for Technovation
- **Management liaison:** Sandia National Laboratory selection of ASM Management of Technology program as their sole management school partner
- **Co- Chair** “The Commercialization of Micro and Nano Systems “ International Conference of the Commercialization of Microsystems and Nanosystems Baden- Baden, Germany
- **Invited Speaker:** “A Roadmap for Micro and Nanotechnology” FIF Industry consortia Karlsruhe, Germany
- **Invited Speaker:** “Entrepreneurship: A View from the United States” European Union Praxis (Entrepreneurship Conference) June, Spain
- **Invited Speaker:** “The Commercialization of High Aspect Ratio Microsystems,” HARMST, Gangyu, South Korea
- **Invited Speaker:** “The Commercialization of Bio Nano Technologies”, Victoria, Australia. Australia’s Bio Micro and Nano Technology Conference
- **Board Member and Chair of Education committee** for the International Association of Management of Technology
- **Workshop** developer and chair for the International Small Business journal on “Entrepreneurial Commercialization of Micro and Nano Technology based enterprises” obtained funds that funded the conference; two other University of New Mexico personnel funded)
- **PICMET** Conference organizer, session chair and presenter,

- **Board Member: Executive Board Member of MANCEF –**
- **Board Member**, R&D Magazine's Micro Nano Magazine,
- **Board of Reviewers** for IEEE Transaction on Engineering Management,
- **Board of Reviewers** for TFSC
- **Area Editor for JM3 SPIE**
- **Reviewer** for Journal of High Technology Management,
- **Reviewer** for the R&D Management Journal.
- **IAMOT top Technology Commercialization programs:** Accepted with Sul Kassiech UNM Management of Technology Center top program award
- **Co-Editor** project for a Special Issue in International Small Business Journal **Co-Editor** project for a Special Issue in Nano Patterning in JM3 undertaken
- **Co- Chair** "The Commercialization of Micro and Nano Systems " International Conference of the Commercialization of Microsystems and Nanosystems Alberta, Canada
- **Invited Speaker:** Commercialization of Micro and Nano Technology FZK, Karlsruhe, Germany December 2004
- **Invited Speaker:** "A roadmap for the Commercialization of Micro and Nano Technology, "Healthy Opportunities for Small Tech", Melbourne Australia, December 2004
- **Invited Speaker:** "International Micro / Nano Roadmap" COMS 2004 Alberta, Canada August 2004
- **Invited Board Activities:** EVG, Sharing Austria; Nanotechnology Patents and Commercial Response"
- **Invited talk,** " Best Practice, Next Practice in Economic Develop," ASTM Budapest, Hungary
- **Keynote Speaker;** American Society for Mechanical Engineers, Commercialization of Nanosystems: A Fantastic Voyage" Las Angeles California, April 2004
- **Keynote Speaker,** "High Desert MEMS", " How to Start a HIGH Technology Company" Albuquerque, NM September 2004
- **Keynote Speaker** " Economic Development, Micro and Nanotechnologies a Roadmap for Success" MINAPIM September 2004, Brazil
- **Keynote Presenter,** "Economic Development and Small tech: The Role of Large and Small Firms" Dutch Economic Development Minster December 2004
- **Keynote Speaker:** First Annual Ibero American MEMS meeting, March 2004, **Puerto Viarta , Mexico,** "The Commercial Status of BIOMEMS and Bio Nano Technologies", March 2004
- **Speaker US Mexico Micro and Nano systems Effort,** "Technology Development in a High tech Environment: The Use of Roadmaps" UNAM, May 2004
- **Panel Chair (2003)** "IAMOT 13th Annual Conference "MOT Education and Certification"
- **Awarded** " Awarded a top researcher in the field for the last five Years by IAMOT"
- MOT Group awarded Top 50 programs worldwide, In top 10 on many parameters in US.
- **Board Member:** Executive Board Member of MANCEF – 2004
- **Board Member:** Executive Board Member for IAMOT and co-chair of education committee-2004
- **Board Member:** Executive Board Member for Management of Technology Center and Education-2004
- **Board of Reviewers** for IEEE Transaction on Engineering Management, 2004
- **Board of Reviewers** for TFSC - 2004
- **Reviewer** for the Academy of Management Conference
- **Reviewer** for the 2003 and 2004 TVC Technological Symposiums
- **Reviewer** for the 2003 IEEE conferences on Management of Technology
- **Area Editor** for the Journal of Microlithography, Micromachining and Microfabrication
- **Co-editor** for Special issue on Technology Policy and HIGH Tech – TFSC 2004-2005
- **Program Committee,** PICMET 2003, 2004

- **Session Chair**, International conference on R&D Management Manchester, England, 2003
- **Chair**, Manufacturing Challenges in a Disruptive technology, SEMI West July, 2003
- **Invited Plenary Speaker**, Microsystems, Manchester, England 2003\

Highlighted Academic and Professional Activities, 2001-2002

- **Co- Chair** “The Commercialization of Micro and Nano Systems “ International Conference of the Commercialization of Microsystems for the first time brought to New Mexico, Sept 8 – 1-2002
- **President** Micro and Nano Technology Commercialization Education Foundation 1994 –2002
- **Key Note Speaker**, (2002), Core Competence and Capabilities: Delivering the Architecture for Strategic Planning, with Jonathan Linton, International Association for Product Development, March 2002, Seabrook Island, SC.
- **Chair**, Manufacturing Challenges in a Disruptive technology, SEMI West July,
- **Chair**, MEMS Commercialization Workshop, SEMI, Munich,
- **Board of Reviewers** for IEEE Transaction on Engineering Management,
- **Reviewer** for Journal of High Technology Management, 2002
- **Reviewer** for the R&D Management Journal
- **Reviewer** for the Academy of Management Conference
- **Reviewer** for the TVC Technological Symposiums
- **Reviewer** for the IEEE conferences on Management of technology
- **Co-Editor** for Special Issue in IEEE Transaction on Engineering Management, 2002
- **Chair**, MEMS Commercialization Workshop, SEMI, Munich, 2002
- **Chair**, MEMS Manufacturing Issues, SEMI, San Francisco 2002
- **Program Committee**, PICMET
- **Board Member**, R&D Magazines Micro Machine Devices magazine
- **Chair** “The Commercialization of Micro and Nano Systems, “International Conference of the Commercialization of Microsystem and Nanosystems,” Cambridge UK Sept 5 – 10. 2001
- **Session Chair**, “Social and Technological Issues in Entrepreneurship,” Babson 2001, Jonkoping, Sweden
- **Panel Chair**, “Technology Transfer,” PICMET 2001, Portland, Oregon
- **Co-Editor** for Special Issue in IEEE Transaction on Engineering Management, 2001
- **Co-Editor** for 2 Special Issues in EMJ on High Tech Research Organizations, 2001
- **Reviewer** for Journal of High Technology Management, 2001
- **Tenured at the Anderson School**

Highlighted Academic and Professional Activities, 1999-2000

- **Organizing Panel and Speaker** Southwest Region of Innovation Conference June 27, 2000
- Editor, review board, ad hoc reviewer, contributing editorial board, international, regional/national meeting reviewer, chairs etc.
- **Chair** “The Commercialization of Micro and Nano systems “ International Conference of the Commercialization of Microsystems for the first time brought to New Mexico, Sept 5 – 10 2000
- **Program Chair** IEEE Engineering Management Society Conference an international Academic conference on engineering management brought to Albuquerque, New Mexico for the first time August 2000.
- **Organizing Panel and Speaker** Southwest Region of Innovation Conference June 27, 2000
- **Chair**, Manufacturing Challenges in a Disruptive technology, SEMI West July, 2000
- **Chair**, MEMS Commercialization Workshop, SEMI, Munich, 2000
- **Invited Plenary Speaker**, Microsystems 2010, Manchester, England 2000

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- **Organizer and Chair** of Engineering Foundation and SEMI conference on disruptive technologies and Microsystems Technologies.
- **Board Member**, R&D Magazine's Micro Machine Devices magazine, since 1999
- **Organizer** for the 1999 IEEE Engineering Management Society Conference in Puerto Rico.
- **Reviewer** for IEEE Transaction on Engineering Management, since 1998
- **Reviewer** for the Academy of Management Conference, since 1997
- **Program Chair** for the 2000 IEEE Engineering Management Society Conference in Puerto Rico
- **Reviewer** for the 1999 and 2000 TVC Technological Symposiums
- **Reviewer** for the 1999 and 2000 IEEE conferences on Management of technology
- **Area editor** for The International Management Case Research Journal, 2000
- **Chair**, Commercialization of Microsystems 1999 Dortmund, Germany
- **Chair**, MEMS Commercialization Workshop, SEMI, Munich, 1999
- **Chair**, MEMS Manufacturing Issues, SEMI, San Francisco 1999
- **Chair**, Beyond Batch - Novel Microfabrication Options for BioMEMS, Knowledge Foundation, San Francisco 1999
- **Program Committee**, PICMET 1999

PUBLICATIONS

BOOKS AND BOOK CHAPTERS

Refereed

Books

- B.11 Walsh, S. T., Tierney, R, Giasolli, R., and Tolfree, D., Eds., (2014), “The Pharmaceutical Landscape: A new form of a new form of technology roadmapping for the healthcare industry inclusive of therapeutic-diagnostics-instrumentation and drug delivery” MANCEF, KIT press, Naples, Florida, pp. 420
- B.10 Walsh, S., Rahal, N. et al. R, (2005), “An Analysis of Microtechnology and Nanotechnology Patent,” MANCEF, Naples, Florida, pp.112
- B.9 Walsh, S., Wylde, J. et al., (2005), “The International RF MEMS Roadmap,” MANCEF, Naples, Florida, pp.122
- B.8 Walsh, S., Williams, D., Cellucci, T. et al., (2005), “International Nanotechnology Atomically Precise Manufacturing Roadmap,” MANCEF, Naples, Florida, pp. 131
- B.7 Walsh, S., Giasolli, R. and Elders, J. (Eds.), (2004), “The second edition of the International Micro – Nano Roadmap,” MANCEF, Naples, Florida, pp. 674
- B.6 Walsh, S. and Elders, J., (Eds.), (2003), “International Roadmap on MEMS, Microsystems, Micromachining and Top Down Nanotechnology,” MANCEF, Naples, Florida, pp. 614,
- B.5 Walsh, S., Giachino, J., (Eds.), (2002), “The Commercialization of Micro and Nano Systems 2002,” MANCEF, Multi Media CD and paper proceedings, pp. 574
- B.4. Walsh, S., Linton, J. and Friedman, R., (Eds.), (2000), “The Commercialization of Microsystems 2000,” MANCEF, Multi Media Video CD and PDF
- B.3. Hulshoff, H. E., Kirchhoff, J. J., Kirchhoff, B. A., Walsh, S. T., and Westhof, F. M. J., (1998), EIM press, “New Services” Strategic Study and Exploratory Survey of a Dynamic Phenomenon,” EIM Small Business Research, Zoetermeer, Netherlands, November, pp. 82.
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R.C.23. Walsh, S., Kirchoff, B. and Boylan R., (1996), "Founder Backgrounds and Entrepreneurial Success: Implications for Core Strategy Application to New Ventures," Frontiers of Entrepreneurship Research 1996, pp. 146-154, Issue No. 910897-17-4

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R.C.19. Kassicieh, S., Walsh, S., Romig, A., McWorther, P., Williams, D. and Cummings, J., (2000), "A Model for the Technological Assessment and Commercialization for Innovative Disruptive Technologies", EMS, IEEE 2000.

R.C.18. Knoth, W., Boylan, R. and Walsh, S., (2000), "Mobius: A case Study", EMS, IEEE 2000.

R.C.17. Walsh, S., Kirchhoff, K. Merges, M., Moribito, Kirchhoff, J., and Kirchhoff, B., (1998), "Portfolio Management for the Commercialization of Advanced Technologies", IEEE International Conference Engineering management Society San Juan, Puerto Rico (1998).

R.C.16. Kirchoff, B., Walsh, S., Merges, M. and Moribito, J., (1999), "A Value Creation Model for Measuring and Managing the R&D Portfolio," PICMET 99

R.C.15. Kirchoff J., Kirchoff, B., and Walsh, S., (1999), "Technology's Impact on Service Dynamics in a Modern Economy," Academy of Management

R.C.14. Walsh S., and Kirchoff B., (1998), "SBI Experiences with NJMEP Manufacturing Companies," SBIDA

R.C.13. Walsh, S., and Kirchoff, B., (1998), "Can Entrepreneurial Core Competencies and Capabilities Overcome Poor Strategies," Frontiers of Entrepreneurship Research, pp. 269-282, ISSUE # 0-910897-19-0

R.C.12. Tan, A., Walsh, S., and Simons, G., (1997), "Foreign Subsidiaries in the Tainjin Economic Technological Development Area (TEDA): The Influence of Motivation on Mode of Entry," Academy of International Business, Monterey, Mexico

R.C.11. Walsh S., Kirchoff, B., and Dowd, M. L., (1997), "Entrepreneurship's Role in Discontinuous Innovation," 1997 Babson Conference, Boston, Mass., Babson

R.C.10. Tan A., and Walsh S., and Simons, G., (1997), "Foreign Firms and their Role in Northern China's Emerging Market Economy: An Integrated Model and Stakeholder Evaluation," pp. 574 (Abstract Only).

R.C.9. Walsh S., Kirchoff, B., Boylan R., Berg D. and Paulson, A., (1996), "The Link between Core Products and Core Capabilities over time: Evidence from the Semiconductor Silicon Industry," *Inform* 1996, Atlanta, Nov. 3-6, Ab. pp. 58

R.C.8. Walsh S., Kirchoff B., O'Connor G., and Boylan R., (1996), "Factors Determining Successful Marketing Strategies Among Entrepreneurial Manufacturing Firms in the Semiconductor Silicon Industry," UIC/AMA Research Symposia on Marketing and Entrepreneurship and the Journal of Marketing and Entrepreneurship Research, Stockholm, Sweden (accepted to be published but was put in wrong proceedings).

R.C.7. Walsh S., McDermott, C., and Boylan, R., (1996), "Linking Manufacturing Acquisition strategies with Firm Success, Evidence from the Semiconductor Silicon Industry," IMEC' 96 IEEE Engineering Management Society, International Conference on Engineering and Technology Management

R.C.6. Walsh, S., Boylan, R., Paulson, A., Berg, D., and Morone, J., (1996), "Identification Scheme for Core Technical Capabilities: Evidence from the semiconductor Silicon Industry," pp. 231- 240, IAMOT, Miami, FL

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R.C.5. Walsh, S., Kirchoff, B., and Boylan, R., (1996), "Core Competency for Growth in Small Firms: Empirical Evidence from the Crystal Pulling Industry," International Council for Small Business (ICSB), Stockholm, Sweden, pp. 75 – 96

R.C.4. Walsh, S., Mados, H., and Boylan, R., (1996), "The Emerging Infrastructure for MEMS Based Sensor Innovation," Sensors, Anaheim, Calif., pp. 77-86

R.C.3. Walsh, S., (1996), "Commercialization of Microsystems – Too Fast or Too Slow," Vol. 2789, 10/96 SPIE, pp. 12-26.

R.C.2. Walsh, S., Boylan, R., Warrington, R., and Carr, W., (1996), "The Strategic Development of HARM Technologies," HARMST, KFK, Germany, pp. 31 – 46.

R.C.1. Walsh, S., Boylan, R., Warrington, R., Mados, H., et al., (1996), "MEMS and Robust Manufacturing – So Close and Yet So Far," Manufacturing Science and Technology, pp. 135 – 155

PUBLICATIONS

PRESENTATIONS

- Walsh, S. (2016), Science Based Venture Capital, Kennispark, Enschede, Netherlands, November 2016
- Walsh, S., (2016), Technology Management in the Service Sector, Nikos, University of Twente, University of Twente, Netherlands, November 2016
- Walsh, S., (2016), How to Publish in Today's Academic Environment, PICMET, Honolulu, Hawaii, September 2016
- Walsh, S., (2016), TFSC and JSBM Editorial presentation, PICMET, Honolulu, Hawaii, September 2016
- Walsh, S. et al. (2016), TSensor Systems; Providing Foresight for the Future, COMS 2016, MANCEF/ASME August 2016
- Marinakis, Y., and Walsh S., (2016), TSensor Systems Technology Forecasts, COMS 2016, MANCEF/ASME August 2016
- Roach, A., Walsh, S. et al (2016), Additive Manufacturing and Rapid Product Learning for High Consequence Industries, COMS 2016, MANCEF/ASME August 2016
- Walsh, S., (2016), Managerial challenges and Opportunity in the 21st century : Technology Entrepreneurship and social entrepreneurial action, LM Thapar School of Management, Dera Bassi, Punjab India, August, 2016
- Walsh, S., (2016), Management of technology in the 21st Century, Thapar Institute of Engineering and Technology, Patiala, Punjab India
- Walsh S., (2016), Publishing in ISI journals, Punjabi University , Department of Economics, Patiala, Punjab India
- Walsh, S., (2016), How to Publish; Challenges in Technology entrepreneurship, LM Thapar School of Management, Dera Bassi, Punjab India, August, 2016
- Walsh, S. et al, (2016), Challenges in the wide scale deployment of MEMS/NEMS systemization, The IOT hurdles, World Micro Machine Summit, Tokyo, Japan
- Walsh, S. et al. (2016), How to obtain Venture funding, Venture Lab, Dutch entrepreneurship celebration, University of Twente, Netherlands

- Walsh et al., (2016), Fifty Shades of Social Entrepreneurship, Groningen conference of Social entrepreneurship, Groningen, Netherlands,
- Walsh, S., (2015), Commercializing emerging technologies in a traditional Industry, The leather Institute, Chennai, India
- Walsh S. and Thukral, I., (2015), Plenary, Challenges in the wide-scale deployment of IoT, T sensor summit, Orlando Florida
- Marinakis, Y., Walsh, S., (2015) Advances in TSensor Systems technology foresight T sensor summit, Orlando Florida
- Walsh, S. (2015), Plenary Speaker, Entrepreneurial Hurdles & Rewards in Commercializing 2D Nanomaterials, Nano@GW 2015: Frontiers in 2D-Nanotechnology: Synthesis through Applications, George Washington University
- Walsh, S., (2015), Plenary Speaker, High Tech Small Firms Conference, The Publishing Process, Groningen, Netherlands
- Walsh S., (2015), The challenges of publishing Technology Entrepreneurial articles in non technology based Entrepreneurial Journals, ICSB, Dubai, UAE
- Walsh, S. (2015), “Editors presentation on Publishing,” PICMET, Portland Oregon
- Walsh S. and Eijkel, K., (2015), “*So You want to be a Technological Entrepreneur*”, *European Ph.D. Summer school consortia*, Final Plenary, Enschede Netherlands
- Walsh, S., (2014), Publishing in Technology Entrepreneurship,” ICSB, Dublin, Ireland
- Walsh, S. (2014), The changing Nature of Entrepreneurial financing, Innovasium, December 7 Enschede, Netherlands
- Walsh, S. (2014), Technology Entrepreneurship and the US High Tech Culture, Innovasium, December7, Enschede, Netherlands
- Walsh, S., (2014), Education and Small tech Commercialization, SWC, Albuquerque, NM
- Walsh, S. (2014), The State of European Bio Nano, Nikos presentation series, University of Twente, Netherlands
- Walsh, S, ands Eijkel, K. (2014), Building Ecosystems that foster Commercialization, Genet, Albuquerque

- Walsh, S., (2014), “Young Technologist Entrepreneurial Boot Camp,” COMS 2014, Salt Lake city (Nov. 2014)
- Walsh, S., (2014), “The nature of Entrepreneurial Finance for merging technology based firms,” (December 2014)
- Walsh S. and Stinnett, R., (2014), COMS 2014 and MANCEF Global Small and Emerging Tech Commercial Community, Salt Lake city, Utah, June 2014
- Walsh, S., (2014), Toward a Trillion Sensor World, Salt Lake City Utah, August 2014
- Walsh, S., (2014), Supporting K-8 education, Albuquerque, NM
- Walsh, S. T., (2013), Cyber Security and the Cloud, New Dimension and Challenges for 21st century Quality Management, IIIT Bangalore, Bangalore, India
- Walsh, S. T., (2013), Technology Innovation in the 21st Century, National Institute of Applied Science, Public Lecture, Bangalore, India
- Walsh, S. (2013), “How to enable the Entrepreneurial renewal of Industry, ” Consortium Nikos , Enschede, Netherlands
- Tierney, R., Walsh S. et al., (2013), “Third generation Roadmapping: Pharmaceutical Landscape Roadmap,” COMS, Enschede, Netherlands
- Walsh, S. (2013), How to Publish : Using Technology Entrepreneurship as the exemplar, Asian Conference on Small Business, Asian Conference for Small Business, Seoul, Korea (October 2013)
- Walsh, S., Haak, R., and Elders, J. (2013), Translating Tsenor’s System’s Promise into Reality: Enabling a Trillion Sensor world; (October 2013), TSesnor Summit, Stanford University, Palo Alto, Calif.
- Walsh, S., (2013), “4th generation Technology Roadmapping for emerging Technologies, MM Live UK 2013 (September 2013), Birmingham, UK
- Walsh, S., (2013), “Young Technologist Entrepreneurial Boot Camp,” COMS 2013, Enschede, Netherlands (Aug. –Sept. 2013)
- Walsh, S., (2013), “The nature of Entrepreneurial Finance for merging technology based firms,” COMS, Enschede, Netherlands (Aug. –Sept. 2013)

- Stinnett, R., and Walsh, S., (2013), National Lab –Centered Innovation Institutes for Creating the Next Generation of Innovation Leaders, COMS, Enschede, Netherlands (Aug. –Sept. 2013)
- Walsh, S., (2013), “Publishing in Highly Ranked TIM and TE Journals,” Picmet, San Jose, Calif., (July-Aug 2013)
- Walsh, S. (2013), “How to enable the Entrepreneurial renewal of Industry,” Consortium Nikos , Enschede, Netherlands
- Walsh, S. (2013); “The Changing Nature of Entrepreneurial Finance” Innovasium, Enschede, Netherlands, (May 2013)
- Walsh, S. (2013), “T Sensor Systems and Evolving Roadmapping efforts for small technology”, The 12th International Nanotechnology Consortium, Exhibition and Conference, Tokyo, Japan, (January 2013)
- Linton, J. and Walsh S., (2013), “Learning Cycles and Emerging Economies”, TFAC, Mumbai, India
- Linton, J., and Walsh, S. (2013), “Publishing Trends in Entrepreneurial Journals,” ICSB, Puerto Rico
- Kirchhoff, B. Linton, J. and Walsh S. (2012), Reflections on the Contribution of Small Business to the US Economic Policy, 3rd Annual *ICSB* GW Global Entrepreneurship Conference (October 2012), Washington DC
- Walsh, S., (2012), “National Funding & Policy for Emerging Technology: A race to the TOP?”, MM Live UK 2012 in (September 2012), Birmingham, UK
- Walsh, S., (2012), “The role of Technovation as the highest rated TIM and TE Journal,” Picmet, Vancouver BC (Aug-Sept 2012)
- Walsh, S., (2012), “It is a good opportunity but is it a good opportunity for you?” Venture Lab, Netherlands, September 2012
- Walsh S., (2012), “Selecting the Right Opportunity,” NINE program, May 2012, Albuquerque, NM
- Walsh, S., (2012), “Entrepreneurial Boot Camp,” COMS 2012, Norway, June 2012
- Walsh, S., (2012), “The Role of Technological Forecasting and Social Change Journal to the TIM Community,” IAMOT; Taiwan, April 2012

- Walsh, S, (2012), “TIM Stylized Facts,” Ph.D. Consortium Nikos June 2012
- Walsh, S. (2012), “The Evolution in Micro-Nano Roadmaps” MN MEMS /Nano Live, March 2012, Chicago
- Walsh, S., Marinakis, Y., et al., (2011), “A Roadmap for Organic Photovoltaic’s,” Review by Office of Naval Research, Houston, Texas
- Walsh, S., (2011), “Creating a Regional Entrepreneurial Culture,” Kinnespark, Enschede, Netherlands, March 2011
- Walsh, S., (2011), “Commercialization Strategy for Emerging Nanotechnologies,” Winter School on Emerging Nanotechnologies, Grenoble, France, March 28 – April 1
- Walsh, S., (2010), “Economic development in Rural Communities,” TIFAC, Delhi India
- Walsh, S., (2010), “Rural Regional Technology Commercialization,” IIT Delhi, India
- Walsh, S., and Linton, J., (2010), “Implementing Effective Regional Technology Practices – Opportunities, Constraints, and Global practice,” IIT Madras
- Walsh, S., (2010), “MEMS Commercialization – Learning from our Past,” MEMS Technology Summit, Stanford, California
- Walsh, S., (2010), “Professional Pathways – Learning from Failure,” RBTEC, El Paso Texas
- Walsh, S., and Elders, J., (2010), “A boot camp for Nano and Micro Technology Businesses” Hyatt , New Mexico (2010)
- Walsh, S., and Bryant, S., (2010) “Converging World Problems and Converging Micro and Nano Technology Solutions,” MEMS Summit April 2010, Dortmund, Germany
- Walsh, S., (2010), “ The Promise and Problems of Nano Business,” NINE University Student Presentation, Albuquerque, New Mexico, June 2010
- Walsh, S., (2010) “ Nanotechnology Markets and Commercialization Issues,” High Tech Small Firms and Masters Class at University of Twente, Hengelo, Netherlands May 2010
- Walsh, S., (2009), “Emerging Technologies solutions to Emerging World Problems with Regional Expressions,” TIFAC, Delhi, India December 2009
- Walsh, S., (2009), “Newton’s Laws for Technology and Innovation Management,” IIT Delhi, India December 2009.

- Walsh, S., (2009), “Relevant Academic Research versus and Answer in Search of a Question,” University of New Mexico Libraries Faculty Acknowledgment presentation Albuquerque, NM
- Walsh, S., (2009), “Last Practice, Best Practice, Next Practice, Economic Development Strategies for Gallup,” NM December 2009
- Walsh, S., (2009), “The Bio Nano Roadmap,” New Mexico Nano Net Albuquerque, October 2009
- Walsh, S., (2009), “Strategic Planning for Navajo nation Economic Development” Albuquerque, New Mexico, Navajo nation council March 2009
- Walsh, S., (2009), “The Process of Technology Strategy and Commercialization,” University of Twente, May 2009, Hengelo, Netherlands
- Walsh, S., (2009), “Nanotechnology Markets & Commercialization Issues or Is the Next Big Thing Really Small,” July 2009 National Initiative on Nanotechnology Education Sandia, Albuquerque
- Walsh, S., (2009), “From Problem to Product Sandia National Laboratory and Mr. Willis Whitfield take a Stroll - An Introduction to an Innovation Journey” NINE presentation, July 2009
- Walsh, S., (2008), “What About MNT Roadmaps,” COMS 2009 Keynote Presentation, Puerto Vallarta Mexico September, 2008
- Walsh, S., (2008), “Developing a Research Stream that will be meaningful and lead to a productive research Career.” High Tech Small Firms Keynote,” Hengelo, Netherlands
- Walsh, S., (2008), “The Reflective Practitioner meets the Reflective Academic - Making MOT research even more relevant in today’s Industrial Context,” EuroMOT September 2008, Nice, France, Keynote
- Walsh, S., (2007), “Initiating Technology Transfer in the rural community with ,market Development Activities and Road mapping,” TIFAC, New Delhi, India
- Walsh, S., (2007), “Economic Development and Funding Sources,” Overijssel, Enschede, Netherlands
- Walsh, S., (2007), “Nanotechnology and Microsystems in semiconductor Road mapping” ITRI, Semicon, July 2007, San Francisco, CA

- Walsh, S., (2007), “How to really start a High Tech Enterprise,” NINE student development program, NINE, Albuquerque, New Mexico
- Walsh, S., (2007), “Small Tech, Education and solving Real problems,” August 2007, Melbourne, Australia
- Walsh, S., (2006), Wake Forest/ Greensborough “Regional Commercialization Opportunities for Small Tech,” North Carolina, October, 2006, Keynote Invited Speaker
- Walsh, S., (2006), Puebla, Mexico, Emerging markets embracing emerging technologies for wealth creation and Job development,” Mexico’s annual Ibero American Conference on Microsystems, September 2006, Keynote Speaker
- Walsh, S., (2006), “What can technology policy in India do to promote job creation based on emerging technologies,” Keynote Speaker at TIFAC, Delhi, India
- Walsh, S., (2005), “Enabling Innovators,” Technology Information Forecasting and Assessment Council, June 26, 2006 Delhi India, Keynote speaker
- Walsh, S. (2005) “Technology Transfer” Department of Atomic Energy, Mumbai, India December.
- Walsh, S. (2005) “Micro and Nano development in developing Nations” Indian Institute of Science and Jawaharlal Nehru Centre for Advanced Scientific Research, Bangalore, India
- Walsh, S., (2005), “How technological entrepreneurship can improve regional economies” Opening of the new Science and Technology Park, March 2005, Hengelo, Netherlands, Keynote Speaker
- Walsh, S., (2005), “Road mapping the interaction between micro and nano technologies,” University of Texas, Arlington, Keynote Speaker, July 2005,
- Walsh, S., (2005), Pondicherry University, Entrepreneurship as a key to economic development in emerging economies”, December, Pondicherry India, Keynote Speaker,
- Walsh, S., (2005), “Micro and nano technology for biomedical applications,” Mexico’s annual Ibero American conference on Microsystems September 2005, Puerto Vallarta Keynote Speaker,
- Walsh, S., (2004), “Let Failure be your Guide: The rule for a successful Career and Life Choices,” FZK, Karlsruhe, Germany December 2004, Invited Speaker
- Walsh, S., (2004), Commercialization of micro and nano technology FZK, Karlsruhe, Germany December 2004, Invited Speaker

- Walsh, S., (2004), "A roadmap for the commercialization of micro and nano technology, "Healthy Opportunities for Small Tech", Melbourne, Australia, December 2004, Invited Speaker
- Walsh, S., (2004), "International Micro / Nano Roadmap" COMS 2004 Alberta, Canada August 2004, Invited Speaker
- Walsh, S., (2004), "Commercialization of Nanosystems: A Fantastic Voyage," American Society for Mechanical Engineers, Los Angeles, California, April 2004, Keynote Speaker
- Walsh, S., (2004), "How to Start a High Technology Company," High Desert MEMS, Albuquerque, NM September 2004, Keynote Speaker,
- Walsh, S., (2004), "Economic Development, Micro and Nanotechnologies, a Roadmap for Success" MINAPIM, September 2004, Brazil, Keynote Speaker,
- Walsh, S., (2004), "Economic Development and Small tech: The Role of Large and Small Firms," Dutch Economic Development Minster, December 2004, Keynote Presenter,
- Walsh, S., (2004), "The Commercial Status of BIOMEMS and Bio Nano Technologies," First Annual Ibero American MEMS meeting, March 2004, Puerto Vallarta, Mexico, March 2004, Keynote Speaker,
- Walsh, S., (2004), "The Commercialization of Nanotechnology" Sandia Livermore, California, July, 2004, Keynote Speaker,
- Walsh, S., (2004), "High Tech Small Firm Opportunities in Enabling Disruptive Technology based Enterprises," High Tech Small firms May 24, & 25, 2004 Enschede, Netherlands, Keynote Speaker,
- Walsh, S., (2004), ACES meeting; "The Role of Technology Management in Nanotechnology Commercialization," Keynote Speaker, March 2004
- Walsh, S., (2004), "Technology Development in a High tech Environment: The Use of Roadmaps," UNAM, US Mexico Micro and Nano systems Effort, May 2004, Keynote Speaker,
- Walsh, S., (2003), "International Micro / Nano Roadmap" COMS 2004 Amsterdam, Netherlands August 2003, Invited Speaker,
- Walsh, S., (2003), "Micro and Nano Technology Commercialization for Big Emerging Economies," University of Beijing, China, Keynote Speaker,

- Walsh, S., (2002), “Enabling, sustaining and disruptive technologies” Nikos Knowledge Entrepreneurship Center Twente, Netherlands, March 2003, Invited speaker,
- Walsh, S., (2002), “The Promise of Microsystems,” National Commercialization of Microsystems, Tampa, FL., Invited speaker,
- Walsh, S., (2002), “The State of Micro and Nano Commercialization,” The 7th Commercialization of Micro and Nano Systems Conference, MANCEF, Ann Arbor, Michigan
- Walsh, S., (2001), “The Promise of Microsystems,” Dynamic Silicon – (Gilder), San Francisco, California.
- Walsh, S., (2001), “Technology Commercialization in India,” New Delhi, The State of India’s Technology Transfer Organization. Technology Information, Forecasting, Assessment Council (TIFAC),
- Walsh, S., (2001), “The Process of Technology Transfer,” India’s National Physical Laboratory NPL, New Delhi, India
- Walsh, S., (2001), “E-commerce and Commercialization Bottlenecks and Promise,” Sky –Web, New Delhi, India
- Walsh, S., (2001), “Management of Technology, Competence and technology classifications for management decision making,” Indian Institute of Management – Ahmedabad, India, The highest ranked business school in all of Asia
- Walsh, S., (2001), "Commercialization of Microsystems," SEMI West Co-Chair for MEMS Workshop, Semicon West, July 2001, San Francisco, Calif.
- Walsh, S., (2001), "International Symposium for Microsystems," SEMI Europa Co-Chair for Microsystems Workshop, Semicon Europa, April 2001, Munich, Germany.
- Walsh, S., (2000), "Commercialization of Microsystems," SEMI West Co-Chair for MEMS Workshop, Semicon West, July 2000, San Francisco, Calif.
- Walsh, S., (2000), “The clinical process of technology transfer,” The Department of Science and Technology in India. At the behest of the Science and Technology Cabinet Minister
- Walsh, S., (2000), “Disruptive Technologies and Discontinuous Innovation,” The University of Calcutta, India

- Walsh, S., (2000), "Microsystems 2010" "Microsystems in a New Millennium," CSRL National lab, Manchester, England
- Walsh, S., (2000), "International Symposium for Microsystems," SEMI Europa Co-Chair for Microsystems Workshop, Semicon Europa, April 2000, Munich, Germany.
- Walsh, S., (1999), "Commercialization of Microsystems," SEMI West Co-Chair for MEMS Workshop, Semicon West, July 1999, San Francisco, Calif.
- Walsh, S., (1999), "International Symposium for Microsystems," SEMI Europa Co-Chair for Microsystems Workshop, Semicon Europa, April 1999 Munich, Germany.
- Walsh, S., (1999), "Commercializing Disruptive Technology," Chalmers University, Sweden
- Walsh, S., (1999), "Entrepreneurial Competencies and Corporate Success," Jonjoping International Business School, Sweden
- Walsh, S., (1998), "HARM Technologies, their promise, their commercial future," Sandia National Laboratory – Livermore, Calif.
- Walsh, S., (1998), "MEMS Manufacturing Technologies, a Commercialization base", Semicon West, July 14, 1998 San Francisco, Calif., SEMI West Technical Program Chair
- Walsh, S., (1998), "Infrastructure Obstacles to MEMS Commercialization, a case study approach", Semicon West, July 14, 1998, San Francisco, Calif., SEMI West Co-Chair for MEMS Workshop
- Walsh, S. (1997), "MEMS Manufacturing Technologies, a Commercialization base", Semicon West, July, San Francisco, Calif., SEMI West Technical Program Chair
- Walsh, S., (1997), "MEMS, Their Commercial Promise, Government Policy and the Role of the National Laboratory," Sandia National Laboratory – Albuquerque
- Walsh, S., and Thrukal, I., (1996), The Process of Innovation," EF Commercialization Conference, Kona, Hawaii
- Walsh, S. (1996), "Commercialization of MEMS". Semicon West, July 1996, San Francisco, Calif., SEMI West Technical Program Chair
- Walsh, S. (1995), "Commercialization of MEMS - Short Course", Semicon West, July 1995, San Francisco, Calif., SEMI West Technical Program Chair
- Walsh S. (1994), "New demands for suppliers to MEMS", Panel Member, SEMICON West

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- Walsh S. (1994), “MEMS Micromechanics and Micro engineering Workshop,” (11/1994), Chair of SEMI workshop

Research Grants

I have been Principal Investigator (PI) or Co-Principal Investigator (Co-PI) on many grants and grant applications. I present only those that I have assisted or lead at the University of New Mexico. I have assisted in developing the MOT and Technology Entrepreneurship program through grants at Sandia National Laboratory, Las Alamos National Laboratories, NSF, STC, Office of Naval Research, McCune foundation, MANCEF, NMSBAP, Office of Naval Research, the state of New Mexico, PNM, the State of New Mexico economic development, many New Mexico based firms and through the FIT mentorship program

I have an extremely successful grant research record with well over \$2 million developed for the Management of Technology and Technology Entrepreneurship program as either a PI or Co- PI (see details below). I have initiated effort with the New Mexico Manufacturing extension program and have developed a relationship with MANCEF. My research grant activities as PI initiated in a Sandia University Research Program fellowship award granted in 1999.

School year 2016 Grants

New Mexico Small Business Assistance Program, **Sandia National Laboratories - \$85,000**
Sul Kasscieh PI, Craig White Co-PI, S. Walsh Co-PI

New Mexico Small Business Assistance Program, **Las Alamos National Laboratory - \$51,000**
Steven Walsh (PI), Sul Kasscieh (Co-PI) C. White (Co-PI)

School year 2015 Grants

New Mexico Small Business Assistance Program, **Sandia National Laboratories - \$68,000**
Sul Kasscieh PI, Craig White Co-PI, S. Walsh Co-PI

New Mexico Small Business Assistance Program,– **Las Alamos National Laboratory - \$51,000**
Steven Walsh (PI), Sul Kasscieh (Co-PI) C. White (Co-PI)

RDG PI Steven Walsh \$1,000

School year 2014 Grants

New Mexico Small Business Assistance Program, **Sandia National Laboratories - \$68,000**
Sul Kasscieh PI, Craig White Co-PI, S. Walsh Co-PI

New Mexico Small Business Assistance Program,– **Las Alamos National Laboratory - \$57,000**
Steven Walsh (PI), Sul Kasscieh (Co-PI) C. White (Co-PI)

School year 2013 Grants

New Mexico Small Business Assistance Program,–**SNL, Sul Kasscieh PI, Craig White Co-PI, S. Walsh Co-PI** grant awarded for \$75,500 from Sandia National Laboratories, 2013.

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New Mexico Small Business Assistance – LANL, **Steven Walsh (PI), Sul Kasscieh (Co-PI) C. White (Co-PI)** grant awarded for \$71,000 from Los Alamos National Laboratory, 2013.

Lobo Energy **\$500**

Holy Ghost Catholic School **\$500**

School year 2012 Grants

Co-PI for ONR (Office of Naval Research), PI for UNM side 2011-2012
Amount Last of **\$75,018**

- Walsh Co PI Commercialization segment - Carbon Composite Thin Films for Power Generation and Energy Storage Office of Naval Research
- Walsh Co PI Commercialization segment - Carbon Composite Thin Films for Power Generation and Energy Storage Office of Naval Research

New Mexico Small Business Assistance – LANL, **Steven Walsh (PI), Sul Kasscieh (Co-PI) C. White (Co-PI)** Approximately **\$68,000** for 2012

New Mexico Small Business Assistance Program,-SNL, **Sul Kasscieh PI, Craig White Co-PI, S. Walsh Co-PI** Approximately **\$85,000** for 2012

Horizon Ag - S. Walsh PI **\$17,000**
Approximately \$4,000 for 2012

Lobo Energy S. Walsh PI **\$200**

School year 2011 Grants

Co-PI for ONR (Office of Naval Research), PI for UNM side 2011-2012
Amount Last of **\$75,018**
Approximately **\$35,000** for 2012

- Walsh Co PI Commercialization segment - Carbon Composite Thin Films for Power Generation and Energy Storage Office of Naval Research
- Walsh Co PI Commercialization segment - Carbon Composite Thin Films for Power Generation and Energy Storage Office of Naval Research

New Mexico Small Business Assistance – LANL, **Steven Walsh (PI), Sul Kasscieh (Co-PI) C. White (Co-PI)** Approximately **\$68,000** for 2012

New Mexico Small Business Assistance Program,-SNL, **Sul Kasscieh PI, Craig White Co-PI, S. Walsh Co-PI** Approximately **\$110,500** for 2012

Horizon Ag - S. Walsh PI **\$17,000**
Approximately \$5,000 for 2012

Lobo Energy S. Walsh PI **\$10,000**

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Approximately \$5,000 for 2012

School year 2010 / 2011 Grants

Co-PI for ONR (Office of Naval Research), PI for UNM side 2011-2012
Amount **\$75,018**

- Walsh Co PI Commercialization segment - Carbon Composite Thin Films for Power Generation and Energy Storage Office of Naval Research

New Mexico Small Business Assistance - LANL – {PI}, **Steven Walsh, Sul Kasscieh (Co-PI)**
C. White (Co-PI) approximately **\$150,000**
Budget Period: 09/02/08-12/31/11 Amount **\$ 637,377**

New Mexico Small Business Assistance Program - **SNL Sul Kasscieh PI, Craig White Co-PI,**
S. Walsh Co-PI approximately **\$100,000**

- **Walsh Co PI New Mexico Small Business Assistance Program-SNL**
Budget Period: 09/02/09-12/31/11 approximately Amount **\$ 230,000**

Horizon Ag - S. Walsh PI **\$17,000**

School Year 2009 / 2010 Grants

Sandia National Laboratory New Mexico Small Business Assistance Programs \$119,000
Steve Walsh (co- PI) and Sul Kasscieh (PI) C. White (Co-PI) R. Mahto (Co-PI)

LANL Sandia New Mexico Small Business Assistance Programs \$136,000
Steve Walsh (PI), Sul Kasscieh (Co-PI), C. White (Co-PI) R. Mahto (Co-PI)

2008 Grants

Sandia National Labs New Mexico Small Business Assistance Programs \$65,000
Steve Walsh (co- PI) and Sul Kasscieh (Co-PI)

LANL Sandia New Mexico Small Business Assistance Programs \$42,500
Steve Walsh (co-PI) Kasscieh (PI) summer 2007

2007 Grants

McCune Grant \$25,000
Steve Walsh (Co-PI) with Craig White (Co-PI).

Sandia New Mexico Small Business Assistance Programs approximately **\$65,000**
Steve Walsh (PI) and Sul Kasscieh (Co-PI)

Sandia New Mexico Small Business Assistance Programs approximately **\$42,500**
Steve Walsh (co-PI) Kasscieh (PI) summer 2007

2006 Grants

New Mexico State Hydrogen Project Report \$15,000
Steve Walsh (PI) with Craig White (Co-PI).

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The project utilized mentored students to develop a project summary to be considered for funding by the governor

McCune Grant **\$50,000**

Steve Walsh (Co-PI) with Craig White (Co-PI).

Co- PI's Steve Walsh and Craig White working with the McCune foundation in an effort to generate an economic development impact by improving efforts with STC.

Sandia New Mexico Small Business Assistance Programs approximately
\$120,000

Steve Walsh (PI) and Sul Kassicieh (Co-PI)

New Mexico Water Project **\$25,000**

PI Craig White, Co- PI Steve Walsh, Dante DiGregorio, Doug Thomas, Sul Kassicieh,

Anderson Economic Development Research Grant **\$10,000**

Steve Walsh (PI)

Nanotechnology Commercialization

2005 Grants

International Small Business Journal Workshop Grant **\$15,000**

Workshop for the development of understanding on the hurdles faced by emergent technology based entrepreneurial enterprises.

McCune Grant **\$50,000**

Steve Walsh (Co-PI)

Co- PI's Steve Walsh and Craig White working with the McCune foundation in an effort to generate an economic development impact by improving efforts with STC.

Sandia New Mexico Small Business Assistance Programs
Sul Kassicieh (PI) and Steve Walsh (Co-PI) approximately **\$100,000**

Grant from the New Mexico State Economic Development Department under discussion with Mike Orshan. Both of these grants are contingent on the development of an education certification Program for Mentors and Students

2005 Internships Granted

(Internships paid directly to students no funds not counted in funds in total above)

Mesa Internship (1700) Year long internship (yearly) **\$40,000**

Sandia National Labs tech transfer 2 Interns (yearly) **\$40,000**

Zyvex (2 Interns) **\$40,000**

2004 Grants

2004 Sandia New Mexico Small Business Assistance Programs

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Steve Walsh (PI) and Sul Kasscieh (Co-PI), **approximately \$100,000**

There are more than 20 studies which I have personally mentored nearly 70 % of them that have resulted in activity that directly support the economic development of New Mexico.

Certification produced for more than 20 students and professors

2004 Internships Granted

(Internships paid directly to students no funds not counted in funds in total above)

Sandia National Labs Tech transfer 2 Interns **\$40,000**

Zyvex (2 Interns) **\$40,000**

Pfizer (1 Intern) **\$10,000**

Las Alamos National Laboratories (2 interns summer) **\$24,000**

2003 Grants

Sandia New Mexico Small Business Assistance Programs

Steve Walsh (PI) and Sul Kasscieh (Co-PI) **approximately \$100,000**

There are also more than 20 studies of which I have personally mentored nearly 70 % of them that have resulted in activity that directly supports the economic development of New Mexico.

2003 Internships Granted

(Internships paid directly to students no funds not counted in funds in total above)

Sandia National Labs Tech transfer 2 Interns **\$40,000**

Las Alamos National Laboratories (2 interns summer) **\$24,000**

2002 Grants

2002 Sandia New Mexico Small Business Assistance Programs

Steve Walsh (PI) and Sul Kasscieh (Co-PI), **approximately \$100,000**

I have been directly responsible for three projects for Zuni, Management Science and Triona. The three projects are the following – for technological assessment, implementation, and elements of a business plan. The award is initially for over \$40,000 and is continuing. The companies in the four corners region are requesting further funding for students after their MGT 514 experience. A feasibility plan for a Microsystems packaging facility in the four corners regions is being investigated under this initiative. This provided an opportunity for students to present a status update to Senator Bingaman. A final report has been generated as a deliverable for this contract, which will enable and aid the decision making process for financing a Microsystems packaging facility in the local four corners region.

2001 Grants

Management Sciences and Sentient Sensors, **approximately \$140,000**
Walsh, S. (PI) and Kasscieh, S. (Co-PI), 2001

MANCEF, 2001, **\$24,000**

Steve Walsh (PI) and Sul Kasscieh (Co-PI)

Coventor, Cost modeling for Microsystem Manufacturing. \$12,000
Walsh, S. (PI) and White, C. (Co-PI), 2001,

The award is for \$12,000 and permits the recipient to perform research and the recipient's University to fund students. This is the first installment of a three-part grant. The cost of the entire micro system manufacturing will be modeled under this contract, identifying cost limiting steps, and will provide the corporation with a guideline to base their future decisions on investments and expenses. Coventor is one of the leading international companies in the area of MEMS (Micro Electro Mechanical Systems) design, and are developing and expanding their skill base to other MEMS applications rapidly. A cost model at this stage assists them tremendously to make astute decisions. The University benefits by developing cost models that will be actively used in a leading edge international market place.

Grant from New Mexico MEP, \$12,000
Steve Walsh (PI) and Sul Kasscieh (Co-PI)

Grant from New Mexico MEP for the development of a business plan for Real Time Sites. The award is for \$12,000 and permits the recipient to conduct research and the recipient's university to fund students. Developing business plans assists development of the local community. Both the Department and the University benefit from this project as students are involved in the business plan effort, are making contacts and gain invaluable experience of working with local corporations.

Axsun, A LIGA based foundry \$8,000
Steve Walsh (PI) 2001,

This grant allowed students to develop models of commercialization, market studies for industries without infrastructure and unknown markets. This effort developed and diversified student's skill in different technologies.

1999-2000 Grants

Sandia University Research Program SURP Grant, 1999-2000, \$35,000
Steve Walsh (PI) and Craig White (Co-PI)

The Award is for \$35,000 and permits the recipient to conduct research and the recipient's university to fund students, fellow professors on any number of research or pedagogy issues. Awards are made after evaluating each applicant's past research record, their current research activities, and consulting both the academic researchers and professionals. This competition is not only for management researchers but also to the university academic researchers as a whole. I believe this is the first Anderson Schools of Management proposal recipient.

The International Commercialization of Microsystems 2000/MANCEF \$100,000
Steve Walsh (PI) and Sul Kasscieh (Co-PI) (not counted in total above because they were developed specifically for a conference)

We were awarded over \$100,000 to provide student support, and infrastructure for the International Conference on the Commercialization of Microsystems. This grant allows students to provide value and interact with some of the fastest growing companies in the world. The students gained experience and expanded their network closely interacting with the conference attendees, who were mostly entrepreneurs, start-ups and small growing firms. Students provided invaluable support in the organization of the conference making it a success here in New Mexico.

**Sandia National Laboratory to UNM Anderson Schools FIT Department
\$14,000**

**Robotics Technological Assessment
Sul Kassicieh (PI) and Steve Walsh (Co-PI)**

The result of this program is the continuation of an ongoing relationship between the MOT Group and Sandia National Laboratory for the placement of our graduates as well as real world learning educational experience for our students.

1998-1999 Grants

Director Technology Entrepreneurship Program (1998-2000)

Steve Walsh (PI)

The Technology Entrepreneurship program has created a mentorship-internship program, which has proved quite successful for both research and clinical student education. Over the past 2.5 years Dr. Steven Walsh and Dr. Sul Kassicieh have co-worked on nearly \$200,000 in grants for research and student development as PI and Co-PI. There are three sources of these funds. They are from: the entrepreneurship program, the mentorship program and the friends of Technological Entrepreneurship. Funding groups include some of the New Mexico flying forty. Some of our funds are from corporations where the students provided over 14 business plans that have helped these firms generate in excess of \$150 million over the past 2 and ½ in venture funding. Sul and I are currently developing relationships with the New Mexico Manufacturing Extension Program, Sandia National Laboratories' state funded business extension program and the Science and Technology Corporation of UNM to improve the program. These programs have produced more than 30 GA and TA opportunities for UNM students.

A partial list of corporations that have participated in this program

Class activities:

Sandia National Laboratory
Jet Propulsion Laboratories
SiNaF Enterprises
Sagebrush Technologies
TPL

Accurance
Miletus
STC
Lake Associates
Cytomagic
Icanplayit.com
CHTM
TMP
Optical Insights
Occasions

Willow Systems
NextPath
Management Sciences Inc.
Hartley Enterprises
MEMX

Meso Systems

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Global Resources
Khoral Research

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US – DOD
and, many others

SERVICE ACTIVITIES

I have tried to excel in service at all levels: The Department, Anderson School, UNM in general, New Mexico community, and the wider global environment. First, service is the reason why we have the funds that give opportunities to our students for research in the Technological Entrepreneurship class. Second, as a professor, I am drawn to serving the community. Finally our President and Dean have pointed to technology-based economic development as a focus for UNM to provide for its surrounding community.

The following are some of my accomplishments in this arena during the past years:

- Mentored student Projects that directly support New Mexico Businesses for nearly for close to 200 firms from all parts of New Mexico (form 1998 through 2012)
- Board of the MESA University at Sandia
- Co-developer of the TVI grant for SWRE award from NASA, and NSF
- Faculty advisor to the newly created student Technology Commercialization Association (TCA) at UNM's Anderson schools of Management (2000-2007)
- Member of the Organization Committee for the Ibero American Research Conference (2000, 2001, 2002, 2003, 2004, 2005, 2007)
- State of New Mexico Economic Development All-Star
- Director of the Technology Entrepreneurship Program
- Co-Director of the ASM Management of Technology Center
- Member of the organizing panel for the South West Region of Innovation series of Conferences. (2000-2004)
- Mentor for the Technology Ventures Symposium in
- Weekly meetings with the New Mexico Entrepreneurial Community
- Founding Past President and current Board member of MANCEF

RESEARCH ACTIVITIES

- Investigation of the strategy technology interface and how this phenomenon affects the firms ability to gain, sustain and enlarge competitive advantage.
- Disruptive technology and discontinuous innovation
- R&D management
- Technological entrepreneurship
- Core capabilities and competencies and firm success particularly within industries over time.
- The effect of human resource policy on core capabilities of the firm.
- Innovation policy and competitive advantage.
- Entrepreneurial issues, particularly the effect of management of technology, finance and strategy
- Discontinuous emerging technologies, MEMS in particular
- The new product development process.
- Developer of an inclusive longitudinal industrial database on the Semiconductor Silicon industry
- Member of the Entrepreneurial Research Consortium (ERC)
- Developer of the first ever living Database on the Commercialization of Microsystems manufacturing technologies an Emergent Discontinuous Innovation Base.
- Initiator of a unique database of Foreign SME manufacturing infrastructure products in Northern China.

OTHER WORK EXPERIENCE

VICE PRESIDENT

Neville Technologies, Inc., Troy, NY

1990 - 1996

Founding member of Neville Technologies, a strategic consulting firm specializing in the intersection of strategy and technology

BOARD MEMBER

Silicon Sense, Inc., Nashua, NH

1989- Present

PRESIDENT, BOARD MEMBER

Janus Ventures, Inc., Nashua, NH

1987 - 2001

President and founder of the first technical service company serving the consulting and materials product needs to the semiconductor industry in New England. The company achieved positive cash flow and sales revenue of \$500,000 per year within six months. I was directly responsible for business planning, strategy and profitability. Trained current management team

GENERAL MANAGER

Jeffrey Chemical Company, Wilmington, MA

1981 - 1987

Responsibilities included strategic planning, sales management, new product development, line acquisition, engineering, profitability and direct selling to select key accounts. Introduced six new product lines and developed three substantial new products. Completed three major engineering projects and helped develop two strategic alliances that produced products. Sales increased from \$1.2 million to \$8.5 million with a pretax profit margin of more than 25%.

DIRECTOR OF TECHNICAL SERVICES/ DIRECTOR OF MARKETING RESEARCH

J. T. Baker Chemical Company, Phillipsburg, NJ

1977 - 1981

Responsible for coordinating the efforts of sales, marketing, engineering, and R&D. I also held positions in sales, marketing, marketing research, commercial development, and engineering. Similarly, I collaborated with advertising to produce specialty chemical brochure. As New England salesperson, generated 16% of total company sales in a territory that historically produced 2% of such sales. A division of Richardson /Vicks-P&G

CONSULTING EXPERIENCE (Partial listing most historical)

Allied-Signal Inc.

American Silicon Products Inc.

Analog Devices Inc.

Battelle Inc.

Balez Labs Inc.

Cherry Semiconductor Inc.

C.P. Clare Inc.

Cray Research Inc.

Crystaltek Inc.

Digital Equipment Corporation

Corning Inc.

Kymata Inc.

Eaton Inc.

Empco Inc.

E. Merck Inc.

Fairchild Inc.

Ferrofluidics

GT Equipment Inc.

Germanium Power Devices Inc.

GSX Inc.

Honeywell Inc.

GE

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ITT Inc.
Merck Inc.
MEMX
Northern Analytical Inc.
Polaroid Inc.
SEMI Inc.
Sandia National Laboratories
San Gobain Inc.
Sagebrush
Technical Components Inc.
Transene Inc.
Unitrode Corporation Inc.
Varian Corp.
Wright Patterson
Willow Inc.
Many others

Laidlaw Inc.
Mitsubishi
CSEM
NEMC
Norton Inc.
Sprague Inc.
GTI Inc.
Shiplely Corp.
TMP
Teledyne-Crystalonics Inc.
Texas Instruments
National Semiconductor Inc.
Virginia Semi Inc.
U.S. Government (Various)
United Technologies Inc.