

# TERA L. GALLOWAY

## Address:

University of St. Thomas  
Opus College of Business  
Department of Management  
St. Paul, MN 55403  
E-mail: gall8882@stthomas.edu

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## ACADEMIC EXPERIENCE

<b>University of Saint Thomas</b> Associate Professor of Management	St. Paul, MN 2022-present
<b>Illinois State University</b> Associate Professor of Management and Quantitative Studies	Normal, IL 2013-2022

## EDUCATION

PhD (2013) Business Administration  
Washington State University  
Focus: Strategic Management & Entrepreneurship  
Dissertation: *The role of governance and legitimacy on inter-organizational relationships: An examination of alliance innovation strategy, network spillover, and firm performance.*  
Chair: Dr. Jonathan Arthurs, Committee Members: Dr. Arvin Sahaym, Dr. Kristine Kuhn

BBA (2003) University of Michigan-Flint  
(with distinction)  
Major: Business Administration  
Concentration: Economics, International Business

## RESEARCH FOCUS

Advice networks among SME founders, Coopetition: Simultaneous cooperation and competition among firms, Alliance portfolios, Legitimacy and spillover

## RESEARCH ACTIVITIES

### ***Publications***

- Galloway, T. & Miller, D. R. (In Press). The effectiveness of founder signals and firm behavior during the IPO process. *Journal of Research in Marketing and Entrepreneurship*. [ABDC Rank B](#))
- Galloway, T.L., Miller, D.R., & Liu, C. (2021). Guilty by association: Spillover of regulative violations and repair efforts to alliance partners. *Journal of Business Ethics*. DOI: [10.1007/s10551-021-05006-9](https://doi.org/10.1007/s10551-021-05006-9) [ABDC Rank A\\*](#), [Impact Factor 6.43](#), [Acceptance Rate 11.1%](#)
- Galloway, T.L., Kuhn, K.M. & Collins-Williams, M. (2021). Competitors as advisors: Coopetition among small business entrepreneurs. *Long Range Planning*. <https://doi.org/10.1016/j.lrp.2019.101929>

[ABDC Rank A, Impact Factor: 8.802](#)

Mathias, B., Huyghe, A., Frid, C.\* & Galloway T.L.\* (2018). An identity perspective on cooperation in the Craft Brewing industry. *Strategic Management Journal*, Special Issue on Cooperation. \*Equal authors.

[ABDC Rank: A\\*, Impact Factor: 8.641, Acceptance Rate <3%](#)

Kuhn, K., Galloway, T.L. & Collins-Williams, M. (2017). Simply the best: An exploration of advice that small business owners value. *Journal of Business Venturing Insights*, 8:33-40.

[ABDC Rank: n/a, Impact Factor: 2.861](#)

Galloway, T. L. Miller, D. R., Sahaym, A. & Arthurs, J. (2017). Exploring the innovation strategies of young firms: Corporate venture capital and venture capital impact on alliance innovation strategy. *Journal of Business Research*, 71:55-65.

[ABDC Rank: A, Impact Factor: 2.509, Acceptance Rate 6-10%](#)

Kuhn, K., Galloway, T.L. & Collins-Williams, M. (2016). Near, far, and online: Small business owners' advice-seeking from peers. *Journal of Small Business and Enterprise Development*, 23(1): 189-206.

[ABDC Rank: C, Impact Factor: 1.98, Acceptance Rate: 19%](#)

Kuhn, K.M., & Galloway, T.L. (2015). With a little help from my competitors: Peer networking in online communities of artisan entrepreneurs. *Entrepreneurship Theory & Practice*, 39(3): 571-600.

[ABDC Rank A\\*; Impact Factor 5.321; Acceptance Rate: 5-10%](#)

Miller, D.R., Galloway, T.L. & Smith, D. (2015). What's in it for me? Reciprocal exchanges between underwriters and venture capitalists. *New England Journal of Entrepreneurship*, 18(2): Article 2.

[ABDC Rank: C, Impact Factor: n/a, Acceptance Rate 25%](#)

### ***Papers Under Review***

Galloway, T.L., Miller, D.R., & Bahl, M. Making the most out of a diverse situation: Alliance portfolio diversity and CVC influence on new product development of young firms. ([Under Review: Strategy Science, ABDC Rank A](#))

### ***Working Papers***

Frid, C., Galloway T., Huyghe, A & Mathias, B. Entrepreneurial role evolution within collective action: Evidence from the craft beer industry. (Target: *Journal of Management*, [ABDC Rank A\\*](#))

Galloway, T.L., Miller, D.R., & Bahl, M. Making the most out of a diverse situation: Alliance portfolio diversity and CVC influence on new product development of young firms. (Target Journal: *Strategy Science*, [ABDC Rank A](#))

Galloway, T., Miller, D., Noack, D., & Guidice, B. Managing the message: Support me - I'm passionate, proven, and will make you incredibly rich. (Target: *Journal of Business Venturing*, [ABDC Rank A\\*](#))

Galloway, T. The Search for the Golden Ticket: A Value Chain and VRIO Experiential Exercise. (Target: *Journal of Management Education*, [ABDC Rank B](#))

Kuhn, K. and Galloway, T. L. Managing entrepreneurs: Multi-agency relationships between small venture owners, digital platforms, and customers. (Target: *Journal of Entrepreneurship Theory and Practice*, [ABDC Rank A\\*](#))

### ***Conference Proceedings***

Frid, C., Galloway T., Mathias, B., & Huyghe, A. (2018) Entrepreneurial role evolution within collective action: Evidence from the craft beer industry. In *Academy of Management Proceedings*, August 9-14, Chicago, IL.

Galloway, T. & Miller, D. R. (2017). An examination of the effectiveness of founder signals and firm behavior during the IPO process. In *Academy of Management Proceedings*, August 4-8, Atlanta, GA.

Galloway, T., Miller, D. R., & Liu, K. (2017). Guilty by association: A contingency view of regulative delegitimation. In *Academy of Management Proceedings*, August 4-8, Atlanta, GA.

Mathias, B., Huyghe, A, Frid, C. & Galloway T. (2016). An Identity Perspective on Cooperation in the Craft Beer Industry. In *Academy of Management Proceedings*, August 10-14, Anaheim, CA.

- Miller, D. R., Galloway, T., & Smith, D. (2015). Quid pro quo agreements between underwriters and venture capitalists. In *Eastern Academy of Management Proceedings* (Vol. 2015, No.1 p. 2169-2194). Eastern Academy of Management.
- Galloway, T. L., & Arthurs, J. D. (2013). The impact of corporate venture capital investments on IPO firm alliance management capabilities. In *Academy of Management Proceedings* (Vol. 2013, No. 1, p. 17567). Academy of Management. DOI: 10.5465/AMBPP.2013.17567abstract
- Galloway, T.L., Miller, D.R., Townsend, D. & Arthurs, J.D. (2013). Organizational misconduct, spillover, reputation damage and repair across alliance networks. In *Academy of Management Proceedings* (Vol. 2013, No. 1, p. 17392). Academy of Management. DOI: 10.5465/AMBPP.2013.17392abstract
- Galloway, T. L. & Sahayn, A. (2012). Young firms under transition: The influence of governance on IPO alliances (Summary), *Frontiers of Entrepreneurship Research*: Vol. 32: Iss. 17, Article 8. Available at: <http://digitalknowledge.babson.edu/fer/vol32/iss17/8>
- Miller, D. R., Galloway, T., & Arthurs, J. (2012). Creative destruction: Evidence from Initial Public Offerings (Interactive paper), *Frontiers of Entrepreneurship Research*: Vol. 32: Iss. 15, Article 22. Available at: <http://digitalknowledge.babson.edu/fer/vol32/iss15/22>
- Galloway, T, Miller, D. R., Arthurs, J, Kim, S., & Cho, S. Y. (2011). Sources of information asymmetry and underpricing in initial public offerings (Summary), *Frontiers of Entrepreneurship Research*: Vol. 31: Iss. 2, Article 6. Available at: <http://digitalknowledge.babson.edu/fer/vol31/iss2/6>

### **Book Chapters**

- Galloway, T.L., Miller, D.R., Kim, S., Arthurs, J.D., & Cho, S.Y. (2013). Information asymmetry and underpricing: The impact of underwriter and innovation strategy. In Jain, Subhash and Ben Kedia (eds.) Restoring America's Global Competitiveness through Innovations. Northampton, MA: Edward Elgar Publishing.
- Smith, D., Miller, D.R., Galloway, T.L., Arthurs, J.D., & Harkins, J. (2013). The effect of interdependence and human resource quality on value generating capabilities of an organization. In Jain, Subhash and Ben Kedia (eds.) Restoring America's Global Competitiveness through Innovations. Northampton, MA: Edward Elgar Publishing.

### **Select Refereed Conference Presentations**

- Miller, D., Noack, D., Galloway, T., & Guidice, B. Pitching your worth: Like me, want me, support me. Accepted to Babson College Entrepreneurship Research Conference, 2022.
- Noack, D., Galloway, T., Miller, D., & Guidice, B. Crowdfunding Prototypes: Symbol Legitimacy or Proof of Concept. Accepted to Babson College Entrepreneurship Research Conference, 2022.
- Miller, Doug, Liu, K. & Galloway, T. (2020) Legitimacy Lost: Regulative De-Legitimation. Presented at the Academy of Management Annual Meeting, August 8-11, Virtual Meeting.
- Miller, Doug, Noack, D., Galloway, T. and Guidice, R. (2020) Managing the Message: Support Me - I'm Passionate, Proven, And Will Make You Incredibly Rich. Accepted for presentation at 2020 Babson College Entrepreneurship Research Conference, Knoxville, TN. Conference canceled due to Coronavirus
- Frid, C., Galloway T., Mathias, B., & Huyghe, A. (2018) Entrepreneurial role evolution within collective action: Evidence from the craft beer industry. Presented at the Academy of Management Annual Meeting, August 9-14, Chicago, IL.
- Frid, C., Galloway T., Mathias, B., & Huyghe, A. (2018) The evolution of entrepreneurs' roles within the craft beer collective. Presented at the Babson College of Entrepreneurial Research Conference, June 3-6, Waterford, Ireland.
- Galloway, T. & Miller, D. R. (2017). An examination of the effectiveness of founder signals and firm behavior during the IPO process. Presented at the Academy of Management Annual Meeting, August 4-8, Atlanta, GA.
- Galloway, T., Miller, D. R., & Liu, K. (2017). Guilty by association: A contingency view of regulative de-legitimation. Presented at the Academy of Management Annual Meeting, August 4-8, Atlanta, GA.

- Mathias, B., Frid, C., Galloway T. & Huyghe, A. (2016) Paying it forward: An identity perspective on cooperation in the craft beer industry. Presented at the Academy of Management Annual Meeting, August 5-9, Anaheim, CA.
- Miller, D.R., Galloway, T.L., Noack, D. (2015). Popular media and individual opportunity search behaviors. Presented at the Babson College of Entrepreneurial Research Conference, June 3-6, Boston, MA.
- Kuhn, K., & Galloway, T.L. (2015). The best, not the rest: Differences in men and women business owners' relationships with their most valued advisor. Presented at the Babson College of Entrepreneurial Research Conference, June 5-8, Boston, MA.
- Galloway, T.L., Kuhn, K., & Collins-Williams, M. (2014). Competitors as advisors: The effects of trust and knowledge among small business entrepreneurs. Presented at the Babson College of Entrepreneurial Research Conference, June 4-7, London, Ontario.
- Galloway, T.L., Kuhn, K., & Collins-Williams, M. (2014). Distance, uncertainty, and advice sharing among founders. Presented at the Babson College of Entrepreneurial Research Conference, June 4-7, London, Ontario.
- Miller, D.R., Galloway, T.L., and Smith, D. (2013) Resource acquisition, deployment, and development: The impact of dynamic managerial capabilities. Presented at the Western Academy of Management, March 7-10, Santa Fe, NM.
- Galloway, T.L. & Sahaym, A. (2012) Young firms under transition: The influence of governance on alliances. Presented at the Babson College Entrepreneurial Research Conference, June 7-9, Fort Worth, TX.

### ACADEMIC APPOINTMENTS

Illinois State University	2013-2022 (1.0 is high)
Associate Professor	
<u>Undergraduate Classes</u>	
Strategic Entrepreneurship Seminar (MQM 340)	Avg. 1.2/5.0
Business Policy & Strategy – Face to Face (MQM 385)	Avg. 1.6/5.0
Business Policy & Strategy – Online (MQM 385)	Avg. 1.3/5.0
Business Organization and Management (MQM 220)	Avg. 2.0/5.0
<u>Graduate Classes</u>	
Advanced Organizational Strategy (MBA 485)	N/A
New Venture Creation (MBA 426)	Avg. 1.2/5.0
New Product Design and Development (MKT 439)	Avg. 1.6/5.0
Washington State University	2009-2013 (4.0 is high)
Instructor	
Introduction to Management (Mgmt 301)	Avg. 3.3/4.0
Business Strategy and Policy (Mgmt 491)	Avg. 3.2/4.0
Managerial Leadership Facilitator (Mgmt 571)	Avg. 3.7/4.0

### SERVICE & DEVELOPMENT

#### ***Professional Service***

- Ad-Hoc Reviewer, *Journal of Small Business and Enterprise Development* (2020-present)
- Ad-Hoc Reviewer, *Journal of Business Research* (2020-present)
- Ad-Hoc Reviewer, *International Studies of Management & Organization* (2020-present)

- Guest Editor for Special Issue on “The Gig Economy,” *Journal of Management Psychology* (2018-2019)
- Ad-Hoc Reviewer, *Journal of Business Venturing Inquiry* (2019-present)
- Reviewer for the Babson College Entrepreneurship and Research Conference (2015-present)
- Ad-Hoc Reviewer, *Journal of Management Studies* (2016-present)
- Ad-Hoc Reviewer, *Journal of Business Venturing* (2012-present)
- Reviewer for the Academy of Management Conference (2011-2020)
- Ad-Hoc Reviewer, *Journal of Small Business Management* (2011, 2017)

### ***Professional Development***

- Teaching Online Programs Workshop, Normal, IL (2020)
- AIM Online Workshop, Normal, IL (2018)
- Advanced Quality Matters™ Online Course Development Workshop, Normal, IL (2017)
- Quality Matters™ Online Course Development Workshop. Illinois State University, Normal, IL (2017)
- eLiterate Professor Book Club and Discussion Group. Illinois State University, Normal, IL (2016)
- Design, Align, Refine and Teach Online Workshop. Illinois State University, Normal, IL (2015)
- Capsim Business Simulation Training and Workshop. Chicago, IL (2014)
- Academy of Management New Faculty Consortium. Boston, MA (2012)
- Doctoral Consortium, West Coast Research Symposium. San Diego, CA (2012)
- Doctoral Consortium, Babson College of Entrepreneurial Research Conference. Syracuse, NY (2011)

### ***University Service***

- NextLMS Service Committee (2022)
- University Technology Advising Committee (2021-2022)
- Committee Member: Academic Continuity Professional Development (Summer and Fall 2020)
- DYI Facilitator & CTLT Mentor (Summer & Fall 2020)
- CTLT Mentor for transition to online environment during COVID-19 crisis (Spring 2020)
- Faculty Mentor for Online Course Development (2015-present)
- College of Business, Technology Team, Chair (2016-2017)
- College of Business, Strategic Leadership Team (2016-2017)
- Department, Entrepreneurship Search Committee (2016)
- College, Faculty Mentor – Business Themed Living Learning Community (2015-2016)

### **AWARDS & GRANTS**

- Illinois State University Research Grant (2020-2021)
- Illinois State University Wisdom Torch (Teaching) Award (2019)
- Illinois State University CTLT Teaching and Innovations Grant (2018)
- Illinois State University Research Grant (2018-2019)
- Illinois State University Research Initiative Award (2017)
- Illinois State University Wilma Jean Alexander Technology Innovation Award (2017)
- Illinois State University Wisdom Torch (Teaching) Award (2015)
- Illinois State University Seed Grant (2015)
- Illinois State University Student Impact Award (2014)
- Best Doctoral Paper Award, Western Academy of Management (2013)

### **PROFESSIONAL AFFILIATIONS**

- Academy of Management, ENT and BPS Divisions (2011-present)
- Strategic Management Society (2017-present)

- Experiential Learning Association (2015-2016)

### **PROFESSIONAL EXPERIENCE**

<b>Rehab Focus Inc.</b> Vice President	Owosso, MI 2003-2009
<b>Stride Glide LLC</b> Marketing Director	Owosso, MI 1999-2003
<b>Burdenko Water &amp; Sports Therapy Institute</b> Workshop Coordinator	Boston, MA 2001-2003