

PETER M. RALSTON

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Iowa State University
Supply Chain Management Department
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ACADEMIC EXPERIENCE

2022-Present	Associate Professor Iowa State University
2018-2022	Assistant Professor Iowa State University
2014-2018	Assistant Professor University of West Florida
2011-2014	Graduate Assistant and Instructor Iowa State University
2010-2011	Graduate Assistant University of Oklahoma

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 University of Oklahoma Graduate Fellow	2010-2011
University of Alabama, Tuscaloosa, AL M.B.A. Concentration: Supply Chain Management	2007
Clemson University, Clemson, SC B.S. in Marketing with a German Minor	2003

RESEARCH INTERESTS

Factor Markets and Inter-organizational Relationships

Factor market rivalry	Supply Chain Collaboration
Firm decisions to be a supply chain participant	Supply Chain Finance
Long-term Supply Chain Risk and Mitigation	Supply Chain Strategy

JOURNAL PUBLICATIONS

13) Ralston, P.M., Schwieterman, M., Bell, J.E., and L. Ellram (*Forthcoming*) "The Building Blocks of a Supply Chain Management Theory: Using Factor Market Rivalry for Supply Chain Theorizing" *Journal of Business Logistics*.

- 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 Salience's Impact on Logistics Capabilities and Performance", *International Journal of Logistics Management*. 24 (2) 136-152.

RESEARCH UNDER REVIEW

"Supply Chain Disruptions and Firm Performance: The Moderating Role of Ambidexterity"
Saurabh Ambulkar, Mikaella Polyviou, Peter Ralston, and Nada Sanders
Status – Under review at The International Journal of Production Research

RESEARCH IN PROGRESS

“Obsolescence Procurement: A Systematic Literature Review and Proposed Research Agenda”

Joshua Schumm, Peter Ralston, and Matthew Schwieterman

Status – Editing

Targeted journal: Transportation Journal

“Supplier Reputation: Termination and the Impact on Surviving Customers”

Peter Ralston and David Cantor

Status – Writing

Targeted journal: Journal of Supply Chain Management

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

Kavi Meredith, Frank Adams, Peter Ralston, and Christina O’Connor

Status – Data collection

Targeted journal: Journal of Business Logistics

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:	2013-2022
Purchasing and Supply Management	2015-2021
Strategic Transportation Management	2018 (Online Version, Summer 2018)
Warehousing and Terminal Management:	2014-2016
Fundamentals of Marketing Management (Exec. Ed.):	2017

SERVICE COMMITTEES

- Ivy College Curriculum Committee: 2020-Present
- 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

- 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

- 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

- *Ad hoc* reviewer: Decision Sciences
- *Ad hoc* reviewer: International Journal of Logistics Management
- *Ad hoc* reviewer: International Journal of Physical Distribution and Logistics Management
- *Ad hoc* reviewer: International Journal of Production Economics
- *Ad hoc* reviewer: International Journal of Production Research
- *Ad hoc* reviewer: Journal of Business and Industrial Marketing
- *Ad hoc* reviewer: Journal of Business Logistics
- *Ad hoc* reviewer: Journal of Purchasing and Supply Management
- *Ad hoc* reviewer: Journal of Supply Chain Management

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