

VITA
MARC J. DOLLINGER

CURRENT POSITION

Professor of Business Administration, Department of Management
Kelley School of Business, Indiana University, Bloomington, Indiana 47405
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RESEARCH AND TEACHING INTERESTS

Entrepreneurship and New Venture Creation
Creativity and Innovation
Chinese and Japanese Business
Strategic Management
Small Business Management

EDUCATION

Ph.D. Business and Economics, Lehigh University, 1983. Major areas---Organizational Behavior and Theory, General Economic Theory, Managerial Economics
Dissertation: "The effects of environmental, organizational and personal characteristics on boundary spanning activities and organization performance in small firms."
Master of Business Administration, Lehigh University, 1978.
Bachelor of Arts, S.U.N.Y at Buffalo, 1972.

PROFESSIONAL HISTORY

Founder-Owner, Entre Learning Company, Bloomington, IN 2006-
Professor, Department of Management and Entrepreneurship, Indiana University, 1998-
Chair, Undergraduate Program, Kelley School of Business, 1999-2005
Glaubinger Professor of Business Administration, 1999-2005
Visiting Professor, Hong Kong University of Science and Technology, 1993-1994, 1996-1997
Visiting Professor, International University of Japan, Spring 1991-2000
Associate Professor, Department of Management, Indiana University, 1991-1998
Assistant Professor, Department of Management, Indiana University, 1987-1991
Assistant Professor, Department of Management, University of Kentucky, 1982-1987
Consultant and Administrator, SBDC, Lehigh University, 1978-1982

GRANTS, AWARDS AND HONORS

Travel Grant, CIBER Kelley School of Business (2008). Travel to International Conference on Innovation and Entrepreneurship, Jilin University, Changchun PRC.

Research Writing Grant Incentive, Kelley School of Business (2007). Proposal to the National Natural Science Foundation of China (with Li Xueling).

Recognized as a Beacon of the Kelley School of Business by the Kelley School of Business Diversity Initiative (September, 2006)

Course Development Grant, Kelley Direct (2006). Two non-degree certificate programs in entrepreneurship.

Lilly Endowment Grant, Entrepreneurial Thinking and Action program (2006). A pilot study on the effect of a mega-event (Indianapolis 500®) on new venture creation.

Academic Fellow of the Committee on Institutional Cooperation, Big Ten Universities, 2002-2003.

Center for International Business and Economic Research (1998-1999). Implemented the Hong Kong distance learning project.

School of Continuing Studies, Strategic Initiatives Grant (Fall 1997). Developed a distance learning module in Contemporary Entrepreneurship (W 211) with City University of Hong Kong.

School of Business Summer Research Grant (Summer 1997). Study of the creative styles of nascent entrepreneurs.

School of Business Summer Research Grant (Summer 1996). Study of the creative styles of business entrepreneurs in Hong Kong, Japan and the United States.

Instructional Consulting and Technology Grant (Summer, 1995). Integrated active learning techniques into curriculum for Contemporary Entrepreneurship, W211.

School of Business Summer Research Grant (Summer, 1995). Study of the effects of location of firm reputation.

School of Business Summer Research Grant (Summer, 1993). Study of the strategy and telecommunications use in small manufacturing firms.

Soros Foundation Grant (Fall, 1992). For sponsorship and supervision of the research project of a Russian student recipient of a Soros Supplementary Grant.

Ameritech Fellowship Program (FY 1992). Study of the role of location on the propensity to form inside and outside joint ventures.

School of Business Teaching Development Grant to internationalize the MBA entrepreneurship

course and integrate Area Studies students into the class.

School of Business Summer Research Grant (Summer, 1992). Study of the role of reputation in the initiation of alliances and collective strategies.

Academy of Management Review, Best Paper Award for 1991 for "The Evolution of Collective strategies in Fragmented Industries."

School of Business Summer Research Grant (Summer, 1991). Study of the differences in decision-making between Japanese and American executives in an entrepreneurial situation.

Ameritech Fellowship Program (FY 1989). Co-investigator. Study of the role and performance of regional minority purchasing councils.

Center for Advanced Purchasing Studies (FY 1988). Study of the impediments to purchasing from small/minority firms.

Ameritech Fellowship Program (FY 1988). Study of small business needs and collective strategies.

Small Business Development Center Grant (FY 1979-1982). Co-author of federal grant to establish SBA's SBDC program in Pennsylvania.

PUBLICATIONS AND COMPLETED RESEARCH

Textbooks and monographs

Dollinger, M. 2008. *Entrepreneurship: Strategies and Resources*. Fourth edition. Lombard, IL: Marsh Publications.

Dollinger, M. 2003. *Entrepreneurship: Strategies and Resources*. Third edition. Saddle River NJ: Prentice-Hall.

- Translated into Simplified Chinese (People's Republic of China)
- Traditional Chinese (Taiwan)
- Also published in Indian edition (English).

Dollinger, M. 1999. *Entrepreneurship: Strategies and Resources*. Second edition. Saddle River NJ: Prentice-Hall.

Dollinger, M. 1995. *Entrepreneurship: Strategies and Resources*. First edition. Flossmoor IL: Irwin/Austen Press.

Dollinger, M. & Saxton, T. 1996. "Interregional strategic alliances of Great Lakes

Manufacturing firms: The effects of regional reputation on joint venturing." *Indiana University Institute for Development Studies*, Bloomington, Indiana.

Dollinger, M. 1994. "Needs assessment and collective strategies of small manufacturers in the Great Lakes region," 273-299, in C. Bonser (ed.) *Dimensions of Change: Decline and restructuring in the American Midwest*. Indiana University Regional Economic Development Institute: Bloomington, Indiana. (Reprint of 1989 monograph).

Dollinger, M. and Enz, C. 1991. "Economic and Cultural Considerations in Overcoming Impediments to Minority Business Contracting: The Leadership Role of Regional Minority Purchasing Councils." *Indiana University Institute for Development Studies*, Bloomington, Indiana.

Dollinger, M. & Daily, C. 1989. "Impediments to Minority Purchasing Programs: A Transaction Costs Perspective." *Center for Advanced Purchasing Studies*, Arizona State University, Phoenix AZ.

Dollinger, M. 1989. "Needs assessment and collective strategies of small manufacturers in the Great Lakes region," in *Indiana University Regional Economic Development Institute*, Bloomington, Indiana.

Refereed Research Journal Articles

Dollinger, M., Li, X., & Mooney, C. 2010. Extending the Resource Based View to the Mega-Event: Entrepreneurial Rents and Innovation. *Management and Organization Review*. Lead article, special issue on Innovation and Entrepreneurship. 6, 2, 195-218.

Johnson, K., Danis, W. & Dollinger, M. 2008. Are You an Innovator or Adaptor? The impact of Cognitive Propensity on Venture Expectations and Outcomes. *New England Journal of Entrepreneurship*. 11, 2, 29-46.

Saxton, T. & Dollinger M. 2004. Target reputation and appropriability: Picking and deploying resources in acquisitions. *Journal of Management*, 30, 1, 123-147.

Danis, W. & Dollinger, M. 1998. A provisional comparison of factor structures using English, Japanese, and Chinese versions of the Kirton Adaption-Innovation Inventory. *Psychological Reports*, 83, 1095-1103.

Dollinger, M. & Danis, W. 1998. Preferred decision-making styles: A cross-cultural comparison. *Psychological Reports*, 82, 755-761.

Dollinger, M., Golden, P & Saxton, T. 1997. The effects of reputation on the decision to joint venture. *Strategic Management Journal*, 18, 2, 127-140.

Wimbush, J., Dollinger, M., Enz, C., Daily, C. & Dalton, D. Spring 1996. "The relationship

- between minority business enterprises and corporate purchasing personnel: Perceptions from both sides of the table." *Journal of Business Strategies*, 13, 42-64.
- Dollinger, M., Saxton, T. & Golden, P. 1995. Intolerance of ambiguity and the decision to form an alliance. *Psychological Reports*, 77, 1197-1198.
- Daily, C. & Dollinger, M. 1993. "Alternative methodologies for classifying family versus non-family businesses," *Journal of Small Business Management*, 31, 2, 79-90.
- Golden, P., Dollinger, M. & Daily, C. 1993. "Cooperative alliances and competitive strategies in small manufacturing firms," *Entrepreneurship: Theory and Practice*, 17, 4, 43-56.
- Dollinger, M., Golden, P. & Daily, C. 1992. "Interorganizational and collective strategies," *Journal of Management*, 18, 4, 696-717.
- Daily, C. & Dollinger, M. 1992. An empirical examination of ownership structure in family and professionally managed firms." *Family Business Review*, 5, 117-136.
- Daily, C. & Dollinger, M. 1991. "Family firms are different?" *Review of Business*, 13, 3-5.
- Dollinger, M., Enz, C. & Daily, C. 1991. "Impediments to purchasing from minority small businesses: A transaction cost approach." *Journal of Purchasing and Materials Management*, 27, 2, 9-14.
- Enz, C., Dollinger, M. & Daily, C. 1990. "Value orientations of minority and non-minority small business owners: A focus on customer relations." *Entrepreneurship: Theory and Practice*, 15, 1, 23-35.
- Dollinger, M.J. 1990. "The evolution of collective strategies in fragmented industries," *Academy of Management Review*, 15, 2, 266-285. Winner AMR best paper award, 1991.
- Castaldi, R., Marino, K. & Dollinger, M. 1989. "Research and methodological issues in the study of IPO's," *Entrepreneurship: Theory and Practice*, 14, 1, 51-66.
- Shepard, J., Chung, C. & Dollinger, M. 1989. "Max Weber Revisited: Some Lessons from East Asia Capitalistic Development," *Asian-Pacific Journal of Management*, 2, 6, 307-322.
- Dollinger, M. J. 1988. "Confucian Foundations of Japanese Management and Practices," *Journal of Business Ethics*, 7, 575-584.
- Lang, J.R., Dollinger, M.J. & Marino, K.E. 1987. "Inference Fallacies in the Use of Strategic Research," *Journal of Management*, 13, 4, 689-702.
- Dollinger, M.J. & Kolchin, M.G. 1987. "Obtaining Strategic Information from Suppliers,"

Advanced Management Journal, Autumn, 52, 4, 42-46.

Dollinger, M.J. 1987. "Intolerance of Ambiguity and Entrepreneurial Research: A Potential Contradiction," *International Journal of Management*, 4, 1, 45-49.

Dollinger, M.J. & Kolchin, M.G. 1986. "Purchasing and the Small Firm," *American Journal of Small Business*, (now *Entrepreneurship: Theory and Practice*) 10, 3, 33-45.

Dollinger, M.J. 1985. "Environmental Contact and Financial Performance of the Small Firm," *Journal of Small Business Management*, 23, 1, 24-30.

Dollinger, M.J. 1984. "Measuring Effectiveness in Entrepreneurial Organizations," *International Small Business Journal*, 3, 1, 10-20.

Dollinger, M.J. 1984. "Environmental Boundary Spanning and Information Processing Effects on Organizational Performance," *Academy of Management Journal*, 27, 2, 351-368.

Dollinger, M.J. 1983. "The Use of Budner's Intolerance of Ambiguity Measure for Entrepreneurial Research," *Psychological Reports*, 53, 1019-1021.

Refereed Teaching Journal Articles:

Dollinger, M. & Lang, J. 1988. "Car Recycling Company: the Velvet Handcuffs of A Good Strategy," *Journal of Case Research*, Fall Volume, 159-174.

Marino, K. & Dollinger, M. 1987. "Top Management Succession in Entrepreneurial Firms," *Journal of Management Case Studies*, 3, 1, 70-79.

Cases written

Dollinger, M. & Marino, K. "Rubio's (C) Troubles and turmoil," In M. Dollinger, *Entrepreneurship: Strategies and Resources*. 4th edition. 466-474. Marsh Publishing, Lombard IL. 2008.

Dollinger, M. & Tucci, C. "Stamps.com (revised)," In M. Dollinger, *Entrepreneurship: Strategies and Resources*. 4th edition. 475-481. Marsh Publishing, Lombard IL. 2008.

Dollinger, M. & Tucci, C. "Tellme Dialtone 2.0 (revised)," In M. Dollinger, *Entrepreneurship: Strategies and Resources*. 4th edition. 482-502. Marsh Publishing, Lombard IL. 2008.

Dollinger, M. "Pearl River Hang Cheong," ECCH (802-017-1). Teaching note (802-017-8), 2002.

Dollinger, M. "E-station," in *Entrepreneurship: Strategies and Resources*, 2nd edition. 385-405, Saddle River, NJ: Prentice-Hall, 1999.

Dollinger, M. "Blitz," in *Entrepreneurship: Strategies and Resources*, 2nd edition, 422-453, Saddle River, NJ: Prentice-Hall, 1999.

Brock, D. and Dollinger, M. "Roland and Associates," 491-496, in *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press, 1995.

Dollinger, M. "TV Answer," 551-565, in *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press, 1995.

Dollinger, M. "Bright Ideas," 593-625, in *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press, 1995.

Dollinger, M. "Fumero Artfabrics," 497-513, in *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press, 1995.

Dollinger, M. "International Galvanizing, Inc.," 567-591, in *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press, 1995.

Cases supervised and edited

Cox, S. "ESI," 665-673, 1995. *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press.

Ellstrand, A. and Byers, K. "Quick Dry," 447-460, 1995. *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press.

Ellstrand, A. and Byers, K. "Prolingua," 461-474, 1995. *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press.

Ellstrand, A. and Byers, K. "Venture Capital Associates," 475-490, 1995. *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press.

Ellstrand, A. and Byers, K. "North American Loading," 535-549, 1995. *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press.

Ellstrand, A. and Byers, K. "Potato Quick," 515-534, 1995. *Entrepreneurship: Strategies and Resources*. Flossmor IL: Austen Press.

Contributed works

Dollinger, M. 2008. Book review of *Handbook of Entrepreneurship*, Mark Casson, Bernard Yeung, Anuradha Basu, and Nigel Wadson (editors). Oxford University Press: Oxford, UK, 2006. *Journal of Comparative Economic Studies*. 50, 4, 719-721.

Johnson, K., Danis, W. & Dollinger, M. 2004. Innovator and Adaptor Entrepreneurs. Book chapter. *Handbook of Entrepreneurial Dynamics: The Process of Creation*. Edited by W. Gartner, K. Shaver, N. Carter and P. Reynolds. Thousand Oaks, CA: Sage Publications.

Sideli, K., Dollinger, M., & Doyle, S. 2003. Successful recruiting of business students for study abroad through program development, curricular integration and marketing. Edited by T. Hult and E. Lashbrooke, Jr. Volume 13 *Advances in International Marketing*. Amsterdam: JAI/Elsevier.

Dollinger, M. 1995. Book Review, *Global Disasters*, by Robert Allinson, *Academy of Management Review*, 20, 3, 758-759.

Dollinger, M. 1995. Hong Kong's frenzy, *The Business Entrepreneur*, Winter, 1, 1, 1.

Dollinger, M. 1992. The buyer-supplier stalemate, *Minority supplier news*, Summer, 5-6

Dollinger, M. 1988. Help wanted: Choosing between motivation and capacity in outdoor salespeople, *Outside Business*, November, 7, 2, p. 21, 47.

Dollinger, M. 1987. Book Review, *Japanese Multinationals in the United States Case Studies*, by D. Kujawa, *Growth and Change*. Spring, 18, 2, 82-84.

Dollinger, M. 1987. Entrepreneurship and Small Business, in J.L. Massie, *Essentials of Management*, Ch. 14, pp. 221-238, 4 th edition. Englewood Cliffs: Prentice Hall.

Papers and Presentations at Professional Meetings (refereed)**

Dollinger, M., "Mega-events and entrepreneurial rents." Presented to the Research Center for Chinese Politics and Business Conference, Indiana University Kelley School of Business, Bloomington, April, 2009.

Dollinger, M., "Mega-events and entrepreneurial rents: Lessons from the Beijing Olympics." Presented to the CIBER Research Workshop, Indiana University Kelley School of Business, Bloomington, January, 2009.

Dollinger, M., Li. X. & Mooney, C. "Mega-events and entrepreneurial rents: Lessons from the Beijing Olympics." Presented to the International Conference on Innovation and Entrepreneurship, Jilin University, Changchun, PRC, November, 2008.

**Dollinger, M., Li. X. & Mooney, C. "Entrepreneurship and the Beijing Olympics: A mega-event as a source of entrepreneurial rents." Presented to the IACMR Conference on Chinese Management, Guangzhou, PRC, June 2008. Available at URL:

http://www.iacmr.org/iacmr2008/Papers/17b/17b_1.pdf

Dollinger, M. Li, X & Mooney, C. "A mega-event as a source of entrepreneurial rent." Presented to the conference on the Beijing Olympics, Miami of Ohio University, March 2008.

Dollinger, M., Li, X. "Entrepreneurship and the Beijing Olympics: How will the mega-event create entrepreneurial rent-sharing opportunities? Presented at the East Asian Study Center Colloquium for the Beijing Olympics, November 2007, Indiana University.

Johnson, K., Danis, W., & Dollinger, M. "Are innovators better entrepreneurs? An examination of the relationship between cognitive style and entrepreneurship." Presented to the 1st annual Clemson/Kauffman Symposium on the Panel Study of Entrepreneurial Dynamics. Clemson University, November 2004.

Dollinger, M. "Fees: Reasons, rationalizations, and the effect on revenues." Presented to the National Undergraduate Business Symposium, Seattle WA, April 2004.

**Saxton, T. and Dollinger, M. "*Caveat Emptor* in acquisitions: How target reputation and appropriability affect acquisition outcomes." Presented to the Strategic Management Society, Paris France, September 2002.

Sideli, K., Dollinger, M. & Doyle, S. "Successful recruitment of business students for study abroad through program development, curricular integration and marketing." Presented to the Michigan State CIBER conference, September 2001.

**Johnson, K., Danis, W., & Dollinger, M. "The Impact Of Cognitive Styles Of Decision-Making In New Venture Creation On The Expectations And Perceptions Of The Nascent Entrepreneur," presented at the Academy of Management Conference, August 2001.

Johnson, K. & Dollinger, M. Invited presentation, "Creative decision-making style: Nascent entrepreneurs vs. control group." Entrepreneurship Research Consortium, Lloyd Grief Center for Entrepreneurship, UCLA, November 2000.

Invited Speaker, Hong Kong Distance Learning Project, University of North Carolina, CIBER meeting, June 2000.

Invited Speaker, Hong Kong Distance Learning Project, Park City Utah, CIBER meeting, June 1999.

Invited Speaker, Knowledge Creating Organizations, International University of Japan, June, 1999.

Invited Speaker, Using distance learning to support collaborative learning across cultures, Center for Excellence in Education, Singapore Video Conference, Bloomington, September,

1997.

Invited speaker, "Active learning and entrepreneurship education," Entrepreneurship Division of the Academy of Management, Vancouver, Canada, 1995.

**Golden, P., Dollinger, M. & Saxton, T. "Reputation in small firms," Entrepreneurship Division, National Academy of Management Meetings, Vancouver, 1995.

**Saxton, T. Saxton, K. & Dollinger, M. "Determinants of strategic alliance activity," Entrepreneurship Division, National Academy of Management Meetings, Dallas, 1994.

Dollinger, M. & Golden, P. "Firm reputation and strategic alliances," presented to the faculty of Hong Kong University of Science and Technology. October, 1993.

**Wimbush, J., Dollinger, M., Enz, C., Daily, C. & Dalton, D. "Crossing organizational boundaries: An examination of market diversity from a transaction costs economics perspective," Organizational behavior and Human resources divisions, National Academy of Management Meetings, Atlanta, 1993.

**Ellestrand, A., Byers, K., Dollinger, M., & Schwenk, C. "The use of decision aids in an entrepreneurial situation: A comparison of Japanese and American behavior." Association of Japanese Business Studies, New York, 1993.

Dollinger, M. & Saxton, T. "Interregional alliances of Great Lake Manufacturing firms," presented to the Ameritech Workshop, November, 1992.

**Golden, P. & Dollinger, M., "Cooperative alliances and competitive strategies in small manufacturing firms," presented to the Southern Management Association, New Orleans, 1992.

**Golden, P., and Dollinger, M., "Collective strategy, business strategy and communications technology," presented to the Communications and Information Systems division, National Academy of Management Meeting, Las Vegas, 1992.

"The R & R Case: An example of Entrepreneurship," presented to the Hungarian and Polish representatives of the Foundation for the Improvement of Post-Secondary Education (FIPSE), Budapest, 1991.

**Daily, C. & Dollinger, M. "Alternative methodologies for classifying family versus non-family businesses," presented to the Strategy/Policy Division of the National Decision Sciences Institute Meeting, Miami, 1991.

**Golden, P. and Dollinger, M. "Small firm collective strategies and interorganizational relationships: Environmental effects and performance," resented to the Entrepreneurship

Division, National Academy of Management Meeting, Miami, 1991.

**Dollinger, M.J., Daily, C. and Schwenk, C. "Top management teams, consensus and firm performance," presented to the Entrepreneurship Division, National Academy of Management Meeting, San Francisco, 1990.

Dollinger, M.J. "Entrepreneurship and Small Business," Proceedings of the Hungarian-American Economic Roundtable, Budapest, Hungary, November 1989.

Dollinger, M.J. "Small Business Development Centers," Proceedings of the Hungarian-American Economic Roundtable, Budapest, Hungary, November, 1989.

**Enz, C., Dollinger, M. and Daily, C. "Value Similarity with Corporate Customers: A Comparative Study of Owner-Operated Minority and Non-Minority Small Businesses," presented to the National Decision Sciences Institute Meeting, New Orleans, 1989.

**Dollinger, M, Enz, C., and Daily, C. "Impediments to MBE Purchasing Programs: A Transaction Cost Approach," presented to the Entrepreneurship Division, National Academy of Management Meeting, Washington, D.C., 1989.

**Dollinger, M., Enz, C. and Daily, C. "Impediments to Minority Business Enterprise Purchasing Programs," Proceedings of the National Association of Purchasing Management, Boston, 1989.

**Dollinger, M., and Marino, K. "Strategy and Performance in New Public Companies: A Multivariate Analysis," presented to the Entrepreneurship Division, National Academy of Management Meeting, Anaheim CA, 1988.

**Marino, K. and Dollinger, M. "Strategy and Performance in New Ventures: Theory and Method," presented to the Entrepreneurship Division, National Academy of Management Meeting, Anaheim CA, 1988.

**Dollinger, M. and Shaw, K. "The Older Entrepreneur: An Exploratory Study," 134-146. Proceedings of the Small Business Institute Directors Association, D. Johnson (ed.) San Francisco, CA, February, 1988.

**Dollinger, M.J. "Confucian Foundations of Japanese Management Practices," presented to the International Division, National Academy of Management Meeting, New Orleans, August 1987.

**Golden, P. and Dollinger, M. "Evaluating Non-Profit Organization Performance: An Application of Data Envelopment Analysis," presented to the Public Policy Division, National Academy of Management Meeting, New Orleans, August, 1987.

- **Dollinger, M. and Marino, K. "Entry and Growth Strategies in the Computer Industry," Proceedings of the Small Business Institute Directors Association, San Diego, California, February, 1985.
- **Marino, K. and Dollinger, M. "Top Management Succession in Entrepreneurial Firms," presented to the Entrepreneurial Interest Group, National Academy of Management Meeting, San Diego, CA., 1985.
- **Dollinger, M.J. "Measuring Effectiveness in Entrepreneurial Organizations," presented to the National American Institute of Decision Sciences, Toronto, Canada, November, 1984.
- **Dollinger, M. and Marino, K. "The Role of Entrepreneurial Boundary Spanning in the Financial Performance of Small Business Firms," Proceedings of the Small Business Institute Directors Association, Denver, Colorado, February 1984.
- **Dollinger, M. and Kolchin, M. "The Importance of the Purchasing Function to Small Business Operations," Proceedings of the Small Business Institute Directors Association, Denver, Colorado, February 1984.
- **Dollinger, M.J. "Strategic Dimensions of Going Public: The Characteristics of Initial Public Offerings," presented to the Entrepreneurship Division, National Academy of Management Meeting, Boston, 1984.
- **Dollinger, M.J. "Entrepreneurs in Action: The Relationship between Environmental Contact and Performance in Small Firms," presented to the Entrepreneurial Interest Group, National Academy of Management Meeting, Dallas, August, 1983
- **Dollinger, M.J. "Innovation and Performance in Small Business: The Impact of Strategy," presented to the Business Policy and Planning Division, National Academy of Management Meeting, Dallas, August, 1983.
- **Dollinger, M.J. "A Causal Model of Boundary Spanning Activity and Organizational Performance in Small Business," Proceedings of the Research Methods and Behavioral Modeling Conference of the American Marketing Association, American Marketing Association, Sarasota, FL, March, 1983.

RESEARCH IN PROGRESS AND UNDER REVIEW

Mooney, C. and Dollinger, M. Indy 500: Shrinking network and entrepreneurial rents.

Dollinger, M. Provincial governance and new venture creation in China.

TEACHING ACTIVITIES

Executive Programs

Asia Pacific Management Development Program, Faculty Director, Taiwan, R.O.C. 2000.
Otis Elevator, Bloomington In. Project director for Program Series. 1997-8.
Otis Elevator, Bloomington In. Creativity and Innovation, June 1997.
Alcoa Closure Systems Incorporated, Indianapolis IN, Foundations of business practice and market analysis, and Business planning and forecasting. October-December, 1995
February-March, 1996.
Serv-All National Meeting, Indianapolis, IN. "Developing creativity for better business performance," March, 1995.
South China Market Research Company, Guangzhou, China. "Entrepreneurship and new venture performance," January, 1994.
Arizona Minority Supplier Development Council, Phoenix AZ. "The buyers/suppliers roles in minority corporate procurement." September, 1992.
National Association of Manufacturers Representatives, Bloomington, In. "Business Planning" and "Managing the Enterprise for Profitability." February, 1990, 1991.
Music Merchants of America, Indianapolis In. "Business Planning," August, 1990.
Hershey Foods, Hershey, Pa. "Improving procurement from Minority firms," May 1990.
Indiana Executive Program, "Intrapreneurship," June, 1989.
Biomet, Inc., Warsaw In. "Business planning," July, 1989.
Music Merchants of America, Indianapolis In. "Business Planning," August, 1989.

Courses developed and taught

Graduate

Leadership and Strategic Management (Kelley Direct online U710)
Integrative Capstone (Kelley Direct online, C563)
Developing Strategic Capabilities (Kelley Direct online, C562 and R712 for GM cohort)
New Venture Creation (W511)
New Business Enterprise (Subject Matter Expert for Universitas 21, Singapore)
Creativity and Innovation (W503)
New Venture Business Plans (W504)
Strategic Management (Hong Kong)
Managerial Decision-Making (Hong Kong)
Innovation and Entrepreneurship (Japan)
Organization Design and Theory (Japan)
Japanese HRM (Japan)

Undergraduate

Venture Ideas (W232)
Venture Models (W233)
Strategic Management (J401)
Contemporary Entrepreneurship (W211)
New Venture Creation (W311)

New Venture Business Planning (W313)
Growing Organizations (W406)
Effective Negotiations (Z404)
Organizational Behavior (Hong Kong)

Doctoral Committees

Chris Hebb, 2005. Instructional Technologies. Website usability evaluation using sequential analysis.

Lou Marino, 1996. Shifting interorganizational relationships: A strategic response to regulatory change.

Todd Saxton, 1995. "Strategic alliances and firm reputation." Co-chair of committee (with Dan Dalton). Indiana University.

Cliff West, 1992. "The impact of top management team demographic characteristics..." Examining committee. Indiana University.

Steven Dunphy, 1990. "What do entrepreneurs really do? A replication and extension of Mintzberg's work." Examining committee. IU.

Virginia Blackburn, 1987. "Shareholder Returns and Mergers: The Effects of Strategy and Acquiring Firm Control Type." Examining committee. University of Kentucky.

Teaching awards and nominations

Finalist, Sauvain Innovative Teaching Award, 2005.

Finalist, Schuyler Otteson Award, 2002.

Finalist, Sauvain Innovative Teaching Award, 1999.

Second place, International Business Plan Competition, 1999, San Diego, California.

Winner, Midwest Business Plan Competition, 1998, Indianapolis, IN.

Semi-finalist, North American Invitational Business Plan Competition, 1997. San Diego, California.

Finalist, North American Invitational Business Plan Competition, 1995. San Diego, California.

Finalist, North American Invitational Business Plan Competition, 1993. San Diego, California.

Teaching Excellence in Management, 1993. Awarded by Alpha Kappa Psi by undergraduate alumni.

Finalist, The 6th Annual International Business Plan Competition, Association of Private Enterprise Education, 1992. Hartford, Connecticut.

Finalist, North American Invitational Business Plan Competition, 1992. San Diego, California.

Department of Management nomination for the School of Business Sauvain Award, 1990.

International Teaching Activity

Jilin University, Changchun, PRC. November 2008. Doctoral seminar on entrepreneurship and innovation.

Singapore. June 2003-2004. Subject matter expert, course design and development. New Business Enterprises. Universitas 21 Global.

Japan. April-June 2000. Innovation and Entrepreneurship. International University of Japan, Niigata.

Hong Kong, August 1998. Managerial Decision Making. Hong Kong University of Science and Technology.

Japan. April-June 1998. Organization Design and Innovation and Entrepreneurship. International University of Japan, Niigata.

Hong Kong, August 1997. Managerial Decision Making. Hong Kong University of Science and Technology.

Hong Kong, August 1996. Organization Theory and Design. Hong Kong University of Science and Technology.

Japan. April-June 1996. Teaching Organization Design and Human Resource Management. International University of Japan, Niigata.

Warsaw, Poland. Young Professionals Program, March 1995. Developed and presented modules in entrepreneurship at America Studies Center.

Hong Kong. June, 1993-June 1994. Taught two semesters (Strategy, Entrepreneurship and Organizational Behavior) at Hong Kong University of Science and Technology.

Japan. April-June 1991. Taught entrepreneurship at International University of Japan, Niigata.

SERVICE ACTIVITIES

Service to the profession

Editorial Review Board, *Journal of Asian Business* (2006-Reviewer, IACMR conference 2007-2010).

Editorial Review Board, *Academy of Management Review* (1994-1999)

Editorial Review Board, *Entrepreneurship: Theory and Practice* (1992-2003)

Editorial Review Board, *Journal of Small Business Strategy* (1992-1995)

Editorial Review Board, *Journal of Small Business Management* (1991-1993)

Heizer and NFIB Doctoral dissertation awards committee (Entrepreneurship division) 1997

Chair and Discussant, American-Japanese Business Studies National Meeting, 1992.

Member, 1991, 1993, 1996, Best Paper Award Committee, *Academy of Management Review*

Reviewer, *American Journal of Small Business* (1986-1988)

Reviewer, *Psych Reports*

Reviewer, *Academy of Management Journal*

Reviewer, *Journal of International Business*

Reviewer, *Journal of Management Studies* (UK)

Reviewer, *Journal of Business Ethics*

Reviewer, Academy of Management National Meeting, 1986-1999.

Speeches and programs

“Innovating the business core curriculum,” presented to the National Undergraduate Business Symposium, Philadelphia, April 2003.

“Using distance learning technology in an undergraduate business class,” presented to the MIME program, Telecommunications, October, 1997.

“Management and Business in Hong Kong: Prospects for the transition,” presented to Hong Kong Student Association, March 1997.

"International strategy colloquium," Rappateur, Indianapolis, In., May, 1993.

"Impediments to minority vendor programs," presented to the National Minority Supplier Development Council Executive Board, May, 1992.

"Transaction cost analysis of minority purchasing problems," presented to the Northern California Purchasing Council, San Francisco, May 1992.

"Minority business barriers and problems," presented to the Director and Chairperson meeting of the National Minority Supplier Development Council, Orlando, January, 1992.

"Barriers to Minority Vendors," presented to the National Minority Supplier Development Council, New York, October, 1991.

"Minority Business Enterprise Purchasing Programs," presented to the Indiana Regional Minority Supplier Development Council, Indianapolis, IN, February, 1990.

"Minority Business Enterprise Purchasing Programs," presented to the Bloomington Rotary Club, February, 1990.

"Minority Business Enterprise Purchasing Programs," presented to the Louisville Purchasing Management Association, Kentucky Minority Supplier Development Council, October, 1989.

"Minority Business and Racism," presented to the Adult Forum on Racism, St. Marks Church, Bloomington, In., October, 1989.

"Entrepreneurship and Starting a Small Business," presented at the 1988 Indiana University Mini-University, Bloomington, IN.

"Entrepreneurial Leadership," presented at the 1988 Annual Business Conference of the Indiana School of Business, Indianapolis, IN.

"Collective Strategies of Small Manufacturers," presented at the 1988 Indiana University Research Day, Bloomington, IN.

"The Older Entrepreneur," presented at the 1988 Kentucky Small Business Development Center Annual meeting, Jenny Wiley State Park, Ky.

"Confucian Values and Japanese Management Practices," presented at the May 1987 meeting of APICS, Lexington Ky.

Commissions, panels, interviews and expert testimony

Reviewer, Goizueta School of Business BBA program. Emory University, November 2004.

Interview, *Indiana University Alumni Magazine*, President Brand leaves IU a different place, January-February, 2003.

Interview, *Sunday Herald Times*, A Business will continue as usual, experts at IU predict, June 29, 1997.

Interview, *Indianapolis Star*, Davis Homes has built business into family tradition, September 9, 1996.

Business Perspectives, (TV) interview, July, 1995.

Interview, *Investor's Business Daily*, Can Wayne Huizenga hit another homer? July 28, 1995.

Interview, *U.S. News and World Report*, "Small business in the next century," November 8, 1993.

Interview, *Minorities in Business Insider*, "Minority firms to help inner cities," June 24, 1992.

Interview, *INC* magazine, "Seven reasons why now is the best time to start (or grow) a business," May, 1991, 31-43.

Teaching Entrepreneurship Conference, "Use of simulations and business plans in teaching entrepreneurship," Indianapolis, In. April 1990; February, 1991.
Business Perspectives (TV) interview, February, 1990.
Blue Ribbon Commission, Hungarian Economic Recovery and Transformation, Working Group on "Ownership, small business and entrepreneurship," January 1990, Hudson Institute, Indianapolis, IN.

SERVICE TO INDIANA UNIVERSITY

University service

Patten Scholars Committee, (2010-present)
Executive Committee, East Asian Study Center (2006-present)
Executive Committee, Research Center for Chinese Politics and Business (2008-present)
Advisor, Japanese Student Association (1991-2010)
Enrollment Management Search Committee (2005-2006)
Campus Curriculum Committee (2003-2005)
Educational Policy Committee of the Bloomington Faculty Council (2003-2005)
Statewide Transfer and Articulation Committee (2002-2004)
Retention study committee (2002-2004)
RPS study committee (2001-2003)
Enrollment Services Dean's Advisory Committee (1999-2005)
University Division Advisory Committee (2000-2005)
Overseas Study Committee (1999-2005)
Advisory Committee on Technology Transfer (1992-1996)
Western European Studies Committee (1992-1996)
Freshman Advisor (1987-1988, 1991-1992)

School of Business

CIBER Advisory Committee (2007-present)
Chair, Teaching and Service Excellence Committee (2008-2010)
Teaching Excellence Committee (2005-2008)
Chair, Trustee Teaching Awards Committee (2005-2006)
Chair, Undergraduate Policy Committee (1999-2005)
Member, Academic Council, Kelley School of Business (1999-2005)
KSB Alumni Association Student Affairs Committee (1999-2005)
Global Policy Committee (1999-2005)
MBA Graduate Entrepreneurship Club Advisor (1997-1999)
MBA Policy Committee (1996-1999)
Doctoral Programs 50th reunion committee (1997)
Business plan competition coordinator (1995-1999)
Center for Entrepreneurship and Innovation, Board of Advisors (1993-1999)
Recruiter, Asia MBA Forums (1995-1997)
Organizer of the IU SOB Hong Kong Alumni Club (1994)
Chair, Committee on MBA Entrepreneurship (1993-1999)

Chair, Max Danner Scholarship Award (1995-1997)
MBA Diversity Workshop facilitator (1992)
Writing Across the Curriculum participant (Spring 1990-Fall 1991)
Honors Program Committee (1990-1992)
School of Business Competitive Grants Committee (1988-1990)
Minority Student Mentor (1989-1991)

Department of Management and Entrepreneurship

Chair, Undergraduate Entrepreneurship Review Committee (2005- 2009)
Chair, Department MBA Committee (1995-1999)
Coordinator for UG Strategic Management course (1991-1996)
Department Doctoral Policy Committee (1990-1996)
Department Task Force on Strategy/Entrepreneurship/OT (1990-1995)
Department Undergraduate Studies Committee (1987-1990)
Department Recruiting Committee (1988-1990)
Department Doctoral Exam Coordinator, (Strategy) Spring 1989
MBA Advisor and Presenter of Departmental Briefings (1990-1999)

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