VITA

(Revised September 2013)

**Patricia McDougall-Covin**

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**EDUCATION**

Doctorate (1987)

University of South Carolina

Major: Strategic Management/Business Policy

Dissertation: *"An Analysis of Strategy, Entry Barriers, and Origin as Factors Explaining New Venture Performance* (received the Academy of Management's 1988 Heizer Award as the outstanding dissertation in Entrepreneurship)

Masters (1976)

University of South Carolina

Concentration: Education

Bachelor of Science (1969)

University of South Carolina

Major: Distributive Education

**ACADEMIC EXPERIENCE**

Director, Institute for International Business, Kelley School of Business, Indiana University, October 2011 to present

Associate Dean of Faculty and Research, Kelley School of Business, Indiana University, January 2006 to 2009

Interim Associate Dean of Academics, Kelley School of Business, Indiana University, July 2004 to December 2005

William L. Haeberle Professor of Entrepreneurship, Kelley School of Business, Indiana University, 2001 to present

Chair, Management Department, Kelley School of Business, July 2000 to July 2003

Professor of Strategic Management, Kelley School of Business, August 1999-current

Courses: Developing Strategic Capabilities, graduate

Entrepreneurial Management Academy, graduate

Strategy, graduate

Organizational Development and Change, graduate

Skills for New Managers, undergraduate

Strategic Management, undergraduate

Strategic Management (I-core), undergraduate

Professor of Management, Georgia Institute of Technology, April 1999-August 1999

Associate Professor of Management, Georgia Institute of Technology, June 1991-April 1999

Courses: New Venture Creation, graduate

Managerial Policy I, graduate

International Strategic Management, graduate

Entrepreneurial Management, graduate

Strategy in Management of Technology, executive graduate

Entrepreneurship, executive graduate

The Entrepreneurship Forum, undergraduate

Integrated Management Problems, undergraduate

Management Theory, undergraduate

Assistant Professor of Management, Georgia State University, June 1986 - 1991

Courses: Strategic Management/Business Policy, doctoral, graduate, and undergraduate

Management and Cross-National Environments, doctoral and graduate

Comparative Management Practices, undergraduate

Doctoral Dissertation Supervision

Graduate Research Assistant, Teaching Assistant, and Riegel and Emory Human Resource Center Research Associate, University of South Carolina, 1981 - 1986.

Courses: Principals of Management, undergraduate

Strategic Management, undergraduate

### PUBLICATIONS IN REFEREED JOURNALS

McDougall-Covin, Patricia, Marian Jones and Manuel Serapio, “International Entrepreneurship: High Potential Theories, Phenomena and Concepts,” *Entrepreneurship Theory and Practice,* forthcoming.

Patel, Pankaj C., Stephanie Fernhaber, Patricia McDougall-Covin and Robert van der Have, “Beating Competitors to International Markets: The Value of Geographically Balanced Networks for Innovation, *Strategic Management Journal,* forthcoming.

Shirokova, Galina and Patricia McDougall-Covin, “The Role of Social Networks and Institutions in the Internationalization of Russian Entrepreneurial Firms: Do They Matter?,” *Journal of International Entrepreneurship,* 2012, 10(3), 177-199, pages 177-199.

Onetti, Alberto, Antonella Zucchella, Marian V. Jones and Patricia McDougall-Covin, “Guest Editor’s Introduction to the Special Issue: Entrepreneurship and Strategic Management in New Technology Based Companies,” *Journal of Management and Governance*, 2012, 16, pp. 333-336.

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Fernhaber, Stephanie A., Patricia P. McDougall-Covin, and Dean Shepherd, “International Entrepreneurship: Leveraging Internal and External Knowledge Sources,” *Strategic Entrepreneurship Journal*, 3, 2009, pp. 297-320.

Fernhaber, Stephanie A. and Patricia P. McDougall-Covin, “Venture Capitalists as Catalysts to New Venture Internationalization: The Impact of their Investments, Reputation and Knowledge Resources,” *Entrepreneurship Theory and Practice,* 33 (1), 2009, pp. 277-296.

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McDougall, Patricia P. and Benjamin M. Oviatt, “Defining International Entrepreneurship and Modeling the Speed of Internationalization,” *Entrepreneurship Theory and Practice,* 2005, 29(5), pp. 537-554.

Oviatt, Benjamin M. and Patricia P. McDougall, “The Internationalization of Entrepreneurship,” *Journal of International Business Studies,* 36(1), 2005, pp.2-8.

Retrospective Article in Acceptance of 2004 Palgrave Macmillan Journal of International Business Studies Decade Award

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Sexton, Donald L., Nancy B. Upton, Larry E. Wacholtz, and Patricia P. McDougall, "Learning Needs of Growth-Oriented Entrepreneurs,” *Journal of Business Venturing*, 12(1), 1997, pp. 1-8.

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McDougall, Patricia P., "The Fallon-McElligott Advertising Agency: Image Making by Image Makers," *Case Research Journal*, Summer 1991, pp. 91-102.

Ibrahim, Nabil A., Leslie W. Rue, Patricia P. McDougall and G. Robert Greene, "Characteristics and Practices of 'Christian-based' Companies," *Journal of Business Ethics*, 10, 1991, pp. 123-132.

McDougall Patricia P. and Richard B. Robinson, Jr., "New Venture Strategies: An Empirical Identification of Eight 'Archetypes' of Competitive Strategies for Entry,” *Strategic Management Journal*, 11(6), October 1990, pp. 447-467.

McDougall Patricia P., "International vs. Domestic Entrepreneurship: A Comparison of New Venture Strategic Behavior and Industry Structure," *Journal of Business Venturing*, 4(6), November 1989, pp. 387-400.

Reprinted in *SMEs in the Age of Globalization*, Edited by David B. Audretsch, (in press).

D'Souza, Derrick E. and Patricia P. McDougall, "Third World Joint Venturing: A Strategic Option for the Smaller Firm," *Entrepreneurship Theory and Practice*, 13(4), Summer 1989, pp. 19-34.

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Reprinted in *Strategic Management Practice: Readings in Strategic Management*, John A. Pearce II and Richard B. Robinson, Jr., Homewood, IL: Richard D. Irwin, 1991, pp. 401-411.

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Jones, Marian, Patricia McDougall, Alberto Onetti, and Antonella Zucchella, *Journal of Management and Governance,* 2012, 16.

Coviello, Nicole, Patricia McDougall and Benjamin M. Oviatt, *Journal of Business Venturing,* Special Research Forum on International Entrepreneurship, 2011.

Mitchell, Ronald K., Lowell Busenitz, Theresa Lant, Patricia P. McDougall, Eric A. Morse, and J.Brock Smith, *Entrepreneurship Theory and Practice*, 28, 2005.

Mitchell, Ronald K., Lowell Busenitz, Theresa Lant, Patricia P. McDougall, Eric A. Morse, and J.Brock Smith, *Entrepreneurship Theory and Practice*, 25, 2002.

McDougall, Patricia P. and Benjamin M. Oviatt, Special Research Forum in International Entrepreneurship, *Academy of Management Journal*, 44, 2000.

Hisrich, Robert D., Sandra Honig-Haftel, Patricia P. McDougall, and Benjamin M. Oviatt, *Entrepreneurship Theory and Practice*, 10(4), 1996.

**BOOK REVIEWS**

McDougall Patricia P., Review of Ann M. Morrison, Randall P. White, Ellen Van Velson and the Center for Creative *Leadership's Breaking the Glass Ceiling, Journal of the American Society of CLU and ChFC*, 5(3), May 1988, pp. 89-90.

Chrisman, James J., and Patricia P. McDougall. Review of William R. Sandberg's *New Venture Performance: The Role of Strategy and Industry Structure, Sloan Management Review*, 28, Fall 1986, pp. 78-81.

**BUSINESS PRESS ARTICLES**

McDougall, Patricia P., “International Entrepreneurship Research,” *Global Forum Report,* Fall 2008, page 11.

Teach, Dick, and Patricia P. McDougall, "The Essential Marketing Data that TER Members Require - And a Proposal for Making It Available to Them," *Technology Roundtable: The Newsletter of the Technology Executive Roundtable*, Spring 1994.

Oviatt, Benjamin M., and Patricia P. McDougall, "Georgians Launching 'Global Start-ups’,” *The Atlanta Business Chronicle*, Nov. 11, 1991, p. 29.

McDougall Patricia P., and Benjamin M. Oviatt, "Global Start-ups: New Ventures Without Geographic Limits," *The Entrepreneurship Forum*, New York University Center for Entrepreneurial Studies, Winter 1990/1991, pp. 1-5.

**BOOKS**

Oviatt, Benjamin M. and Patricia P. McDougall, (eds.). *International Entrepreneurship*, Edward Elgar Publishing Limited, Cheltenham, Glos, UK. 2007.

Hisrich, Robert, Patricia P. McDougall, and Benjamin M. Oviatt, (eds.). *Cases in International Entrepreneurship*, Irwin, (1997).

Reynolds, Paul D., William Bygrave, Nancy Carter, William B. Gartner, Per Davidsson, Colin Mason, and Patricia P. McDougall, (eds.). *Frontiers of Entrepreneurship Research-1997*, Center for Entrepreneurial Studies, Babson: Babson Park, MA, 1997.

Reynolds, Paul D., Sue Birley, John Butler, William Bygrave, Per Davidsson, William B. Gartner, and Patricia McDougall, (eds.). *Frontiers of Entrepreneurship Research- 1996*, Center for Entrepreneurial Studies, Babson College: Babson Park, MA, 1996.

**BOOK CHAPTERS**

Oviatt, Benjamin M., Vladislav R. Maksimov, and Patricia P. McDougall, “International Entrepreneurship,” *The Blackwell Encyclopedic Dictionary of Entrepreneurship Research*, ed. Léo-Paul Dana, Edward Elgar, Cheltenham, UK, 2011, pp. 268-273.

Oviatt, Benjamin M. and Patricia P. McDougall, “International Entrepreneurship,” *The Blackwell Encyclopedic Dictionary of Entrepreneurship Research*, eds., 3rd edition, Blackwell Publishers, Oxford, UK, (forthcoming).

Bamford, Charles E., Thomas J. Dean, and Patricia P. McDougall, 2009. “Reconsidering the Niche Prescription for New Ventures: A Study of Initial Strategy and Growth,” *Advances in Entrepreneurship, Firm Emergence, and Growth,* Volume 11*,* ed. Jerome Katz and Tom Lumpkin, pp. 9-39.

Gilbert, Brett Anita, David B. Audretsch, and Patricia P. McDougall, “The Emergence of Entrepreneurship Policy,” Small Business Economics, 2004, 22: 313-323, reprinted in *Entrepreneurship Innovation and Economic Growth*, ed., David B. Audretsch, Cheltenham, UK: Edward Elgar, 2006, pp. 417-427.

Fernhaber, Stephanie A. and Patricia P. McDougall, “New Venture Growth in International Markets: The Role of Strategic Adaptation and Networking Capabilities,” *Advances in Entrepreneurship, Firm Emergence and Growth*, eds. D. A. Shepherd and J. Katz, Volume 8, Greenwich, CT, JAI Press, 2005, pp. 111-136.

Oviatt, Benjamin M. and Patricia P. McDougall, “International Entrepreneurship,” *The Blackwell Encyclopedic Dictionary of Entrepreneurship*, eds. Michael A. Hitt and R. Duane Ireland, Volume III, 2nd edition, Blackwell Publishers, Oxford, UK, 2005, pp. 159-162.

Oviatt, Benjamin M., Rodney C. Shrader, and Patricia P. McDougall, “The Internationalization of New Ventures: A Risk Management Model,” *The Evolving Theory of the Multinational Firm*, ed. Michael A. Hitt and Joseph L.C. Cheng, 2004, pp. 165-185.

Fernhaber, Stephanie A., and Patricia P. McDougall, “Powers, Joshua B. and Patricia P. McDougall, “University Entrepreneurship: Testing a Typology and Its Performance Effects on Technology Licensing to Firms that Go Public,” *Frontiers of Entrepreneurship Research - 2003,* Babson College: Babson Park, MA.

McDougall, Patricia P., Rodney C. Shrader, and Benjamin M. Oviatt, “International Entrepreneurs: Risk Takers or Risk Managers?” *Financial Times:* *Mastering Entrepreneurship*, eds. Sue Birley and Daniel F. Muzyka, London: Pearson Education Limited, 2000, pp. 246-250.

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Hoy, Frank, Patricia P. McDougall, and Derrick E. D'Souza, "Strategies and Environments of High Growth Firms,” published in *State-of-the-Art in Entrepreneurship Research*, eds. Donald L. Sexton and John D. Kasarda, PWS-Kent: Boston, MA, 1992, pp. 301-340.

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**PROCEEDINGS**

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**PRESENTATIONS**

McDougall-Covin, Patricia, “The Entrepreneurial Revolution,” Faculty Symposium: Fostering Innovation & the Entrepreneurial Mindset, Cave Hill School of Business, University of the West Indies, Barbados, August 2013.

McDougall-Covin, Patricia, “International Entrepreneurship Research,” Faculty Development in International Entrepreneurship Program, Istanbul, Turkey, July 2013.

McDougall-Covin, Patricia, “The Entrepreneurial Revolution and YOU,” Global Summer Institute-Middle East, Northern Aftrica and Near East, Bloomington, IN June 2013.

McDougall-Covin, Patricia, “International Entrepreneurship,” Aalto University, Helenski, Finland, May 2013.

McDougall-Covin, Patricia, “International Entrepreneurship: Its Evolution and Future,” University of Edinburgh, Edinburgh, Scotland, April 2013.

McDougall-Covin, Patricia, “Writing Business Cases,” Cave Hill School of Business, University of the West Indies, Barbados, March 2013.

McDougall-Covin, Patricia, “Managing Multicultural Teams,” Compass Fellowship, Bloomington, IN, February 2013.

McDougall-Covin, Patricia, Keynote Presentation, “International Entrepreneurship: Its Ancestors and Its Future,” 15th Annual McGill International Entrepreneurship Conference, University of Pavia, Italy, September 2012.

McDougall-Covin, Patricia, “Paths to Entrepreneurship,” Global Business Institute, Indiana University, June 2012.

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Fernhaber, Stephanie A. and Patricia McDougall-Covin, “Untangling the Relationship Between New Venture Internationalization and Performance,” Syracuse University, New York, December 2011.

McDougall-Covin, Patricia, “Entrepreneurship: Myth, Mindset, Mandate,” Barbados Youth Business Trust, Barbados, November 2011.

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**FUNDED RESEARCH**

Title: Assessment of Learning Needs of Technology Entrepreneurs

Funded by: The Kauffman Foundation Center for Entrepreneurial Leadership

Amount: $10,000

Responsibilities: Principal Investigator

Title: European Global Start-ups: How Do They Compare with Their U.S. Counterparts?

Funded by: Society of International Business Fellows

Amount: $5,000

Responsibilities: Co-principal Investigator

**FUNDED PROJECTS**

Title: Global Social Entrepreneurship Institute

Funded by: U.S. Department of State

Amount: $600,000

Responsibilities: Co-principal Investigator

Title: Prototype for a Practice-Oriented Masters in Engineering

Funded by: National Science Foundation

Amount: $400,000

Responsibilities: Co-principal Investigator

Title: Global Innovation for Engineers

Funded by: National Science Foundation

Amount: $387,688

Responsibilities: Co-principal Investigator

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*Gwinnett Daily News*, 1988

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*St. Louis Sun*, 1990

*Daily Herald* (Illinois), 1990

**PROFESSIONAL SERVICE**

Member, Kelley Executive Education Foundation, Inc., 2009-present

Chair, Kelley Executive Education Foundation, Inc., Finance and Audit Committee, 2011-2012

Member, Kelley Executive Education Foundation, Inc. HR and Compensation Committee, 2012-present

Member, Scientific Committee, CrESIT: Research Center for Innovation and Life Sciences Management, 2009-present

Member, National Advisory Board, Collegiate Entrepreneurs Organization, 1997-2011

Kelley School of Business, Indiana University

Member, Conduct Review Committee, 2012

Board of Advisors, Johnson Center for Entrepreneurship & Innovation, 2000-2002

##### Moderator, Business Outlook Panel, 2006, 2007, 2008

##### Moderator, View from Women at the Top, 2008

##### Co-Chair, Entrepreneurial Management Academy, 2004-05

##### Co-Chair, Entrepreneurship Academy, 1999-2004

Co-Director, Velocity Conference, 2001-2003

Judge, Terry R. Hershberger Scholars Awards, 2002, 2003, 2004

Judge, Telamon Corporation International Scholar Program, 2002, 2003, 2004

Global Policy Committee, 2004-05

Partner’s Advisory Committee, 2004

Board Member, Foundation for the School of Business, 2004-present

Member, UG Policy Committee, 2003-2004

Member, MBA Policy Committee, 1999-2000

Member, MBA Core Revision Committee, 1999-2000

Member, Academic Council, 2000-2009

Member, Agenda Committee, 2000-2001, 2009

Member, Management Department Search Committee, 2001

Chair, Senior Lecturer Review Committee, 2010-present

Judge, MBA in Accounting Case Competition, 2010, 2011

Chair, International Business Co-Major Revision Taskforce, 2011-2012

Indiana University Campus and System Activities

Chair, Maurer School of Law Dean Search Committee, 2012-2013

Chair, SLIS Dean Review Committee, 2010

Member, University Honorary Degree Committee, 2008-present

Member, Faculty Advisory Board, School of Global and International Studies, 2012-present

Governing Board Member, Institute for Advanced Study, 2008-2011

Member, Scholarship of Teaching and Learning Advisory Council (SOTL), 2007-2011

Chair, Accreditation Research Group for Curriculum and Research, 2005-06

Member, Review Committee for Consortium for Education and Social Sciences Research, 2011-present

Member, Review Committee for Center on American and Global Security (CAGS), 2011-2012

Member, Review Committee for the Center for Evaluation and Education Policy (CEEP**),** 2011-2012

Member, Center and Institute Advisory Committee, 2005-08

Member, OVRP Faculty Advisory Committee, 2008-2010

Member, Conflict of Interest Committee, 2004-2009

Member, Search Committee for Dean of the University Graduate School, 2006

Member, Search Committee for the Vice Provost for Faculty and Academic Affairs

Member, International Student Recruitment & Retention Task Force, 2008-2009

Academy of International Business

Executive Board, 2012-present

Vice President-Program, 2012-present

Session Chair, 2012

Academy of Management

Chair of Entrepreneurship Division, 1996-1997

Chair-Elect of Entrepreneurship Division, 1995-1996

Program Chair of Entrepreneurship Division, 1994-1995

Assistant Program Chair of Entrepreneurship Division, 1993-1994

Past Chair and Treasurer of Entrepreneurship Division, 1997-98

Continuity Council, Entrepreneurship, 2009-present

Chair, Entrepreneurship Division Nominating Committee, 1998

Chair, Entrepreneurship Division Advocate Award Selection Committee, 1998

Chair, Mentor Award Selection Committee, 1998

Chair, Entrepreneurship Division Internationalization Task Force, 1991, 1992, 1993

Executive Committee of , Entrepreneurship Division 1991-2000

# Judge, Heizer Dissertation Award, 1992, 1993, 1994, 1995, 1996, 2001, 2008

Special Commendation for Outstanding Service to Division, 1992, 1993, 1994, 1995, 1996, 1997, 1998

Presenter, Entrepreneurship Division Junior Faculty Consortium, “Managing Your Tenure Dossier & Process,” 2007

Presenter, Entrepreneurship Division Junior Faculty Consortium, “Managing Work: Practical Advice about Teaching, Creating Time for Research and Other Tips for Success,” 2008

Presenter, Entrepreneurship Division Doctoral Consortium, “Building an Academic Career in Entrepreneurship,” 2002

Presenter, Entrepreneurship Division Doctoral Consortium, “The Process of Landing Your First Academic Job,” 2006

Co-chair, Preconference Workshop, “Developing Your Professional Network,” 2003

##### Chair, Preconference Workshop, “Building an Academic Career in Entrepreneurship,” 2001, 2002

Chair, Preconference Workshop, “Career Issues as an Entrepreneurship Academic,” 2000

Chair, *Academy of Management Journal* Best Article Selection Committee, 1997

Chair, Preconference Workshop, “The Entrepreneurship Division as Seen Through the Eyes of the Past Chairs,” 1996

Chair, Preconference Workshop, "Cutting Edges of Entrepreneurship Research,"

1995

Chair, Preconference Workshop, "A Visit with the Editors," 1995

Chair, Preconference Workshop, "International Entrepreneurship Research, How

To Do It," 1993

Co-Chair, Preconference Workshop, "What Does International Entrepreneurship

Mean to Division Members," 1992

# Member, Academy of Management Taskforce of New Publishing Initiatives, 1997-1998

Session Chairperson, 1986

Reviewer, 1986, 1987, 1988

Co-Host and Session Chair, High Potential Concepts, Phenomena and Theories in International Entrepreneuship Research, University of Glasgow, Scotland, June 2012.

Attendee, AACSB Enhancing Faculty Effectiveness and Qualifications Seminar, Tampa, FL, June 2008.

Doctoral Consortium Leader, Babson Entrepreneurship Conference, 1990, 1991, 1993

Doctoral Consortium Presenter, Babson Entrepreneurship Conference, 2006

Doctoral Workshop on International Entrepreneurship Leader, 2000, 2003, 2007

Academic Committee Member, 2005 Innovation & Entrepreneurship Conference, sponsored by Jilin University the National Natural Science Foundation of China, 2005.

Member, Small Business Link Advisory Committee, 1996-1997

## Doctoral Dissertation Committees

Member, Bradley George, Indiana University

Chair, Stephanie Fernhaber, Indiana University

Member, Kevin Johnson, Indiana University

Member, Arunee Tanvisuth, University of Colorado-Boulder

Chair, Brett Anitra Gilbert, Indiana University

Chair, Joshua Powers, Indiana University

Chair, Derrick D’Souza, Georgia State University

Member, Charles Bamford, University of Tennessee

Member, Caron St. John, Georgia State University

Member, Nabil Ibrahim, Georgia State University

Member, Rodney Schrader, Georgia State University

International Council on Small Business

Reviewer, 1987, 1988

Panelist, 1987

# Workshop Participant, 1987

Southern Management Association

Discussant, 1986

Reviewer, 1987, 1990

# Editor

# Entrepreneurship & Management Journal, Social Science Research Network (SSRN), 2009-present

# Editorial Boards

*Academy of Management Journal*, 1994 to 1999

*Advances in International Management*, 2004

*Annual Editions: Entrepreneurship,* 1999 to 2011

*Entrepreneurship Theory and Practice, 1991 to present*

*Entrepreneurship, Innovation and Change, 1992 to 1998*

*Journal of Business Venturing*, 1993 to 2005

*Journal of International Entrepreneurship*, 2001 to present

###### Journal of Global Entrepreneurship Resarch, 2012 to present

*Production and Operations Management*, 1992 to 1995

Consulting Editorial Board

*Journal of International Business Studies*, 2002 to 2005

Regional Editor for the USA, *International Journal of Entrepreneurship & Small Business,* 2004-present

Reviewer--Journals

*Academy of Management Journal,* 1993, 2000

*Academy of Management Executive*, 1994

*Canadian Journal of Administrative Sciences*, 1996

*Entrepreneurship Theory and Practice,* 1989, 1990

*Journal of Business Venturing,* 1990, 1991

*Journal of International Business Studies*, 1994, 1995

*Journal of Management*, 1989

*Journal of Small Business Economics,* 2003

*Journal of Small Business Management*, 2003

*IEEE Transactions on Engineering Management*, 1997

*International Business Review*, 2003

*Management International Review*, 2003

*Strategic Management Journal*, 1989, 2000, 2002

Reviewer--Others

Swiss National Science Foundation, 2004

Blackwell Publishers, 1999

Business Publishing Division, Georgia State University, 1987, 1988, 1989, 1990

Harvard Business Publishing, 1994

Houghton Mifflin Company, 1997

Lexington Books, 1986

National Research Council, Office of International Affairs, 1996

Oxford University Press, 1998

Research Grants Council, Hong Kong, China, 1999

South Carolina Experimental Program to Stimulate Competitive Research, 1998

South-Western College Publishing, 1997, 1998, 1999

Social Sciences and Humanities Research Council of Canada, 2008

Judge, Kauffman Emerging Scholars Initiative Awards, Ewing Marion Kauffman Foundation, 2002

Judge, Kauffman Dissertation Fellowship Program, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013

Georgia Institute of Technology

Georgia Tech Executive Board, 1998-1999

Director, DuPree College of Management Global Innovation for Engineers Program, 1996-1999

Board of Trustees, Georgia Tech Athletic Association, 1995-1999

Georgia Tech General Faculty Assembly, 1996-1999

Georgia Tech Academic Senate, 1996-1999

Faculty Status and Grievances Committee Liaison, 1998-1999

Steering Committee, Georgia Tech NCAA Certification, 1997-1999

Chair, Georgia Tech NCAA Certification Commitment to Equity Subcommittee, 1997-1999

## Marketing Committee, Georgia Tech Athletic Association Board of Trustees, 1995-1998

Information Technology Management Partnership Design Team, 1997

Search Committee, Georgia Tech Athletic Director, 1997

Search Committee, Huang Engineering Entrepreneurship Chair, 1998-1999

##### Global Innovation for Engineers Steering Committee Member, 1995-1999

Steering Committee, International Executive Masters Program, 1997

Faculty Associate, Packaging Research Center (NSF Engineering Research Center), 1996-1999

Institute Strategic Planning Advisory Committee Member, 1992-1994

Georgia Tech Presidential Inaugural Committee Member, 1994-1995

Co-Chair, Presidential Inaugural Ceremony Luncheon Committee, 1994-1995

Faculty Hearing Committee, 1997-1998

DuPree Center for Entrepreneurship and New Venture Development Entrepreneurship Research Committee Member, 1994

Georgia Tech Center for International Business and Education Research (CIBER) Core Faculty Member, 1993-1999

##### Student Athlete Faculty Appeals Panel, 1997

Undergraduate Committee, 1998-1999

Georgia State University

Strategic Management Doctoral Program Coordinator, 1990-1991

Faculty Women Concerns Ad Hoc Committee, Chairperson, 1991

Doctoral Program Committee, 1987-1991

Senate, 1990, 1991

International Studies Program to Great Britain, Co-coordinator, 1987, 1989

Small Grants Research Committee, 1990

Advisor, Master of Science in Management Program, 1987-1989

School of Management Curriculum Review Committee, 1988-1989

Chair, Dissertation Committee

Member, Numerous Dissertation Committees

**PROFESSIONAL ASSOCIATIONS**

Academy of Management

Academy of International Business

Beta Gamma Sigma (Business Administration Honor Society)

**HONORS**

Journal of International Business Studies 2004 Decade Award

21st Century Entrepreneurship Research Fellow, initiated August 2003

Kelley School of Business 2001 Full Professor Research Excellence Award

Teaching Awards

## Indiana University Teaching Excellence Recognition Award (TERA), 2000

Kelley School of Business Dean’s Citation Award, 1999, 2000, 2004

Innovative Teaching Award, Georgia State University, 1989.

Falcone Distinguished Entrepreneurship Scholar Award, 2011

Best Paper Awards

Michael H. Mescon Best Empirical Paper Award, Entrepreneurship Division, Academy of Management, Chicago, IL 1999

(Shared with Kenneth Robinson)

Michael H. Mescon Best Empirical Paper Award, Entrepreneurship Division, Academy of Management, Boston, MA, 1997

(Shared with Rodney Shrader and Benjamin Oviatt)

First Place Award, Best 1993 Paper in Entrepreneurship or Innovation, sponsored by New York Center for Entrepreneurial Studies, New York University.

(Shared with Benjamin M. Oviatt)

Best Paper Award, Operations Division, Academy of Management, San Francisco, CA, 1990

(Shared with Melody J. McCracken and Richard H. Deane)

First Place Award, Best 1989 Paper in Entrepreneurship or Innovation, sponsored by New York Center for Entrepreneurial Studies, New York University.

(Shared with R.B. Robinson, Jr. and Angelo S. DeNisi)

Third Place Award, Best 1988 Paper in Entrepreneurship or Innovation, sponsored by New York Center for Entrepreneurial Studies, New York University.

First Place Award, Best 1987 Paper in Entrepreneurship or Innovation, sponsored by New York Center for Entrepreneurial Studies, New York University.

(Shared with R. B. Robinson, Jr.)

1988 Heizer Award, sponsored by the Heizer Capital Corporation and the Entrepreneurship Division of the Academy of Management, as the most outstanding dissertation in the field of new enterprise development.

Article, (“Toward a Theory of International New Ventures,” *Journal of International Business Studies,* 1994), identified by the *Journal of International Business Studies* as the 6th most cited article of all articles ever published in the journal.

Article (“Toward a Theory of Entrepreneurial Cognition: Rethinking the People Side of Entrepreneurship Research,” *Entrepreneurship Theory and* Practice, 2002) recognized by Wiley-Blackwell Synergy as one of the top 20 downloads in 2007.

Identified in a study conducted by the University of Southern California as having the 5th and the 15th most cited 2005 entrepreneurship article during the 2006-10 period.

Identified in *Journal of Management*, “Who is Publishing the Entrepreneurship Research?” as Third Most Published Author by Total Number of Articles

Fourth among Top Scholars Ranked by Weighted Number of Appearances

Seventh Most Published Author Ranked by Adjusted Appearances

Eighth among Top Scholars Ranked by Composite Measure

Identified in “Entrepreneurship Today,” *technovation* as the 7th most productive author publishing entrepreneurship research in the 2001-05 time frame

Distinguished Speaker, Distinguished Professor Series, University of Colorado-Boulder, 2001, 2003.

Winspear Fellow, University of Victoria, Canada, 1999-2002

Society of International Business Fellows Scholarship Award, 1992.

Milliken & Company, Total Quality Management University Challenge Participant, 1992.

Research Grant Award, Georgia State University, 1987, 1988, 1990.

**BUSINESS EXPERIENCE / EXECUTIVE EDUCATION**

Eli Lilly Women in Leadership, Faculty Leader, 2010

“The Leader’s Personal Agenda”

Firestone, 2010

“Strategic Thinking: Planning for Competitive Advantage”

Kelley Business Education Network (KBEN), 2003, 2004, 2005, 2006, 2007, 2008, 2009

“Business Strategy I: Thinking Strategically”

“Implementing Strategy”

BAA, 2005

“Strategic Thinking”

Ashland, 2005

“Strategic Thinking and Planning”

Boston Scientific, 2004

“Thinking Strategically”

Arrow Electronic’s Support Net Division, 2005

“Strategy for the Small or Entrepreneurial Business”

Crane Federal Credit Union, 2004, 2012

Board of Directors Strategic Planning Session

Arrow Electronic’s Support Net Division, 2004

“Thinking Strategically”

Kimball International, 2003

“Business Strategy I: Thinking Strategically”

Steinbeis – Transfer –Institut Executive MBA for SMCs, 2003, 2004

“Strategic Decision Making”

Steinbeis University’s Global Management Development Program, 2009, 2010, 2011, 2012

“Strategic Management”

Indiana Partnership for Management Development, Faculty Director, 2000-2002

Delta AirLines, 1998

“Creating Competitive Advantage,” Executive Development Workshop

Program Director, Management Sciences Certificate Program, Institute of Paper Science and Technology, 1998-1999

Sprint Business National Advisory Council, 1994, 1995

Management of Technology Executive Masters Program

Instructor, “Case Analysis” and “Strategic Management” and “Entrepreneurship”, 1995, 1996, 1997, 1998, 1999

Georgia Tech Executive Education Programs

## Lockheed Martin Executive Program

## Presenter, “Dynamics of Competition and Organizational Strategies” 1999

Program for Technical Managers Executive Program, 1995, 1996, 1997, 1998, 1999

Presenter, "Dynamics of Competition and Strategy in High Tech Industries”

Presenter, “Linking Technology Planning and Business Planning”

Mid-Management Program

Presenter, “Creating and Sustaining Competitive Advantage”, 1998, 1999

Information Technology Management Partnership, 1997, 1998, 1999

Presenter,” Creating and Sustaining Competitive Advantage”

## America’s Favorite Chicken Entrepreneurship Program, 1997

Presenter, “How to Prepare a Business Plan”

BellSouth Strategic Development Program, 1992, 1993, 1994, 1995, 1996

Presenter, "Strategic Management," "Strategic Alliances" and Case Coordinator

AppleSouth Executive Development Program, 1995

Presenter, "Strategic Management"

Scientific Atlanta Executive Development Program, 1994

Presenter, "Strategic Management"

Corporate Venturing Executive Program, 1994

Presenter, "Teaming with Independent Entrepreneurs"

Milliken Summer Challenge Project Leader, 1995

Coca-Cola Interamerican Corporation, 1991, 1992

Strategic Analysis of Guatemala

The Coca-Cola Company, 1988-1993

Development of strategy case studies of Indonesia, The Netherlands, Mexico,

Argentina, and Colombia for International Executive Development Programs

Presenter, "Strategic Planning," Executive Development Workshop

Strategic analysis of soft drink packaging issues and environmental strategies

Strategic crisis management

International Post-Mix Management Workshop Leader

National Association of Hospital Hospitality Houses, 1992

Strategic Planning Consultant

Schott Corporation, 1991

Strategic Planning Consultant

Peachtree Software, 1990

Strategic Planning Consultant

Coca-Cola de Mexico, 1989, 1990

Strategic analysis of Mexico

Auto-Vent Shade, 1989

Strategic Planning Consultant

Carter Presidential Center, 1988

Strategic Planning Consultant

Western Union, 1988

National management training and development program

Anchor Continental, 1986

Human Resource Management Consultant