|  |  |  |
| --- | --- | --- |
| Kathleen R. Allen Ph.D. | | |
| Marshall School of Business, University of Southern California | | |
| 818-414-1841 | | |
| kallen@marshall.usc.edu | | |
| Education | Doctor of Philosophy**,** *University of Southern California*  Master of Business Administration**,** *California State University*  Master of Arts**,** *University of California at Los Angeles*  Bachelor of Arts**,** *California State University,* summa cum laude | |
| AcademicExperience | Professor Emerita of Entrepreneurship, Clinical  * University of Southern California, Lloyd Greif Center for Entrepreneurial Studies, Marshall School of Business**.**  Professor of Entrepreneurship, Clinical  * University of Southern California, Lloyd Greif Center for Entrepreneurial Studies, Marshall School of Business**.** * Director, USC Marshall Center for Technology Commercialization | *2016-present*  *2000-2016*  *(full-time)* |
|  | Associate Professor of Entrepreneurship, ClinicalUniversity of Southern California, Lloyd Greif Center for Entrepreneurial Studies, Marshall School of Business.Assistant Professor of Entrepreneurship, ClinicalUniversity of Southern California, Marshall School of Business | *1995-1999*  *(full-time)*  *1991-1995* |
| Business Experience | **Principal,** *John Allen Company LLC*   * Commercial real estate development and investment   **Principal**, *Valley Capital Partners*   * Commercial real estate development and investment | 1981-2016  2007- 2017 |
| **Co-founder/President, *N2TEC Institute***   * Non-profit dedicated to technology entrepreneurship and economic development in rural America | 2006-2013 |
| **Director**, Realty Income, Inc. NYSE “O”   * Compensation committee * Audit committee * Chair, Technology Risk Committee   **Co-founder/Director** *Jordan Neuroscience*   * A medical device company | 2000-present  1999-2006 |
| **Co-founder/Chairman,** *Gentech Corporation*   * Technology-based industrial device company * Sold 2002 | 1997-2002 |
|  | **Founder/CEO,** *American Pacific Investments*   * Real estate brokerage and consulting * Sold in 1988. | 1982-1988 |

|  |  |  |
| --- | --- | --- |
| Professional Activities | **Board of Overseers:** USC-Coulter Foundation (2014-2017)  **Visiting Scholar:** Dept. Homeland Security National Center for Risk & Economic Analysis of Terrorism Events (USC CREATE) (2014-2017)  **Editorial Board:** Entrepreneurship and Innovation Exchange (EIX) (2015-present)  **Advisory Board**: Global Consortium of Entrepreneurship Centers (2011-2017)  **Advisory Committee**: Mexican-U.S. Council on Entrepreneurship and Innovation, State Department and USC (2013-2016)  **Advisory Board:** USC Center for Scientific Translation (2009-2013)  **Business Advisory**: USC/CHLA Center for Technology Innovation in Pediatrics (2011-2014)  **Board of Advisors**: USC International Regulatory Science Program, School of Pharmacy  (2007-present)  **Board of Advisors and Entrepreneur in Residence:** Pratt & Whitney Rocketdyne-(2008-2012)  **Board of Advisors**: Los Angeles Business Technology Center, (2006-2014)  **Board of Advisors:** Sanguine Biosciences, (2012-2016)  **Board of Advisors:** Greenwings Biomedical, (2013-present)  **Principal Investigator**: National Science Foundation-Partners-for-Innovation Project:  N2TEC ( 2001-2004) - $1.5 M grant  **Journal Reviewer** (2006-2017) *Academy of Management*  **Journal Reviewer** (1994-2010) *Journal of Business Venturing*  **Editorial Review Board** (1997-2008) *Journal of Small Business Management*  **Journal Reviewer** (1994-2006) *Entrepreneurship, Theory and Practice*  **Grants Reviewer** (2006 –2017) National Collegiate Inventors and Innovators’ Alliance (NCIIA,  now VentureWell)  **Board of Directors**: National Foundation for Teaching Entrepreneurship (NFTE) 2000-2003  Principal Investigator: USC/Microsoft Small Business Technology Research Project 1998-2000  National Spokesperson for Microsoft Office 97 Small Business Edition Campaign (March-June, 1997): National media tour to promote the use of technology in small business. | |
| Published Research & Publications | Allen, K. *Launching New Ventures,* 8th Edition, Cengage Publishing, 2018.  Allen, K. “University Technology Commercialization,” *Oxford Research Encyclopedia of Business and Management,* 2017.  Allen, K. “Entrepreneurship at the University of Southern California” in *Annals of Entrepreneurship Education and Pedagogy 2016.* Ed. Michael Morris and Eric Liguori, Edward Elgar, 2016.  Allen, K. *Launching New Ventures,* 7th edition, Southwestern/Cengage, 2015.  “Entrepreneurship and You,” Chapter 1 in *Entrepreneurship for the Curious: Why Study Entrepreneurship?*  Ed. David BenDaniel, The Curious Academic Publishing, February 28, 2015.  “The Team with No Name,” *Entertainment Human Resources Network (EHRN),* May, 2014  Allen, K. (Winter 2012). “Change Leaders: Creating Resilience in Uncertain Times,” *Leader to Leader,* 63:13-18. Winner of 2013 APEX Awards for Publishing Excellence.  Allen, K. (Winter 2012). “Technology Commercialization: Have We Learned Anything? *Journal of Engineering Entrepreneurship,* 3(1).  Allen, K. *Launching New Ventures,* 6th Ed. Cengage, 2011.  Allen, K. & Lieberman, M. (September 2010) "Entrepreneurship EcoSystem: University of Southern California," in Fetters, M.; Rice, M.P.; Greene, P.G.; Butler, J.S. (Eds) *The Development of University-Based Entrepreneurship Ecosystems: Global Practices,* Northampton, MA: Edward Elgar Publishing, Inc.  Allen, K. (August 23, 2010). “Time to Start a Startup?” *Forbes.com.*  Allen, K. *Entrepreneurship for Scientists and Engineers,* Upper Saddle River, NJ: Prentice Hall, (January 2010)  Allen, K. & Stearns,T. (2009). "Changing the Equation for Rural Prosperity in a Global World," *International Journal of Technology Transfer and Commercialisation,* Inderscience Publishers, vol. 8 no. 4: 302-315.  Allen, K. *Launching New Ventures,* 5th Ed. Boston: Houghton Mifflin Company, 2009.  Allen, K. and P. Economy, *MBA for Dummies,* 2nd Ed. New York: Wiley, 2008.  Allen, K. *Growing and Managing a Small Business,* 2nd Ed. Boston: Houghton Mifflin Company, 2007.  Allen, K. “Bringing Technology to Market: A Macro View of Technology Transfer and Commercialization,” In Burke, A.E. (Ed.) *Modern Perspectives on Entrepreneurship.* Dublin: Senate Hall Academic Publishing, 2006.  Allen, K. *Launching New Ventures*, 4th Ed. Boston: Houghton Mifflin Company, 2006.  Allen, K. and Taylor, C. “Bringing Engineering Research to Market: How a Network of Universities, Industry, and Government are Attempting to Solve the Problem,” *Engineering Management Journal,* September 2006.  Allen, K. and Taylor, C. “Entrepreneurial Networks and Structural Holes: How is Value Created?”, Working Paper, 2005.  Allen, K.and E. Meyer. *Entrepreneurship and Small Business Management,* New York: McGraw-Hill, 2005  Allen, K., and Stearns, T. “Technology Entrepreneurs.” In *Handbook of Entrepreneurial Dynamics.* Sage Publications, 2004.  *Launching New Ventures* 3rd Ed. Boston: Houghton Mifflin Company, 2003.  *Bringing New Technology to Market,* Upper Saddle River, NJ: Prentice Hall, 2003.  “Bringing Technology to Market: A Macro View of Technology Transfer and Commercialization,” (2003) K. Allen *International Journal of Entrepreneurship Education (IJEE).* Vol.1(3).  “Technology Spin-offs from Pacific Rim Universities: Entrepreneurial Context and Economic Impact” Kathleen Allen and Poh Kam Wong (faculty, Nat’l Univ. Singapore), *APRU Special Papers.* 2003  “Nascent High-Tech Entrepreneurs: The Who, Where, When, and Why,” with Timothy Stearns, In *Advances in the Study of Entrepreneurship, Innovation and Economic Growth.* Volume 14, *Issues in Entrepreneurship: Contracts, Corporate, Characteristics, and Country Differences.* Amsterdam: JAI/Elsevier, 2003.  “The Use of Entrepreneurship Research to Assist Practicing Entrepreneurs,” K. Allen, J. Bailey (practitioner), M. Gillam (faculty, Australian Graduate School), & C.  Price (practitioner). Babson Entrepreneurship Research Conference, Boston, 2003.  "Six for Success in a Down Economy, Boeing CEO Newsletter, May, 2003.  “The National Network for Technology Entrepreneurship and Commercialization,” K. Allen, C. Taylor (faculty, Case Western), G. Kalidonis (faculty, Illinois Institute of Technology), National Collegiate Inventors and Innovators Alliance, Boston, March 2003.  “Creating New Value Through Effective IP Management,” *Leader to Leader,* New York: The Drucker Foundation. December, 2002. *Entrepreneurship for Dummies.* Chicago: IDG Books, 2001  *The eBusiness Technology Kit for Dummies.* With co-author Jon Weisner.  Chicago: IDG Books, 2001.  "The Foundations of High Technology Start-ups,"  (2000) with co-author Timothy Stearns.  *Frontiers of Entrepreneurship Research.* Wellesley, MA: Kaufmann Foundation/Babson College.  *The Complete MBA for Dummies.* With co-author Peter Economy.  Chicago: IDG Books. 2000  *Entrepreneurship and Small Business Management,2nd Ed.* With E. Meyer. Chicago: Glencoe/McGraw-Hill, 2000  "The Use of Technology as a Competitive Strategy in High Growth, Entrepreneurial Companies." With Dennis P. Slevin, University of Pittsburgh. Presented at 1999 Kauffman-Babson Entrepreneurial Research Conference, Columbia SC, May 11, 1999.  *Managing a Growing Business.* New York Times Pocket MBA Series. New York: Lebhar-Friedman Publishing, 2000. (Pub. Date, Nov. 1999).  *Growing and Managing an Entrepreneurial Business.* Boston: Houghton Mifflin Company, 1999.  *Launching New Ventures, 2nd Edition,* Boston: Houghton Mifflin Company, 1999  *Growing and Managing a Business,* The New York Times Pocket MBA Series, 1999.  "Technology: A Competitive Advantage for Entrepreneurs," *Marshall,* Spring, 1999. p. 32.  *Tips and Traps for Entrepreneurs,* With Courtney Price. McGraw-Hill, 1998  *"*Technology: the Competitive Asset," *SmallBiz.* Microsoft Corporation, 1998  *The Enterprising Woman* (1997*),* Mari Florence, "Kathleen Allen: Woman on the Way," p. 141-2. |
| Honors | USC Faculty Lifetime Achievement Award, 2017  Entrepreneurship Educator of the Year, United States Association for Small Business and Entrepreneurship, 2014  Evan C. Thompson Award for Innovation in Teaching and Learning, 2012  USC Mortar Board Award, February, 2007  Mellon Mentor Award, USC, 2006  Kern Foundation Faculty Fellow 2005  Marshall Innovation in Teaching Award, 2000  Price/Babson Fellow, 1998  USC Gamma Sigma Alpha Professor of the Year, 1997  Phi Kappa Phi, National Honor Society  Beta Gamma Sigma, National Business Honor Society |
| Speeches and Media | “Healthcare Startups: How to Seek Funding and Future Opportunities,” Healthcare 2030: A Vision for the Future, USC, March 4, 2016.  “Solving Wicked Problems in the Entertainment Industry,” *Entertainment Technology Center (ETC), USC School of Cinematic Arts,* June 4, 2015  Featured in “Recession Not Over Yet for Retailers, Other Small Businesses,” in *Washington’s Top News,* April 28, 2015.  Moderator for Keynote Speech by Former First Lady Laura Bush, *Merle Norman Academy (conference),* Indianapolis, IN, April 27, 2015.  Interviewed in “2015 Best Cities to Start a Business,” John S. Kiernan, *WalletHub,* April 2015.  “Founders Dilemmas,” *Ming Hsieh Institute Scholars, USC,* March 31, 2015.  “Market Research for Entrepreneurs,” *USC-Coulter College,* January 19, 2015.  Featured in “Why USC is an Entrepreneurial Powerhouse,” *Los Angeles Register,* Jennifer Wang, June 17, 2014.  Panel Moderator, “Women Rising: The Future of Leadership,” *USC Marshall Graduate Women in Business 2014 Conference,* January 24, 2014.  “Teaching 140 Characters at a Time: Disrupting Entrepreneurship Education,” with Elissa Grossman, USASBE 2014 Conference, Fort Worth, TX, January 9-12, 2014.  “Next Generation Entrepreneurs,” *NEXTGEN TV,* Los Angeles, October 17, 2013.  Featured in “California Vies for New Space Industry,” *Associated Press and NPR,* August 24, 2013.  Featured in “Don’t Get Left Behind: 3 Things That Small Business Owners Should Do as the Economy Improves,” *Associated Press,* August 28, 2013  Featured in “Making Life-Changing Decisions,” *Lean In* launch interview, May, 2013.  “Aligning Research with Business Opportunity: The Unmet Need and Competitive Landscape,” Saban Institute and Children’s Hospital Los Angeles, March 25, 2013.  “Building Commercialization Opportunities in Rural America through Accelerator Programs,” *U.S. Association for Small Business and Entrepreneurship,* San Francisco, CA, January 10, 2013.  “Integrating Business Modeling into the Curriculum,” *U.S. Association for Small Business and Entrepreneurship,* San Francisco, CA, January 10, 2013.  Featured in “An MBA Class Project That’s Out of This World,” *Bloomberg BusinessWeek,* September 7, 2012.  “Pediatric Device Commercialization: Challenges and Opportunities,” International Conference of the IEEE: Engineering in Medicine and Biology, San Diego, CA, September 2, 2012.  Featured in “Fashion, Retail Tech Start-ups Hot Ticket for Investment,” *California Apparel News,* May 25, 2012.  “Advantage: Women in Technology,” Forte Foundation Women’s MBA Conference, Los Angeles, June 29, 2012.  “Technology Commercialization: What we know from the research,” UCLA-Anderson Entrepreneurship/Innovation Research Seminar Series, Los Angeles, CA, May 4, 2012.  “Technology Commercialization: Have we learned anything?” Gateway Entrepreneurship Research Conference (keynote), Saint Louis, MO, April 20-22, 2012  “Pediatric Device Commercialization: Where we are, what’s possible, how we get there,” (keynote) Children’s Hospital Los Angeles, March 28, 2012.  Featured in “Business Schools Experience Technology Commercialization Boom,” *U.S. News*, February 24, 2012.  “Customer Validation Techniques,” USASBE 2012: Entrepreneurship – A Source of Renewal and Growth, New Orleans, LA, January 12, 2012.  “The Real Value of Cross-Campus Collaboration,” Marshall Spotlight, Fall 2011.  “Business Model Workshop,” Mobile News Incubator, USC Annenberg School for Communication & Journalism, May 18, 2011.  Featured in “What Obama and Congress Should Do for Technology & Innovation,” *TechNewsDaily,* March 2, 2011.  Featured in “Enterprising Firm Gives Women Online Tools to Succeed in Business,” *Orange County Business Journal,* February 28, 2011.  “Exploring Opportunities in Any Economy,” In2\_In Thinking Conference, Los Angeles, CA, April 28, 2011.  “The Entrepreneurial Career,” Women in Engineering, University of Southern California, April 22, 2011.  “Systems Thinking-Enabled Real Options Reasoning for Complex Socio-Technical Systems Programs,” CSER (Conference on Systems Engineering Research), Redondo Beach, CA, April 15, 2011.  “Moving Beyond the Inertia of the Business Plan,” NCIIA, Washington DC, March 25, 2011.  “Finding Opportunities in Uncertain Times,” IEEE-EMBS Forum, Thousand Oaks, CA, February 24, 2010.  “Opportunity in Uncertain Times,” APSIH Technical Entrepreneurship Conference, Los Angeles, February 19, 2011.  “Biotech Startups: What You Need to Know,” North Carolina Biotechnology Center, February 10, 2011.  “Beyond the Classroom: Moving Students from Ideas to Action,” USASBE Conference, Hilton Head, SC, January 15, 2011.  "Working with Technology Transfer Offices - Must it be this difficult?" The Impact of Networks, Global Consortium of Entrepreneurship Centers (GCEC), University Park Campus, PA, , Presenter. (October 22, 2010).  “The Intersection of Innovation and Entrepreneurship in Uncertain Times,” Applied Research Symposium,” Pepperdine University, Malibu, August 31, 2010.  KNX News Interview on state of the economy and job creation through entrepreneurship, July 2, 2010.  “How the Internet Changed Everything,” Quoted in *Crain’s Detroit Business*, May 2, 2010.  “Commercialization of University Research: Experience, Lessons learned, the Future,” (keynote) Notre Dame University, Indiana, April 26, 2010.  “The Entrepreneurial University,” AACSB-ICAM International, Anaheim, April 18, 2010.  “The Last Mile: Building an Innovation Ecosystem to Support Technology Entrepreneurs,” NCIIA, San Francisco, March 26, 2010.  “Entrepreneurship: Turning Your Passion into Opportunity,” USC Women Empowering Women,” Los Angeles, March 12, 2010.  “Entrepreneurship and You,” (keynote) IEEE-EMBS, Thousand Oaks, CA, February 24, 2010.  “Thinking About Bioscience Startups,” USC Regulatory Science Biomedical-Commerce Program, Los Angeles, January 30, 2010.  “Understanding Business Plans,” USC Regulatory Science Biomedical-Commerce Program, Los Angeles, January 30, 2010.  "Succeeding in a Non-Traditional Path in Academics," Academy of Management, Chicago, IL, August 7, 2009.  "in2 Inventing the Future: An Entrepreneur's Perspective," Bringing the Future into View: Enterprise Thinking Conference," (keynote) Los Angeles, CA, April 24, 2009.  "Accelerating Technology Start-ups in the Heartland," South Dakota Public Radio, April 26, 2009.  "Strategies for Technology Licensing," Loyola Marymount University, Los Angeles, CA, March 26, 2009.  “Strategies for Moving the New Space Industry Forward: A Discussion with New Space Industry Watchers,” Space Investment Summit 5, Los Angeles, October 15, 2008.  “Driving Growth Through Innovation and Entrepreneurship,” Pratt Whitney Rocketdyne Innovation Forum (keynote), October 2, 2008.  “Women in Business-Taking Charge,” Women’s Dialogues, Los Angeles City Hall, Sponsored event, September 18, 2008.  “Entrepreneurship: Why it Really Matters,” (keynote) Launch08, Entrepreneurship Education Conference, Mitchell, SD, February 28, 2008.  “Integrating Entrepreneurship into the Curriculum,” Launch08, Entrepreneurship Education Conference, Mitchell, SD, February 28, 2008.  “The Entrepreneurial Mindset: Ten Ways to Think Like an Entrepreneur and Create a Career Advantage,” Management Development Program-Executive Education, University of Southern California, April 19, 2008.  “Negotiation: Getting What you Want with Win/Win Tactics: Some Tips & Traps for Women in Medicine,” Women in Medicine, USC School of Medicine, January, 2007.  Media Quote: “Uncle Sam Spoils Dream Trip to Space,” CNN News, January 31, 2007.  “Making the Most of New Product?Service Ideas,” Pacific Community Ventures, San Francisco, March 29, 2007.  “Idea Validation: Can This Technology Become a Business,” I2V Conference, California State University, Fresno, May 5, 2007.  “The Second Act: Finding Your Passion” Genesis for Innovation, Rapid City , SD, June 22, 2007  Media Quote: “Space Tourism Firms Press on Despite Deadly Setback,” Associated Press, Alicia Chang, October 31, 2007.  Keynote: “Entrepreneurship Education: Career Prep in the Life and Ag Sciences,” 3rd Annual Agricultural Entrepreneurship Institute, Iowa State University, Ames, September 17-18, 2007.  “Speed Networking: Tools to get to the right people and open doors,” 3rd Annual Agricultural Entrepreneurship Institute, Iowa State University, Ames, September 17-18, 2007.  “Entrepreneurship in the Curriculum: Motivating the “What’s in it for Me? “ Generation,” 3rd Annual Agricultural Entrepreneurship Institute, Iowa State University, September 17-18, 2007.  Media Quote: “Satisfying Your Tech Cravings,” SmartMoney, Colleen DeBaise, February 7, 2006.  “Commercializing Technology: Making Things Happen,” BioFriday, University of Southern California, March 31, 2006.  “The Big World of Prime Contractors,” International Space Development Conference, Los Angeles, May 4, 2006.  “Integrating Entrepreneurship into the Curriculum,” University of Iowa, Ames Iowa, October 19, 2006.  “Building High Performance Regions,” National Consortium of Entrepreneurship Centers, Cincinnati, Ohio, October 13, 2006.  “So Many Ideas, So Little Time.” Pacific Community Ventures CEO Forum, Los Angeles, September 14, 2006.  “Enhancing the Wealth Creation Process Through Technology Entrepreneurship,” SD School of Mines and Technology, Rapid City, South Dakota, May 22, 2006.  “Building High Performance Communities Through Technology Entrepreneurship,” NCIIA Conference Speech, March 2006.  “Building a High Performance Region in New Zealand: Enhancing the Wealth Creation Process Through Technology Entrepreneurship," Workshop Leader, Auckland, New Zealand, February 7, 2006.  "Why Entrepreneurship?" Keynote Speech, AGSE-IREX 2006 International Research Conference, Auckland, New Zealand, February 8, 2006.  "Prosperity through Innovation," Keynote Speech. EPSCoR Conference, Brookings, SD, September 8, 2005.  " Effective Technology Commercialization," Programa Desarrollo de Negocios de Base Technologia EGADE Tecnologico de Monterrey, Mexico, July 22, 2005.  "Entrepreneurial Networks and Structural Holes: How Value is Created," Babson-Kauffmann Entrepreneurship Research Conference, Boston, June 10, 2005.  "The Technology Scholars Program and Graduate Commercialization Assistants: Experiments in Dynamic Learning," with Cyrus Taylor Ph.D. NCIIA, San Diego, March 18 2005.  "The Entrepreneurial Mindset: How to Think Like an Entrepreneur," Healthcare Financial Management Association, San Diego, March 4, 2005.  “Business Concept Development,” “Technology Commercialization,” “Feasibility Analysis,” “Raising Capital,” Techno-Entrepreneur Training Program, sponsored by the Ministry of Economy, Trade and Industry (METI), Los Angeles, December, 2004.  “One in One Million: Life as an Entrepreneur,” USC Alumni Association, November 11, 2004.  "Why Entrepreneurship Matters." Keynote Speech, University of Maryland Tech Enterprise Institute, October, 2004.  "Building an Entrepreneurial Culture." Keynote Speech, Governor's 2010 Initiative, Rapid City, South Dakota, October 2004.  "Stimulating an Entrepreneurial Mindset." Keynote Speech, Rotary International, Pasadena, CA, March 2004.  “When Technology is the Company’s Product: Finding the Right Markets,” Keynote Speech, Invention to Venture Symposium, California State University, Fresno, May 1, 2004.  "Finding the Right Markets." Keynote Speech, University of Texas, Austin, January, 2004.  "Technology Commercialization at USC." LA Venture Association, January, 2004.  "The Environment for Technology Commercialization." Case Western Reserve University, October 2003.  "Technology Spin-offs from Pacific Rim Universities," Babson Entrepreneurship Research Conference presentation, June 2003.  "Six Tips for Success in a Down Economy," USC Alumni Organization, April 28, 2003, Seattle, WA.  "The Promise of Entrepreneurship," Thomas Colloquium, April 22, 2003, Youngstown, Ohio.  "N2TEC: Raising the Level of Commercialization in the U.S." American Physical Society, March 6, 2003, Austin, TX.  "The USC Technology Commercialization Alliance: Paving the Way to Commercialization," Stanford Roundtable for Entrepreneurship Educators, October 23, 2002.  "Smoothing the Path to Innovation and Commercialization," USC-Engineering Tech Transfer Conference, September 2002, San Diego, CA.  “Nascent High-Tech Entrepreneurs: Who are They and How Have They Done One Year Later?” Babson-Kauffman Foundation Entrepreneurship Research Conference, June, 2002.  ”The Technology Commercialization Alliance,” KCOM: Keck Biotech Entrepreneurs Group, Cell Matrix, HSC, October 15, 2001.  ”Bridging the Gap Between CTO and CEO,” The CTO Forum: Industrial Research Institute, San Jose, CA, October 27 , 2001.  ”Technology Commercialization Efforts at the University of Southern California,” Roundtable for Engineering Entrepreneurship Education. Stanford University, October 25-26, 2001.  “Status of Research on Nascent High Tech Entrepreneurs,” Kaufman Foundation, Kansas City, MO. July 20, 2001.  “The State of Technology Careers,” Bioscope, Health Sciences Campus, April, 2001  “The Impact of the New Economy on the Total Business Enterprise,“ Prentice Hall Entrepreneurship for Accountants workshop. March 30, 2001.  “Commercialization and Virtual Incubators: the Case at USC,” National Collegiate Inventors and Innovators Alliance, Washington DC, March, 2001.  "Opportunity Assessment and Feasibility Analysis,"  NCIIA, Washington DC, March 9, 2001.  “The Entrepreneurial Mindset in a Large Corporation,” Embedded Systems Executive Summit, February 7, 2001, Carlsbad, CA.  “USC’s Virtual Incubator,” United States Association for Small Business & Entrepreneurship. Orlando, FL, January ,2001.  Featured Speaker: “The Entrepreneurial Mindset in a Large Corporation,” Embedded Systems Executive Summit, February 7, 2001, Carlsbad, CA.  "Virtual Incubators" United States Association of Small Business Entrepreneurs, Orlando FL, January 9, 2001.  *Business Week Online*, October 4, 2001. “More than an Academic Consideration,” on the role of faculty researchers and conflict of interest.  *Business Week Online,* August 9, 2001, “Sweating the Details in the Gym Business,” on forecasting sales in a new business.  *Business Week Online,* July 31, 2001, “Too Many Pieces of the Action?” on the problem of taking on investors in early stage ventures.  *Business Week Online,* A Little of Something Beats All of Nothing,” May 8, 2001, on the importance of the founding team to investors.  Seminar Speaker:  "Como Elaborar un Plan de Negocios de Clase Mundial para un Negocio Digital," Entrepreneurship Workshop 2000.  Universidad Torcuato Di Tella, Buenos Aires, Argentina, September 14-15, 2000. <http://www.utdt.edu/departamentos/empresarial/cebv/e-workshop2000.htm>  *Business Week Online*, October 4, 2001. “More than an Academic Consideration,” on the role of faculty researchers and conflict of interest.  *Business Week Online,* August 9, 2001, “Sweating the Details in the Gym Business,” on forecasting sales in a new business.  *Business Week Online,* July 31, 2001, “Too Many Pieces of the Action?” on the problem of taking on investors in early stage ventures.  *Business Week Online,* A Little of Something Beats All of Nothing,” May 8, 2001, on the importance of the founding team to investors.  Featured Speaker: "[The Foundations of High Technology Start-ups](http://www.marshall.usc.edu/entrepreneur/faculty/Allen/Stearns-AllenBab2000-4-24-003-clean.doc)."  Entrepreneurship Conference 2000, Universidad Torcuato di Tella, Buenos Aires, Argentina, September 13, 2000. <http://www.utdt.edu/departamentos/empresarial/cebv/ec-2000.htm>  Keynote Speaker: "Technology as a Strategic Asset in Banking."  Independent Assembly of Bank Directors, The Southwestern Graduate School of Banking, Colorado Springs, CO, Sept 3, 2000.  Featured Speaker: "e-Commerce Opportunities in Banking."  Independent Assembly of Bank Directors, The Southwestern Graduate School of Banking, Colorado Springs, CO, Sept 4, 2000.  Keynote Speaker:  "Overcoming Barriers to Technology in Small Businesses."  Microsoft Global Summit, Atlanta, July 20, 2000.  Speaker: "Teaching Entrepreneurship to Technical Students,"  NCIIA Conference, Washington, DC, March, 2000.  Featured Speaker: “Business 2000: Entrepreneurial Opportunities in an E-Commerce World,” Davidson Conference Center, USC. December 10, 1999.  Featured as Case Analyst. "Here's the Problem," Michael Selz, *Wall Street Journal,* September, 27, 1999.  Workshop: "Creating Business Plans for High Technology Ventures." With Tom O'Malia. USC School of Engineering Faculty. July 30, 1999.  Presentation: ”The Greif Center Entrepreneurship Program: Looking to the New Millennium." USASBE, San Diego, January 1999.  Featured in *Business Start-ups,* "Loser Chic," Jeffrey Shuman & David Rottenberg, February 1999, pg. 31.  Workshop: "From Idea to Opportunity," USC Engineering School Faculty, March, 1999.  Featured Speaker, "LA Times Small Business Strategies Conference," October 18, 1998.  Featured Speaker, "Small Business: Competing in a Connected World," Microsoft/USC conference, April 27, 1998.  Chairperson: *The 1998 Product and Process Leadership Week Conference-Competitive Strategies for Product Development Entrepreneurs.* April 17, 1998.  Featured in *Business Asset,* "Put Marketing in the Plan," Eric Gunn, Spring, 1998, p. 24.  Featured in *Success* Magazine, "Transform Your Business," Don Wallace, September, 1997, p. 59-64.  Featured in *Los Angeles Times*, Business, "Relative Distance," Jesus Sanchez, August 23, 1997  Featured Speaker, Microsoft Global Summit, Orlando FLA, July 29, 1997, "Thinking Like a Small Business Owner to Provide Technology Solutions."  National Spokesperson, Microsoft/Success Magazine National Media Tour for Small Business Technology Makeover Campaign, March, 1997. |
|  |  |
| Professional Organizations | Academy of Management  Global Consortium of Entrepreneurship Centers (GCEC)  National Collegiate Inventors and Innovators Alliance (NCIIA)  United State Association for Small Business and Entrepreneurship (USASBE) |
| Languages | Spanish (fluent), French |