

PETER M. RALSTON

Associate Professor
Iowa State University
Supply Chain Management Department
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EXPERIENCE

2024-Present	Espeland International Fellow
2023-Present	Director, Ivy Supply Chain Forum
	Iowa State University
2022-Present	Associate Professor
	Iowa State University
2018-2022	Assistant Professor
	Iowa State University
2014-2018	Assistant Professor
	University of West Florida
2007-2010	Operations Manager
	S.P. Richards, Chicago, IL
2004-2005	Customer Specialist
	Coty U.S. LLC, Sanford, NC

EDUCATION

Iowa State University, Ames, IA	
Ph.D. in Supply Chain Management	2011-2014
University of Oklahoma, Norman, OK	
Ph.D. Student in Supply Chain Management	2010-2011
University of Oklahoma Graduate Fellow	
University of Alabama, Tuscaloosa, AL	
M.B.A.	2007
Concentration: Supply Chain Management	
Clemson University, Clemson, SC	
B.S. in Marketing with a German Minor	2003

JOURNAL PUBLICATIONS

16) Robinson, J. and P.M. Ralston (Forthcoming) "Process Supply Chain Integration: Construct Development and Model Testing" *Benchmarking: An International Journal*.

15) Schumm, J.R., Ralston, P.M., and M.A. Schwieterman (2024) "The Challenges of Supply-Side Obsolescence: Obsolescence Procurement's Past, Present, and Future" *Transportation Journal*. 63 (1) 7-23.

- 14) Ambulkar, S., Ralston, P.M., Polyviou, M., and N. Sanders (2023) "Frequent Supply Chain Disruptions and Firm Performance: The Moderating Role of Exploitation, Exploration, and Supply Chain Ambidexterity" *International Journal of Physical Distribution and Logistics Management*. 53 (10) 1261-1285.
- 13) Ralston, P.M., Schwieterman, M., Bell, J.E., and L. Ellram (2023) "The Building Blocks of a Supply Chain Management Theory: Using Factor Market Rivalry for Supply Chain Theorizing" *Journal of Business Logistics*. 44 (1) 141-159.
- 12) Ralston, P.M., Keller, S.B., and S.J. Grawe (2020) "Collaborative Process Competence as an Enabler of Supply Chain Collaboration in Competitive Environments and the Impact on Customer Account Management", *International Journal of Logistics Management*. 31 (4) 905-929.
- 11) Keller, S.B., Ralston, P.M., and S.A. LeMay (2020) "Quality Output, Workplace Environment and Employee Retention: The Positive Influence of Emotionally Intelligent Supply Chain Managers", *Journal of Business Logistics*. 41 (4) 337-355.
- 10) Ralston, P.M. and J. Blackhurst. (2020) "Industry 4.0 and Resilience in the Supply Chain: A Driver of Capability Enhancement or Capability Loss?", *International Journal of Production Research*. 58 (16) 5006-5019.
- 9) Rose, W.J., Ralston, P.M., and C.W. Autry. (2020) "Urbanness and its Implications for Logistics Strategy: A Revised Perspective", *Transportation Journal*. 59 (2) 165-199.
- 8) Grawe, S.J. and P.M. Ralston (2019) "Intra-organizational communication, understanding, and process diffusion in logistics service providers", *International Journal of Physical Distribution and Logistics Management*. 49 (6) 662-678.
- 7) Hawkins, R.R., LeMay, S.A., and P.M. Ralston (2019) "Your Community Gets a "B-": Analysis of the Specific and Curious Realm of Airport Bond Ratings", *Journal of Transportation Management*. 29 (2) 37-52.
- 6) Opengart, R., Ralston, P.M., and S.A. LeMay. (2018) "Labor markets: Preventing rivalry and myopia through HRM", *Journal of Organizational Effectiveness: People and Performance*. 5 (4) 346-360.
- 5) Ralston, P.M., Richey, R.G., and S.J. Grawe. (2017) "The Past and Future of Supply Chain Collaboration: A Literature Synthesis and Call for Research", *International Journal of Logistics Management*. 28 (2) 508-530.
* 2018 Emerald Literati Award – Highly Commended Article (Top 3)
- 4) Ralston, P.M., LeMay, S.A., and R. Opengart. (2017) "Factor Market Myopia: A Driver of Factor Market Rivalry", *Transportation Journal*. 56 (2) 167-183.
- 3) Grawe, S.J., Daugherty, P.J., and P.M. Ralston. (2015) "Enhancing Dyadic Performance through Boundary Spanners and Innovation: An Assessment of Service Provider – Customer Relationships", *Journal of Business Logistics*. 36 (1) 88-101.
- 2) Ralston, P.M., Blackhurst, J., Cantor, D.E., and M.R. Crum. (2015) "A Structure-Conduct-Performance Perspective of How Strategic Supply Chain Integration Affects Firm Performance", *Journal of Supply Chain Management*. 51 (2) 47-64.

1) Ralston, P.M., Grawe, S.J., and P.J. Daugherty. (2013) "Logistics Saliency's Impact on Logistics Capabilities and Performance", *International Journal of Logistics Management*. 24 (2) 136-152.

RESEARCH UNDER REVIEW

"A review of empirical consumer-centric logistics and supply chain management research: status and future research agenda"

Haley Paluzzi, Haozhe Chen, Peter Ralston, and Scott Grawe

Status – Under review at the *International Journal of Logistics Management*

RESEARCH IN PROGRESS

"Beyond philanthropy: How corporations drive effective disaster relief supply chains through operational adaptability"

Jenny Hoang, Peter Ralston and William Rose

Status – Final checks

Targeted journal: *Production and Operations Management*

"Repatriating company assets through system initiation: A case study on the Extended-Resource Based View"

Paulo Gomes, Frank Adams, Peter Ralston, and Christina O'Connor

Status – Data collection

Targeted journal: *Journal of Supply Chain Management*

"Reshoring announcements and the competitive spillover effect: The market response to the second mover"

Reza Karim, Peter Ralston, and Saurabh Ambulkar

Status – Data collection

Targeted Journal: *Production and Operations Management*

"Dominant suppliers and factor-market control: Spurring customer litigation"

Peter Ralston and Matt Schwieterman

Status – Data collection

Targeted journal: *Journal of Supply Chain Management*

"Forced Labor in the form of Mandatory Overtime: An exploration of Factor-Market Rivalry

Joshual Schumm and Peter Ralston

Status – Writing

Targeted journal: *Production and Operations Management*

RESEARCH INTERESTS

Factor Markets and Inter-organizational Relationships

Factor market rivalry

Firm decisions to be a supply chain participant

Long-term Supply Chain Risk and Mitigation

Supply Chain Collaboration

Supply Chain Finance

Supply Chain Strategy

REFEREED BOOK CHAPTERS

Ralston, P.M., Schwieterman, M.A., and Bell, J.E. 2022. "Factor Market Rivalry: A General Theory of Supply Chain Management" *Handbook of Theories for Purchasing, Supply Chain and Management Research*, eds. Tate, W., Ellram, L.M., and Bals, L. Edward Elgar Publishing. 345-359.

CONFERENCE PROCEEDINGS

“Does an ambidextrous supply chain strategy reduce the negative financial impact of supply chain disruption risk?”
2019 Decision Sciences Annual Conference (Track Presentation)

“Evaluating the Core Competencies of Emotional Intelligence within Logistics and Supply Chain Management”
2019 CSCMP Annual Global Conference (Track Presentation)

“An Approach to Internationalization: The Impact of International Growth Competence and Supply Chain Awareness on Foreign Venture Success”
2017 CSCMP Annual Global Conference (Poster Session)

“A Responsiveness Perspective of Inter-organizational Management”
2012 Society for Marketing Advances Annual Conference, Orlando, FL

“Supply Chain Community Power—A New Approach at Investigating Mutually Beneficial Supply Chain Relationships”
2012 Logistics Doctoral Symposium, The Ohio State University

TEACHING EXPERIENCE

Marketing Fundamentals:	2014-2018 (Online Version, Summer 2015 - 2017)
Principles of Supply Chain Management:	2013-2023
Purchasing and Supply Management	2015-2021, 2023
Seminar in Purchasing (Doctoral Class)	2023
Strategic Transportation Management	2018 (Online Version, Summer 2018)
Warehousing and Terminal Management:	2014-2016
Fundamentals of Marketing Management (Exec. Ed.):	2017

PH.D. ADVISING

DISSERTATION CHAIR (CO-CHAIR)

Joshua Schumm – (Co-Chair) Expected Graduation: 2024

DISSERTATION COMMITTEE MEMBER

Haley Paluzzi Expected Graduation: 2024

SERVICE COMMITTEES

Professional:

- CSCMP Academic Strategies Committee: 2023-Present
- CSCMP Academic Research Symposium Conference Chair: 2024
- CSCMP Academic Research Symposium Track-Chair: 2023, 2021, 2019

University, College, And Department:

- Ivy College Search Committee for the Assistant Dean of Industry Engagement: 2024
- Ivy College Curriculum Committee: 2020-2024
 - Ivy College Curriculum Chairperson: 2023-2024
- SCM Department Journal List Review Committee: 2023-Present
- SCM Department Promotion and Tenure Committee: 2022-Present
- SCM Department Hiring Search Committee: 2022-2023
- Departmental Revision Committee for Intro to SCM Course: 2021-2022

- Ivy College Strategic Plan Reassessment: 2019-2021
- Ivy College Supply Chain Management Eminent Scholar Committee: 2019-2020
- Outcomes Assessment Committee: 2018-2020
- General Education Committee: 2016 – 2018
- Marketing Professor Hiring Committee: 2016-2017
- Tenure, Promotion, Evaluation Committee: 2015 – 2017
- Research Task Force: 2014 -- 2015

AWARDS AND HONORS

- 2023 Outstanding Reviewer Award – Journal of Business Logistics
- 2018 Emerald Literati Award – Highly Commended Article
- 2015 E.W. Hopkins Faculty Development Award Winner for the College of Business at the University of West Florida (Externally Nominated)

GRANTS

- 2023 Ivy Elite research incentive award (\$15,000) recipient from Ivy College of Business, Iowa State University
- 2022 Ivy Elite research incentive award (\$15,000) recipient from Ivy College of Business, Iowa State University
- 2022 Research Mini Grant, Iowa State University -- \$750
- 2019 Fall Research Bootstrap Grant, Iowa State University (with Dr. Dave Cantor) -- \$6,000
- 2019 Research Mini Grant, Iowa State University -- \$750
- 2015 Faculty Scholarly and Creative Activities Grant Award Winner, University of West Florida -- \$2,000

REVIEWER

- *Senior Editor*: Journal of Business Logistics
- *Editorial Review Board*: International Journal of Physical Distribution and Logistics Management
- *Ad hoc* reviewer: Decision Sciences
- *Ad hoc* reviewer: International Journal of Logistics Management
- *Ad hoc* reviewer: International Journal of Production Economics
- *Ad hoc* reviewer: International Journal of Production Research
- *Ad hoc* reviewer: Journal of Purchasing and Supply Management
- *Ad hoc* reviewer: Journal of Supply Chain Management
- *Ad hoc* reviewer: Transportation Journal

MEMBERSHIPS

- Council of Supply Chain Management Professionals
- Decision Sciences Institute
- Institute for Supply Management

INDUSTRY EXPERIENCE

S.P. Richards, Chicago, IL

Operations Manager

2007 – 2010

- Shared responsibilities for a \$50,000,000 operation in which I helped answer monthly P&L Operating Statements
- Initiated cost savings measures totaling over \$200,000 annually by finding operational efficiencies and fostering improved vendor relationships
- Managed a mixture of 58 full and part time employees ranging from warehouse workers to drivers to office and supervisory staff

- Responsible for human relations issues including performance reviews as well as hiring/termination decisions

Coty US LLC, Sanford, NC

Customer Specialist

2004 – 2005

- Handled the orders and issues of several Coty Customers including Target Corporation
- Co-chaired sessions of the CSR Forum for other Customer Specialists allowing the specialists to voice concerns and participate in department wide decisions
- First Customer Specialist in US to process all orders for a Canadian Account (Wal-Mart Canada)
- Initiated the “Breath of Fresh Air” committee promoting and providing activities for the department to enjoy each other’s company outside the scope of work