

CURRICULUM VITAE
THOMAS H. ALLISON
Associate Professor of Entrepreneurship

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EDUCATION

- Ph.D. University of Oklahoma, Michael F. Price College of Business
Business Administration with an emphasis in Entrepreneurship
- B.B.A. Wichita State University, W. Frank Barton School of Business
Business Administration with a major in Entrepreneurship

FIELDS OF INTEREST

Research:

Crowdfunding
Entrepreneurial Finance
Entrepreneurial Resource Acquisition
Social Entrepreneurship

Entrepreneurial Narratives
Entrepreneurial Leadership
Venture Capital
Venture Finance

Teaching:

Entrepreneurial Finance
Entrepreneurial Management
Venture Capital

Venture Valuation
Entrepreneurial Leadership & Teams
Venture Financial Management

EMPLOYMENT

- 2019-Present Associate Professor of Entrepreneurship, Texas Christian University
- 2014-2019 Assistant Professor of Entrepreneurship, Washington State University
- 2010-2014 Graduate Research/Teaching Assistant, University of Oklahoma
- 2009-2010 Research Assistant, Wichita State University
- 2003-2008 Entrepreneur, Allison Data Corporation
Co-founded and ran for five years an entrepreneurial venture in the enterprise middleware/technology services space. Raised outside angel investment (equity). Hired, trained, and led sales, engineering, and support team employees.

JOURNAL PUBLICATIONS

Total Citations as of January 2020: **1042** (Google Scholar); **385** (Web of Science)
 2019 Citations: **424**; 2018 Citations: **285**; 2017 Citations: **131**; h-index: **11**; i10-index: **13**
 † Doctoral student at my institution at the time the project was launched

- Oo P†, Allison TH, Sahaym A, Juasrikul S†. 2019. User entrepreneurs' multiple identities and crowdfunding performance: Effects through product innovativeness, perceived passion, and need similarity. *Journal of Business Venturing*. 34 (2019) 105895
- Pollack JM, Maula M, Allison TH, Renko M, Günther CC. 2019. Making a Contribution to Entrepreneurship Research by Studying Crowd-Funded Entrepreneurial Opportunities. *Entrepreneurship Theory and Practice*. doi: 10.1177/1042258719888640 (Editorial)
- Anglin AH, Short JC, Ketchen DJ, Allison TH, McKenny AF. 2019. Third-Party Signals in Crowdfunded Microfinance: The Role of Microfinance Institutions. *Entrepreneurship Theory and Practice*. doi: 10.1177/1042258719839709.
- Anglin AH, Short JC, Drover W, Stevenson RM, McKenny AF, Allison TH. 2018. The power of positivity? The influence of positive psychological capital language on crowdfunding performance. *Journal of Business Venturing*. 33(4): 395-550 doi: 10.1016/j.jbusvent.2018.03.003
- Allison TH, Davis BC, Webb JW, Short JC. 2017. Persuasion in Crowdfunding: An Elaboration Likelihood Model of Crowdfunding Performance. *Journal of Business Venturing*, 32(6): 707-725. doi: 10.1016/j.jbusvent.2017.09.002
- McKenny AF, Allison TH, Ketchen DJ, Short JC, Ireland RD. 2017. How Should Crowdfunding Research Evolve? A Survey of the Entrepreneurship Theory and Practice Editorial Board. *Entrepreneurship Theory and Practice*, 41(2): 291-304. doi: 10.1111/etap.12269 (Editorial)
- Short JC, Ketchen DJ, McKenny AF, Allison TH, Ireland RD. 2017. Research on Crowdfunding: Reviewing the (Very Recent) Past and Celebrating the Present. *Entrepreneurship Theory and Practice*, 41(2): 149-160. doi: 10.1111/etap.12270 (Editorial)
- Plummer LA, Allison TH, Connelly BL. 2016. Better together? Signaling interactions in new venture pursuit of initial external capital. *Academy of Management Journal*, 59(5): 1585-1604. doi: 10.5465/amj.2013.0100
- Baur JE, Ellen BP, Buckley MR, Ferris GR, Allison TH, McKenny AF, Short JC. 2016. More than One Way to Articulate a Vision: A Configurations Approach to Leader Charismatic Rhetoric and Influence. *The Leadership Quarterly*, 27(1): 156-171. doi: 10.1016/j.leaqua.2015.08.002

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

UNDER REVIEW/REVISION

[Not Displayed to Safeguard Blind Review]

BOOKS AND BOOK CHAPTERS

- Baid C†, Allison TH. 2019. How crowdfunding deals get done: signaling, social capital, and communication perspectives. In A Parhankangas, C Mason, & H Landström (Eds.), *Handbook of Research on Crowdfunding*. Cheltenham, UK/Northampton, MA, USA: Edward Elgar.
- Srivastava S†, Oo P†, Sahaym A, Allison TH. 2018. Kickstart OR Jumpstart? Understanding Women Entrepreneurs' Crowdfunding Performance. In PG Greene & CG Brush (Eds.), *A Research Agenda for Women and Entrepreneurship: Identity through aspirations, behaviors, and confidence: pp. 207-220*. Cheltenham, UK/Northampton, MA, USA: Edward Elgar. doi: 10.4337/9781785365379.
- Anglin AH, Allison TH, McKenny AF, & Busenitz LW. 2014. The Role of Charismatic Rhetoric in Crowdfunding: An Examination with Computer-Aided Text Analysis, *Social Entrepreneurship and Research Methods: Research Methodology in Strategy and Management*. New York: Emerald Group Ltd, 19-48.
- Allison TH, McKenny AF, Short JC. 2014. Entrepreneurial rhetoric and business plan funding: an empirical examination. In *Communication and Language Analysis in the Corporate World*, Hart RP (ed). IGI Global: Hershey, PA.

Chandler GN, Allison TH. 2012. Finding and Evaluating Entrepreneurial Opportunities. Logan, UT: MyEducator, Inc.

CONFERENCE PROCEEDINGS

Plummer LA, Allison TH. 2012. External resource acquisition in spatially isolated firms. Academy of Management Proceedings (*Best Paper Proceedings*).

Allison TH, Busenitz LW. 2012. Investor engagement and the interaction of the opportunity and the environment: Alertness to customer needs and to new technologies. *Frontiers of Entrepreneurship Research: Vol. 32*.

Plummer LA, Allison TH. 2011. Spatial isolation and resource acquisition in new ventures. *Frontiers of Entrepreneurship Research: Vol. 31*.

CONFERENCE PRESENTATIONS

Allison TH, Davis BC, Srivastava S†, McKenny AF, Michaelis TL, Pollack JM, Carr JC. 2020. Crowdfunding Meta-Analysis: Building New Entrepreneurship Theory. To be Presented at BCERC 2020. Knoxville, TN.

Creek S†, Allison TH, Sahaym A, Hmieleski K, Maurer J†, Oo P†. 2020. Dark Triad Rhetoric in Crowdfunding: A Comparison Of Rewards-based And Equity Campaigns. To be Presented at BCERC 2020. Knoxville, TN.

Davis BC, Warnick BJ, Allison TH, Anglin AH. 2020. It's Written All Over Your Face: Facial Displays of Emotion as Behavioral Forecasting in Prosocial Microlending. To be Presented at BCERC 2020. Knoxville, TN.

Creek S†, Allison TH, Sahaym A, Hmieleski K, Maurer J†, Oo P†. 2019. The Dark Triad and Entrepreneurial Crowdfunding: A Comparison of Rewards-Based vs Equity Campaigns. Presented at AOM 2019. Boston, MA.

Clarke S, Anglin AH, Allison TH. 2019. Environmental Rhetoric in Equity Crowdfunding: A Signaling Interaction Perspective. Presented at BCERC 2019. Boston, MA.

Davis BC, Allison TH, Warnick BJ. 2019. Let's Face it: A Facial Expression Analysis of Emotions in Entrepreneurial Pitches. Presented at BCERC 2019. Boston, MA.

Anglin AH, Short JC, Ketchen DJ, Allison TH, McKenny AF. 2018. Entrepreneurial Orientation, Virtue Orientation, and Microfinance Institution Performance: An Institutional Logics Perspective. Presented at the SMS 38th Annual Conference. Paris, France.

Oo P†, Allison TH. 2018. Presence: Extending the emotions as a social information (EASI) perspective into crowdfunding. Presented at AOM 2018. Chicago, IL.

McKenny AF, Short JC, Allison TH. 2018. Errant signals: How crowdfunding performance elicits competition for de novo entrepreneurs. Presented at AOM 2018. Chicago, IL.

Srivastava S†, Allison TH, Sahaym A. 2018. Alert and Awake: Role of CEO Alertness and Attention on New Product Introduction. Presented at AOM 2018. Chicago, IL.

Allison TH, Warnick BJ, Davis BC. 2018. It's not what you say – its how you say it!: An audio content analysis of crowdfunding pitches. Presented at BCERC 2018. Waterford, Ireland.

Oo P†, Allison TH. 2018. Be yourself: Displays of authenticity in entrepreneurial resource acquisition. Presented at BCERC 2018. Waterford, Ireland.

TEACHING

Raising Capital: TCU Spring 2020. Developed new design for course based on principle of experiential learning. Class is highly participative and emphasizes learning skills, rather than simply facts.

Entrepreneurial Opportunity Recognition: TCU Spring 2020

Entrepreneurial Management: Understanding and navigating the unique challenges of new and rapidly growing firms. Taught: Fall 2016, Fall 2017, Fall 2018. Most recent student evaluation: 4.7/5 (college average = 4.3), with 38/43 students providing feedback.

Entrepreneurial Finance: How to get money for a business, how to plan and project financials, how to manage cash, how to value the business. Taught: Fall 2016, Spring 2017, Spring 2018, Fall 2018, Spring 2019. Most recent student evaluation: 4.6/5 (college average = 4.2) with 22/23 students providing feedback.

Seminar in Organizational Theory: A graduate-level seminar examining issues at the organizational level, including discussion of the following questions: Why are there organizations? How are organizations designed and structured? How do organizations relate to their environments? How do organizational level variables influence individual level phenomena? Taught: Spring 2017, Spring 2019. Most recent student evaluation: 4.43/5 (college average = 4.3) with 7/7 students providing feedback.

Strategic Management: The issues and challenges of leading a firm in a competitive environment from a general management perspective. Taught: Fall 2014, Spring 2015,

Fall 2015, Spring 2016. Most recent student evaluation: 4.7/5 (college average = 4.3) with 43/47 students providing feedback.

New Venture Development II (Feasibility Analysis): A course in doing the research necessary to test and validate startup concepts. Taught at University of Oklahoma Fall 2012, Spring/Fall 2013, Spring 2014.

Dissertation Committees:

Chandresh Baid, 2016-Current; Passed Comps Fall 2018; Dissertation Stage
Smita Srivastava, 2015-Current; Passed Comps Fall 2017; Dissertation Stage
Steven Creek, 2014-2018; Defended Spring 2018
Josh Maurer, 2014-2018; Defended Spring 2018
Pyayt Oo, 2014-2017; Defended Spring 2017

Other Graduate Education:

Design Curriculum for MBA Capstone module on business planning
WESKA (Entrepreneurship Boot camp for non-business masters, professional, and doctoral students – Lecturer on entrepreneurial resource acquisition)
Comprehensive Exam Question Writing & Grading
Interview and Evaluation of Ph.D. applicants

SERVICE ACTIVITIES

Professional Service:

Editing and Peer Review:

Associate Editor, *Entrepreneurship Theory and Practice* Virtual Special Issue on Crowdfunding: 2018-Current
Board of Review Member, *Journal of Business Venturing*: 2017-Current
Editorial Review Board Member, *Family Business Review*: 2014-Current
Guest Editor, Special Issue of *Entrepreneurship Theory and Practice* on Crowdfunding, with Dave Ketchen, Jeremy Short, R. Duane Ireland, and Aaron McKenny (2016; Published as Volume 41, Issue 2, 2017)

Ad Hoc Peer Review:

Academy of Management Journal	International Journal of Management
Strategic Entrepreneurship Journal	Reviews
Journal of Management	Journal of Environmental
Entrepreneurship Theory and Practice	Communication
Journal of Management Studies	Journal of International Business Studies
Journal of Business Ethics	Journal of Product Innovation
Business Ethics Quarterly	Management
Journal of Business Research	PLoS One
Journal of Corporate Finance	SAGE Open
European Journal of Marketing	Venture Capital

Conference Reviewing/Session Chair/Discussant/Panelist:

2020	Facilitator, AOM PDW on How to Answer Our Toughest Research Questions with Artificial Intelligence	2017	Panelist, Crowdfunding PDW
		2017	Reviewer, AOM Meeting
		2017	Reviewer, BCERC (Abstracts)
		2016	Reviewer, AOM Meeting
2020	Facilitator, AOM PDW on Crowdfunding: Broadening our Sight through Theory-Building	2016	Reviewer, BCERC (Abstracts)
		2015	Reviewer, AOM Meeting
		2015	Reviewer, BCERC (Abstracts)
2019	Organizer, AOM PDW on Crowdfunding	2015	Panelist, BCERC Doctoral Consortium
		2013	Reviewer, AOM Meeting
2019	Reviewer, AOM Meeting	2013	Invited Panelist, UC Boulder
2019	Reviewer, BCERC (Abstracts)		Crowdfunding Conference
2018	Organizer, AOM Tel Aviv PDW on Crowdfunding	2012	Session Chair and Discussant, SMA
		2012	Reviewer, AOM Meeting
2018	Session Chair, AOM Meeting	2011	Reviewer, AOM Meeting
2018	Session Chair, AOM Meeting	2010	Reviewer, AOM Meeting
2018	Reviewer, AOM Meeting		

Professional Memberships:

Academy of Management
Strategic Management Society

Institutional Service: TCU

University Service

- TCU Housecalls (Connecting Faculty and Staff with Students) – Fall 2019

College Service

- Graduate Programs Curriculum Committee (GPCC) member

- MBA Roundtable delegate – Michigan State University, Lansing, MI, Nov 6-9, 2019

Departmental Service

- Neeley Open House (Fall 2019)
- Freshman Business in Society Lab – Departmental Representative, Entrepreneurship Major (2 sections, Fall 2019)
- DEI Curriculum Overlay

Previous Institutional Service: WSU

Committee Member, Assurance of Learning, Carson College of Business

Committee Member, 2015 Entrepreneurship Tenure-Track Search (two positions)

Committee Member, 2016 Entrepreneurship Tenure-Track Search (Vancouver)

Advisor, WSU Entrepreneurship Club

WSU Faculty LGBTQ Ally, Trans* Ally

Reviewer/Evaluator, Applicants for Ph.D. in Management/Entrepreneurship

Coordinator, Revision of Entrepreneurship Learning Objectives

Member, Undergraduate Curriculum Team, Department of Management, Information Systems, and Entrepreneurship Strategic Planning Process

Honors Thesis evaluator, WSU Honors College

Judge, WSU Business Plan Competition

Awards:

2017-2018 Outstanding Faculty Research Award

2016-2017 Dean's Excellence Fellow

2015-2016 Dean's Excellence Fellow

Media Coverage of Published Research:

<https://www.thallison.com/press-and-media-coverage/>