

# V I T A

(Current 10/2022)

**Dawn M. Tolonen**  
3577 Woodview Lane  
Batavia, OH 45103  
Cell phone: (513) 667-4288  
E-mail: [tolonend@xavier.edu](mailto:tolonend@xavier.edu)

## **Education**

### **Doctor of Business Administration**

Creighton University, August 2020

Dissertation Title: *Manna from heaven: Investigating the gift of resources from business angels*

Dissertation Committee: Zachary Russell (Chair), Regina Taylor

### **Master of Business Administration**

Xavier University, May 2001

International Concentration

### **Bachelor of Business Administration**

University of Cincinnati, December 1990

Major Field: Management

Major Field: Marketing

## **RESEARCH**

### **Research Interests**

Entrepreneurship, with specific interests in underrepresented entrepreneurs (i.e. women, minorities, economically disadvantaged) and new venture funding by angel investors.

### **Journal Publications**

Welter, C., Scrimshire, A., **Tolonen, D. M.**, & Obrimah, E. (2021). The road to entrepreneurial success: Business plans, lean startup, or both? *New England Journal of Entrepreneurship*, 24(1), 21–42. <https://doi.org/10.1108/NEJE-08-2020-0031>

Assudani, D. R., & **Tolonen, D. M.** (2019). Organizational learning at the BOP: Which firms will convert collaboration into economic success? *The International Journal of Management*, 8(1), 9.

## **Conference Presentations**

Lamberty, K., Santos, N., & **Tolonen, D. M.** (2020, June 3-5). *Justice and Jesuit Business Education* [Conference roundtable]. AJCU Justice in Jesuit Higher Education Conference, Georgetown University, Washington, DC. (Conference canceled).

**Tolonen, D. M.** (2020, March 31). [\*Manna from heaven: Investigating the gift of resources from business angels\*](#) St. Albert's Day/University Research Day, Creighton University, Omaha, NE. (canceled).

**Tolonen, D. M.** (2018). *Magic and Mayhem: Integrating a MBA consulting class with a social enterprise program*. Paper presented at the Southern Management Association Conference, Lexington, KY.

## **Research in Progress**

**Tolonen, D. M.**, Russell, Z., & Taylor, R. *Manna from heaven: Investigating the gift of resources from business angels*

**Tolonen, D. M.** and Russell, Z. *Not your father's investment: A review of capital investing*

Russell, Z. and **Tolonen, D. M.** *Political Skill and the entrepreneurial process*

Washington, M. L., **Tolonen, D. M.** *Do accelerators really prepare new entrepreneurs for business success?*

## **TEACHING**

### **Xavier University: Cincinnati, OH**

Sr. Teaching Professor, Summer 2022, MGMT550 - Strategy and Organizations

Sr. Teaching Professor, Spring 2022

ENTR 303 – Entrepreneurial Studies Internship

MGMT/ENTR 305 – Creativity and Innovation

MGMT 550 - Strategy and Organizations (two sections)

Sr. Teaching Professor, Fall 2021, MGMT 200 – Organizational Management  
(four sections)

Sr. Teaching Professor, Summer 2021, MGMT 550 - Strategy and Organizations  
(two sections)

Sr. Teaching Professor, Spring 2021

ENTR 303 – Entrepreneurial Studies Internship

MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Fall 2020

ENTR 303 – Entrepreneurial Studies Internship

MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Summer 2020, MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Spring 2020, MGMT 550 - Strategy and Organizations (three sections)

Teaching Professor, Fall 2019

ENTR 305 – Creativity and Innovation

MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Spring 2019

MGMT 550 - Strategy and Organizations

MGMT 668 – Small Business Consulting

Teaching Professor, Fall 2018

ENTR 305 – Creativity and Innovation

MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Summer 2018

BUAD 691 – Global Strategic Thinking (capstone)

Teaching Professor, Spring 2018

MGMT 550 - Strategy and Organizations (two sections)

MGMT 668 – Small Business Consulting

Teaching Professor, Fall 2017

MGMT 495 – Strategic Management (capstone)

MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Summer 2017, MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Spring 2017, MGMT 550 - Strategy and Organizations (three sections)

Teaching Professor, Fall 2016

MGMT 385 – Project Management

MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Summer 2016, MGMT 550 - Strategy and Organizations (two sections)

Teaching Professor, Spring 2016

MGMT 300 – Managerial Behavior (two sections)

MGMT 550 - Strategy and Organizations (three sections)

Teaching Professor, Fall 2015

MGMT 385 – Project Management

MGMT 300 – Managerial Behavior

MGMT 550 - Strategy and Organizations (two sections)

Adjunct Instructor, Spring 2015, MGMT 385 – Project Management

**University of Cincinnati: Blue Ash, OH**

Adjunct Instructor, Spring 2015, MKTG 2080 – Introduction to Marketing

**Virginia Polytechnic Institute & State University: Blacksburg, VA**

Adjunct Instructor, Spring 2011, MC 4554 – Buyer/Seller Relationships

Adjunct Instructor, Fall 2010, MC 4304 – Marketing Communications

Adjunct Instructor, Spring 2010, MC 4304 – Marketing Communications

## **SERVICE**

### **Community Involvement**

Ohio Media School Program Advisory Committee member, November 2020 to present

Data Committee Member for the Angle Capital Association, July 2020 to present

Advisory Board Member and Mentor for the Alloy Development Corporation, August 2018 to present

Center Director for the Sedler Center for Experiential Learning August 2017 to December 2021

Program Director for Start:ME Evanston, June 2016 to present

### **Professional Activities and Reviewing**

Reviewer for the Academy of Management Annual Meeting, Virtual, 2021

Reviewer for the Academy of Management Annual Meeting, Virtual, 2020

Reviewer for the Academy of Management Annual Meeting, Boston, MA, 2019

Reviewer for Southern Management Association Annual Meeting, Lexington, KY, 2018

Participant, Early-Stage Doctoral Consortium, Southern Management Association Annual Meeting, Lexington, KY, 2018

### **Academic Affiliations**

Academy of Management

Conducting Experiments in Entrepreneurship Research

Consortium for the Advancement of Research Methods and Analysis

Online Learning Consortium

Southern Management Association

United States Association for Small Business and Entrepreneurship

## HONORS AND AWARDS

Emerald Awards 2022 Literati Outstanding Paper - The road to entrepreneurial success: Business plans, lean startup, or both? *New England Journal of Entrepreneurship* , 2022

Promoted to Sr. Teaching Professor, 2021

Alpha Sigma Nu Jesuit Honor Society, 2020

Ignatian Educator of Distinction, 2019

Best Doctoral Student Paper in Track, Innovative Teaching/Management Education, 2018

**Tolonen, D. M.** (2018). *Magic and Mayhem: Integrating a MBA consulting class with a social enterprise program*. Paper presented at the Southern Management Association Conference, Lexington, KY.

AACSB Bridge Program Graduate June 2013

Beta Gamma Sigma Honor Society May 1990

Golden Key National Honor Society May 1990

## EMPLOYMENT HISTORY

Director Brand Marketing January 2002 – April 2015  
Spectrum Brands, Cincinnati, OH, Blacksburg, VA, and Moorpark, CA

Director of Purchasing July 1998 – December 2001  
Grieco Enterprises, Dayton, OH

Purchasing Manager February 1991 – February 1998  
Loveland Pet Products, Mason, OH

Retail Store Manager November 1983 – October 1990  
Petland, Cincinnati, OH