

## ***Biographical Sketch***

***Craig S. Galbraith, MBA, MSc, Ph.D.***

***GlaxoSmithKline Faculty Fellow, Professor Entrepreneurship and Technology Management, UNCW***

***Education and Academic Experience.*** Dr. Galbraith holds a B.A. degree in philosophy and mathematics, and an M.B.A in manufacturing management, from San Diego State University. He also has earned a MSc. in molecular and environmental biology from the University of Nebraska (expected, 2007). Dr. Galbraith's Ph.D. in strategic management and mathematical economics is from Purdue University, where he won the top dissertation award in his field. Prior to UNCW, he was on the graduate faculties of several other highly ranked management and entrepreneurship programs, including the University of California, the Peter Drucker Graduate School at Claremont University, and Purdue University. He teaches in the areas of entrepreneurship, business valuation, technology management, and competitive and global strategy.

***Scholarship.*** Dr. Galbraith is regularly recognized as the most published faculty member at UNCW and the Cameron School of Business. He has written six books on entrepreneurship, leadership, and technology management, several which have been translated into different languages, and published over one-hundred scholarly papers in the top journals in his field, including the *Strategic Management Journal*, *Academy of Management Journal*, *Journal of High Technology Management Research*, *California Management Review*, *Journal of Management*, *Journal of Small Business and Entrepreneurship*, *Journal of Economic Behavior and Organization*, *Journal of Small Business Management*, *Journal of Technology Transfer*, *Journal of Business Venturing* and *Entrepreneurship Theory and Practice*. He is recognized as one of the world scholars in his field, and his articles are listed among the top one-hundred cited articles in strategic management. He has won the UNCW award for scholarship, and the highly competitive *GlaxoSmithKline* fellowship from North Carolina State University. He has been a principal investigator on over \$150,000 of external grants brought to UNCW.

***Professional Experience:*** Dr. Galbraith has extensive entrepreneurial experience. Since 1981 he has been an equity owner, founder, and executive team member for a number of start-up companies. His early entrepreneurial efforts were primarily in ocean-going shipping enterprises and various import/export efforts. Since the early 1990s, he has focused on high technology enterprises. For several years, Dr. Galbraith was a co-founder, and Chief Operating Officer of *Biolife Technologies, Inc.*, an angel funded biotechnology firm. His responsibilities included business plan development, raising capital, and product commercialization. The firm was later acquired by a large international pharmaceutical company. Currently, Dr. Galbraith is the Vice President of Commercialization for *Horizon Vision Research, Inc.*, an early stage medical instrument design firm.

Dr. Galbraith also has extensive experience as an angel investor. He is an active member of the Wilmington Investor Network (WIN), and currently serves on the WIN screening committee. He has consulted for a number of start-up and Fortune 500 firms, various angel and venture capital agencies, and currently specializes in small business and technology valuation. In this capacity, Dr. Galbraith has valued over 200 businesses and is court qualified as an expert in entrepreneurship, small business management, and valuation in many state and federal courts.

Dr. Galbraith has a particular interest in technology commercialization. Since 2001, each summer he has been employed as a senior commercialization project manager for CCAT, a Department of Defense (SPAWAR) funded technology transfer agency headquartered in San Diego. His past projects have included a hyperspectral explosives detection system for airport security; the Naval Undersea Warfare Center's robust automated classification system, various

chemical and biological warfare agent detection systems, several intermodal container alert systems for port security, a handheld biological collection device from Los Alamos Defense Laboratory, and a heads-up near-eye mounted optical display for telemedicine. Dr. Galbraith's current CCAT technologies are a disease vector control system for military bases in Iraq, a through-wall motion sensing device, and a new adjuvant to increase effectiveness of anthrax vaccines. He has also participated on recent commercialization projects for DARPA, TechLink, SSC-San Diego, and the Office of the Secretary of Defense (Project 1401), and has successfully completed over twenty commercialization projects.

***International Experience.*** Dr. Galbraith has worked within a variety of international environments. He has been on the faculties of several universities in Scotland and England, and lectured through-out Europe and Latin America. Dr. Galbraith has had several export/import business relationships with Korean, Mexican, and Indian firms and has been a consultant to several Mexican enterprises, including *BancoMext*, the Mexican national export bank. He has also been a U.S. sponsored delegate to assist in economic transition in Albania and Belize.

***Public Service.*** Dr. Galbraith continues to serve the public as a member of various public agencies and commissions in North Carolina. In the past, he has been a municipal council member and planning commissioner (City of Mission Viejo, CA), and industrial development officer (City of Irvine, CA). He has served on various base-closure commissions and testifies regularly before public agencies regarding economic development issues.

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