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**Scott Andrew Shane**

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## **EDUCATION**

Ph.D. 1992 University of Pennsylvania, Applied Economics  
M.S. 1991 University of Pennsylvania, Management  
M.S. 1988 Georgetown University, Foreign Service  
A.B. 1986 Brown University, History

## **ACADEMIC WORK EXPERIENCE**

A. Malachi Mixon III, Professor of Entrepreneurial Studies, Case Western Reserve University, 2006-present  
SBC Professor of Economics, Case Western Reserve University, 2005-2006  
Courses: An Economic Perspective on Technology, Innovation and Entrepreneurship, Technology Entrepreneurship, Summer Intensive Ph.D. Seminar in Entrepreneurship  
Visiting Professor, Imperial College of Science and Technology, 2003-2006.  
Visiting Scholar, Federal Reserve Bank of Cleveland, 2004-2005.  
Professor of Economics, Academic Director, Center for Regional Economic Issues, Case Western Reserve University, 2003-2005  
Courses: An Economic Perspective on Technology, Innovation and Entrepreneurship, Technology Entrepreneurship, Summer Intensive Ph.D. Seminar in Entrepreneurship  
Professor of Entrepreneurship and Department Chair, University of Maryland, 2001- 2002  
Courses: Technology Entrepreneurship, Summer Intensive Ph.D. Seminar in Entrepreneurship  
Visiting Professor, National University of Singapore, 2002-2003  
Associate Professor, University of Maryland, 1999 - 2001  
Courses: New Venture Creation, Technological Innovation and Entrepreneurship, High Technology Entrepreneurship: The Israeli Connection, Organization Theory, Technology Entrepreneurship  
Assistant Professor, Massachusetts Institute of Technology, 1996 - 1999  
Courses: New Enterprises, Proseminar in Venture Finance, Technology Entrepreneurship  
Assistant Professor, Georgia Institute of Technology, 1993 - 1996  
Courses: Entrepreneurship, World Business, International Business, Japanese Business  
Adjunct Assistant Professor, Rider College, 1992  
Courses: Strategic Management  
Instructor, University of Pennsylvania, 1989 - 1992  
Courses: Introduction to Management, International Management  
Lecturer, Victoria University of Wellington, 1990  
Courses: Strategic Management

## **DISSERTATION**

Cultural Differences in Innovation Championing Strategies, 1992, University of Pennsylvania.

## **PUBLICATIONS IN REFEREED JOURNALS**

- Nicolaou, N., Shane, S., Cherkas, L., and Spector, T. "Openness to Experience and Opportunity Recognition: Evidence of a Common Genetic Etiology" Human Resource Management, forthcoming.
- Nicolaou, N., and Shane, S. "Can Genetic Factors Influence the Likelihood of Engaging in Entrepreneurial Activities" Journal of Business Venturing, forthcoming.
- Mitsuhashi, H., Shane, S., and Sine, S. "Markets and hierarchies in franchising: Is efficient contracting really the explanation?" Strategic Management Journal, 29(10): 1127-1136, 2008.
- Dechenaux, E., Goldfarb, B., Shane, S., and Thursby, M. "Appropriability and the timing of innovation: Evidence from MIT inventions" Management Science, 54(5): 893-906, 2008.
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- Nicolaou, N., Shane, S., Hunkin, J., Cherkas, L., and Spector, T. "Is the tendency to engage in entrepreneurship genetic?" Management Science, 54(1): 167-179, 2008.
- Nerkar, A., and Shane, S. "Determinants of invention commercialization: An empirical examination of academically-sourced inventions," Strategic Management Journal, 28:1155-1166, 2007.
- Shane, S., and Somaya, D. "The effect of patent litigation on university licensing efforts," Journal of Economic Behavior and Organization, 63: 739-755, 2007.
- Shane, S., Shankar, V., and Aravindakshan, A. "Drivers of new franchise system growth: Conceptual and empirical analyses," Management Science, 52(5): 773-787, 2006.
- Delmar, F., and Shane, S. "Does experience matter? The effect of founding team experience on the sales of newly founded firms," Strategic Organization, 4(3): 215-247, 2006.
- Eckhardt, J., Shane, S., and Delmar, F. "Multi-stage selection and the financing of new ventures," Management Science, 52(2): 220-232, 2006.
- Katila, R., and Shane, S. "When does lack of resources make new firms innovative?" Academy of Management Journal, 48(5): 814-829, 2005
- Shane, S., and Delmar, F. "Planning for the market: Business planning before marketing and the survival of new ventures" Journal of Business Venturing, 19(5): 767-785, 2004.
- Delmar, F., and Shane, S. "Legitimizing First: Organizing activities and the survival of new ventures" Journal of Business Venturing, 19(3), 385-410, 2004. (Reprinted in P. Davidsson (ed.) New Firm Start-ups, Aldershot, UK: Edward Elgar).
- Shane, S., and Ulrich, K. "Technological innovation, product development, and entrepreneurship in *Management Science*," Management Science, 50(2): 133-144, 2004.
- Shane, S. "Encouraging university entrepreneurship? The effect of the Bayh-Dole Act on university patenting," Journal of Business Venturing, 19(1), 127-151, 2004.
- Delmar, F., and Shane, S. "Does business planning facilitate the development of new ventures?" Strategic Management Journal, 24(12): 1165-1185, 2003. (A research brief of this article, written by Brett Matherne appeared in the November 2004 issue of the Academy of Management Executive)
- Nerkar, A., and Shane, S. "When do startups that exploit patented academic knowledge survive?" International Journal of Industrial Organization, 21(9), 1391-1410, 2003.
- Eckhardt, J., and Shane, S. "The importance of opportunities to entrepreneurship," Journal of Management, 29(3): 333-349, 2003.
- Shane, S., Locke, E., and Collins, C. "Entrepreneurial motivation" Human Resource Management Review, 13(2): 257-279, 2003.

- Shane, S., and Khurana, R. "Career experience and firm founding" Industrial and Corporate Change, 12(3): 519-543, 2003.
- Sine, S., Shane, S., and DiGregorio, D. "The halo effect and technology licensing: The influence of institutional prestige on the licensing of university inventions" Management Science, 49 (4), 478-496, 2003.
- DiGregorio, D., and Shane, S. "Why do some universities generate more start-ups than others?" Research Policy, 32(2), 209-227, 2003. (Reprinted in D. Siegel (ed.) Technological Entrepreneurship: Institutions and Agents Involved in University Technology Transfer, Aldershot, UK: Edward Elgar)
- Shane, S. "University technology transfer to entrepreneurial companies," Journal of Business Venturing, 17 (6), 537-552, 2002.
- Shane, S., and Cable, D., "Network ties, reputation, and the financing of new ventures" Management Science, 48 (3), 364-381, 2002.
- Shane, S. "Selling university technology: Patterns from MIT" Management Science, 48(1), 122-137, 2002.
- Shane, S., and Stuart, T. "Organizational endowments and the performance of university start-ups" Management Science, 48(1), 154-170, 2002, (Reprinted in D. Siegel (ed.) Technological Entrepreneurship: Institutions and Agents Involved in University Technology Transfer, Aldershot, UK: Edward Elgar)
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- Azoulay, P., and Shane, S. "Entrepreneurs, contracts and the failure of young firms," Management Science, 47(3): 337-358, 2001.
- Shane, S. "Technology opportunity and firm formation," Management Science, 47(2): 205-220, 2001. (Reprinted in Z. Acs (ed.) The Knowledge Spillover Theory of Entrepreneurship, Aldershot: Edward Elgar.
- Shane, S., "Organizational incentives and organizational mortality," Organization Science, 12(2): 136-160, 2001. (Reprinted in P. Davidsson (ed.) New Firm Start-ups, Aldershot, UK: Edward Elgar).
- Shane, S. "Prior knowledge, and the discovery of entrepreneurial opportunities," Organization Science, 11(4):448-469, 2000. (Reprinted in P. Davidsson (ed.) New Firm Start-ups, Aldershot, UK: Edward Elgar).
- Shane, S., and Venkataraman, S. "The promise of entrepreneurship as a field of research," Academy of Management Review, 25(1): 217-226, 2000.
- Shane, S., and Foo, M. "New firm survival: An institutional explanation for franchisor mortality," Management Science, 25(2): 142-159, 1999.
- Thomas, L., Shane, S., and Weigelt, K. "Price and advertising as signals of product quality," Journal of Economic Behavior and Organization, 37(4):415-430, 1998. (Reprinted in Kyle Bagwell (Ed.) 2000. The Economics of Advertising, London: Edward Elgar Publishing.)
- Shane, S. "Making new franchise systems work," Strategic Management Journal, 19: 697-707, 1998.
- Case, R., and Shane, S. "Risk taking in high risk projects: Managing for failure", Decision Science, 29(4): 765-783, 1998.
- Shane, S. "Explaining the distribution of franchised and company-owned outlets in franchise systems," Journal of Management, 24(6): 717-739, 1998.

- Morosini, P., Shane, S., and Singh, H. "The Effect of National Culture Distance on Cross-Border Acquisition Performance," Journal of International Business Studies, 29(1): 137-158, 1998.
- Shane, S. "Factors for new franchise success," Sloan Management Review, 39(3): 43-50, Spring, 1998. (A research brief of this article, written by David Light appeared in the May-June 1997 issue of the Harvard Business Review).
- Cable, D., and Shane, S. "A prisoner's dilemma approach to entrepreneur-venture capitalist relations", Academy of Management Review 22(1), pp. 142-176, 1997. (Reprinted in P. Westhead and M. Wright (Eds.) 1999. Advances in Entrepreneurship, London: Edward Elgar Publishing and in L. Busenitz, Harry Sapienza, and Mike Wright (Eds.) 2003. Venture Capital, London: Edward Elgar Publishing).
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- Shane, S., and Venkataraman, S. "Renegade and rational championing strategies" Organization Studies, 17(5), pp. 751-771, 1996.
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- Shane, S., and Kolvereid, L. "National environment, strategy and new venture performance: A three country study." Journal of Small Business Management, 33(2), pp. 37-50, 1995.
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- Shane, S., Venkataraman, S., and MacMillan, I., "The effects of cultural differences on new technology championing behavior within firms", Journal of High Technology Management Research, Vol. 5, No. 2, pp. 163-181, 1994.
- McDougall, P., Shane, S., and Oviatt, B. "Explaining international new ventures: The limits of theories of international business." Journal of Business Venturing Vol. 9, No. 6, pp. 469-487 November 1994. (Reprinted in P. Westhead and M. Wright (Eds.) 1999. Advances in Entrepreneurship, London: Edward Elgar Publishing, and B. Oviatt and P. McDougall (Eds.) 2006. International Entrepreneurship, London: Edward Elgar Publishing.)
- Shane, S. "Are champions different from non-champions?" Journal of Business Venturing Vol. 9, No. 5, pp. 397-422, 1994.

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- Kolvereid, L., S. Shane, and P. Westhead., "Is it equally difficult for female entrepreneurs to start businesses in all countries?", Journal of Small Business Management Vol. 31, No. 4, pp. 42-51, October, 1993. (Reprinted in P. Greene, C. Brush, N. Carter, E. Gatewood, and M. Hart (Eds.) 2005. Women and Entrepreneurship: Contemporary Classics, Aldershot, UK: Edward Elgar Publishing).
- Shane, S., "The effect of cultural differences in perceptions of transaction costs on national differences in the preference for international joint ventures", Asia-Pacific Journal of Management Vol. 10, No. 1, pp. 57-69, Spring 1993.
- Shane, S., "Cultural influences on national differences in rates of innovation", Journal of Business Venturing, Vol. 8, No. 1, pp. 59-74, January 1993.
- Shane, S., "The effect of cultural differences in perceptions of transaction costs on national differences in the preference for licensing", Management International Review, Vol. 32, No. 4, pp., 295-311, Winter 1992.
- Shane, S., "Why do some societies invent more than others?", Journal of Business Venturing, Vol. 7, No. 1, pp. 29-46, January 1992.
- Shane, S., "A U.S. policy towards debt-equity swaps", Journal of Social, Political and Economic Studies, Vol. 16, No. 2, pp. 287-314, Fall 1991.
- Shane, S., Kolvereid, L., and Westhead, P., "An exploratory examination of the reasons leading to new firm formation across country and gender", Journal of Business Venturing, Vol. 6, No. 6, pp. 431-446, November 1991.
- Shane, S., "Innovation: The international capital market's response to the LDC debt crisis", Towson State Journal of International Affairs, Vol. 22, No. 2, pp. 111-119, Spring 1988.
- Shane, S., "Capital market innovation: A way to increase developing country bond issues", The Fletcher Forum, Vol. 12., No. 1, pp. 131-142, Winter 1988.
- Shane, S., "Language and marketing in Japan", International Journal of Advertising, Vol. 7, No. 2, pp. 155-161, Summer 1988.
- Shane, S., "The role of obligation in the Japanese marketing system", Business Quarterly, Vol. 53, No.1, pp. 92-95, Summer 1988.
- Shane, S., "Arms standardization: The key to a Franco-American agreement on Middle East arms sales", Towson State Journal of International Affairs, Vol. 20, No. 2, pp. 61-71, Spring 1986.

## **BOOKS**

- Shane, S. Born Entrepreneurs, New York: Oxford University Press, Forthcoming.
- Shane, S. Managing Your Intellectual Property Assets. New York: Business Expert Press, 2009.
- Shane, S., and Baron, R. Growing Your Business. New York: Business Expert Press, 2009.
- Shane, S. Fools Gold? The Truth Behind Angel Investing in America, New York: Oxford University Press, 2009.
- Shane, S. Technology Strategy for Managers and Entrepreneurs, New York: Prentice Hall, 2008.
- Shane, S. The Illusions of Entrepreneurship: The Costly Myths that Entrepreneurs, Investors, and Policy Makers Live By, New Haven: Yale University Press, 2007.

- Shane, S. (ed.) Blackwell Handbook of Technology and Innovation Management, Oxford, UK: Blackwell, 2007.
- Shane, S. From Ice Cream to the Internet: Using Franchising to Drive the Growth and Profits of Your Company, New York: Financial Times Prentice Hall, 2005 (also translated into Chinese, Russian, Spanish, and Vietnamese).
- Shane, S. (ed.) Economic Development Through Entrepreneurship: Government, University and Business Linkages, Aldershot, UK: Edward Elgar, 2005.
- Baron, R., and Shane, S. Entrepreneurship: A Process Perspective, Mason, OH: Southwestern Publishing Company, 2005 (also translated into Chinese).
- Shane, S. Finding Fertile Ground: Identifying Extraordinary Opportunities for New Businesses, New York: Wharton Business School Publishing, 2005 (also translated into Arabic, Chinese, Japanese, Korean, Portuguese, Russian, Spanish, and Thai)
- Shane, S., Academic Entrepreneurship: University Spinoffs and Wealth Creation, Aldershot, UK: Edward Elgar, 2004 (also translated into Japanese).
- Shane, S. A General Theory of Entrepreneurship: The Individual-Opportunity Nexus. Aldershot, UK: Edward Elgar, 2003.
- Shane, S. (ed.) Foundations of Entrepreneurship. Aldershot, UK: Edward Elgar, 2002.

### **BOOK CHAPTERS**

- Shane, S. "Government policies to encourage economic development through entrepreneurship: The case of technology transfer" in S. Shane (ed.) Economic Development Through Entrepreneurship: Government, University and Business Linkages Aldershot, UK: Edward Elgar, 2005, 33-49. (Reprinted in Office of Advocacy, US Small Business Administration, The Small Business Economy: A Report to the President, Washington: US Government Printing Office, 2004).
- Eckhardt, J., and Shane, S. 2003. "The individual-opportunity nexus: A new perspective on entrepreneurship" in Handbook of Entrepreneurship (Z. Acs and D. Audretsch, eds.), Boston, MA: Kluwer, 161-194.
- Shane, S. 2003 "When are universities the locus of invention?" in New Movements of Entrepreneurship, (C. Steyaert, and D. Hjorth, eds.) Aldershot, UK: Edward Elgar, 145-159.
- Venkataraman, S., Shane, S., McGrath, R., and MacMillan, I., "Central tensions in the management of corporate venturing," in Entrepreneurship Research in a Global Perspective, (I. MacMillan and S. Birley, Eds.), Amsterdam: Elsevier, 1993, pp. 177-200.
- Shane, S., Kolvereid, L., and Westhead, P., "Do international and domestic entrepreneurs differ at start-up?," in Entrepreneurship Research in a Global Perspective, (I. MacMillan and S. Birley, Eds.), Amsterdam: Elsevier, 1993, pp. 462-476.

### **CONFERENCE PROCEEDINGS**

- Shane, S., and Delmar, F. "Does the order of organizing activities matter for new venture performance? in Frontiers of Entrepreneurship Research 2003 Babson Park, MA: Babson College, 2002, pp.647-661.
- Delmar, F., and Shane, S. "Why did you stop trying? An examination of different reasons to abandon startups in Frontiers of Entrepreneurship Research 2002 Babson Park, MA: Babson College, 2002, pp.632-643.

- Shane, S., and Khurana, R. "Career experience and firm founding" Best Papers Proceedings of the Academy of Management 2001 Annual Meeting, Washington, D.C., August 6-8, 2001, pp.312-316.
- Shane, S., and Foo, M. "New firm survival: Institutional explanations for new franchisor mortality," in Frontiers of Entrepreneurship Research 1998 Babson Park, MA: Babson College, 1998, pp. 1-15.
- Blum, T., Roman, P., and Shane S. "Alcoholism treatment center death: Interorganizational linkages in health care," in Frontiers of Entrepreneurship Research 1996 Babson Park, MA: Babson College, 1996, pp.16-29.
- Shane, S. "Making new franchise systems work," in Frontiers of Entrepreneurship Research 1996 Babson Park, MA: Babson College, 1996, pp. 301-315.
- Shane, S. "Is the independent entrepreneurial firm a valuable organizational form?" Best Papers Proceedings of the Academy of Management 1995 Annual Meeting, Vancouver, BC, August 6-9, 1995, pp. 110-113.
- McDougall, P., Shane, S., and Oviatt, B. "International new venture formation: Challenging theories from international business research", in Frontiers of Entrepreneurship Research 1994 Babson Park, MA: Babson College, 1995, pp. 535-549.
- Shane, S. "Why do rates of entrepreneurship vary over time?" Best Papers Proceedings of the Academy of Management 1994 Annual Meeting, Dallas, Texas, August 9-11, 1994, pp. 90-94.
- Shane, S. and Venkataraman, S. "Rational and renegade championing in global corporations." Best Papers Proceedings of the Academy of Management 1993 Annual Meeting, Atlanta, GA, August 8-11, 1993, pp. 85-89.
- Ohe, T., Sano, S., Honjo, S., Shane, S., Venkataraman, S., and MacMillan, I. "Championing behavior: A study of large Japanese companies," in Frontiers of Entrepreneurship Research 1993 Babson Park, MA: Babson College, 1993, pp. 427-436.
- Shane, S., "The effect of cultural differences in perceptions of transaction costs on national differences in the preference for licensing", Best Papers Proceedings of the Academy of Management 1992 Annual Meeting Miami, FL, August 9-12, 1992, pp. 122-126.
- Shane, S., "Cultural differences in savings and government spending: A research note", The Program and Ten Best Papers Proceedings of the Academy of International Business U.S. Northeast Region 1992 Annual Meeting, Vol. 1, pp. 1-15, June 1992.
- Shane, S. "Individualism, opportunism and the preference for foreign investment", Managing in a Global Economy IV: Proceedings of the Fourth International Conference, Vol. 1, pp. 150-153, June 1991.
- Shane, S., "Foreign aid and resource endowments: A theory of the location of direct foreign investment in poor developing countries", The Program and Ten Best Papers Proceedings of the Academy of International Business U.S. Northeast Region 1990 Annual Meeting, Vol. 1, pp. 1-36, June 1990.

#### **EDITOR'S NOTES, JOURNAL DIALOGUE AND OP-EDS**

- Shane, S. "This region must bet big to win big." The Plain Dealer, April 15, 2008.
- Shane, S. "Introduction to the Focused Issue on Entrepreneurship", Management Science, 52(2): 155-159, 2006.

- Shane, S. "An Evolving Field: Guest editor's introduction to the special issue on evolutionary approaches to entrepreneurship in honor of Howard Aldrich", Journal of Business Venturing, 19(3): 309-312, 2004.
- Shane, S., and Venkataraman, S. "Guest Editors' Introduction to the Special Issue: Technology Entrepreneurship", Research Policy, 32: 181-184, 2003.
- Mowery, D., and Shane, S. "Guest Editors' Introduction to the Special Issue: University Entrepreneurship and Technology Transfer", Management Science 48(1): i-v, 2002.
- Shane, S. and Venkataraman, S. "Response to dialogue about the promise of entrepreneurship as a field of research", Academy of Management Review, 26(1):14-16, 2001
- Hoy, F., and Shane, S. "Franchising as an entrepreneurial venture form," Journal of Business Venturing, 13(2): 91-94, 1998. (Reprinted in F. Hoy and J. Stanworth (Eds.), Franchising: An International Perspective, London: Routledge, 2003).
- Shane, S., Herold, D., and House, R. "Situational determinism -- One step forward, two steps back?" Academy of Management Review, 21(2), pp., 343-345, 1996.
- Shane, S., and Hoy, F. "Franchising and entrepreneurship: A research agenda for the 1990s," Journal of Business Venturing, 11: 325-327, 1996.

## **REPORTS**

- Shane, S. "White Paper on How the Division of Economic Advancement can use Higher Education to Promote State Economic Growth through Academic Entrepreneurship" Report for the Division of Economic Advancement of the State of Ohio, September 2008.
- Shane, S. "White Paper on Economic Growth Through Business Formation" Report for The Fund for our Economic Future, August 2008.
- Shane, S. "Angel Investing" Report for the Small Business Administration, September 2008.
- Ballou, J., Barton, T., DesRoches, D., Potter, F., Robb, A., Shane, S., and Zhao, Z. Kauffman Firm Survey: Results from the Baseline and First Follow-Up Surveys, Report for the Ewing Marion Kauffman Foundation, November 2007.
- Kepler, E., and Shane S., "Are Male and Female Entrepreneurs Really that Different?" Report for the Small Business Administration, September 2007.
- Shane, S. "The Kauffman firm study" Report for the Ewing Marion Kauffman Foundation, September 2006.
- Shane, S. "Surprises and counter intuitive findings about what makes university inventions appropriate for spin-offs," Report for Advanced Institute for Science and Technology (Japan), March 2006.
- Eckhardt, J., and Shane, S. "Innovation and small business performance: Examining the relationship between technological innovation and the within-industry distributions of fast growth firms", Report for the Small Business Administration, March 2006.
- Shane, S. "The Kauffman firm study pilot" Report for the Ewing Marion Kauffman Foundation, September 2005.
- Shane, S. "Angel investing" Report for the Federal Reserve Banks of Atlanta, Cleveland Kansas City, Philadelphia and Richmond, September 2005.
- Shane, S. "What makes university inventions appropriate for spin-offs?" Report for Advanced Institute for Science and Technology (Japan), March 2005.
- Srabstein, O., Fiegenbaum, A., Erez, M., Shane, S., and Givon, M. "The impact of entrepreneurial opportunities on the decision to found a firm and the evaluation of its

expected profit” Report for the Samuel Neaman Institute for Advanced Study of Science and Technology (Israel), November 2005.

Shane, S. “Analysis and recommendations to strengthen commercialization outcomes of NASA-funded research grants and cooperative agreements at colleges and universities and non-profit organizations,” Report for Nortech and the Ohio Aerospace Institute, January 2005.

Shane, S. “University-entrepreneurial firm interaction,” Report for the Business Higher Education Forum, December, 1999.

Shane, S. “Technological regime and firm formation,” Report for the Workshop on Technical Risk, Kennedy School of Government, September, 1999.

Shane, S. “Why new franchisors succeed,” Report for the U.S. Small Business Administration, December, 1996.

Shane, S. “Differences between successful and unsuccessful franchisors” Report for the U.S. Small Business Administration, October, 1995.

### **WORKING PAPERS**

Nicolaou, N., Shane, S., Cherkas, L., and Spector, T. “Entrepreneurship and the Big Five Personality Traits: A Behavioral Genetics Perspective. (For Journal of Applied Psychology)

Fini, R., Lacetera, N., and Shane, S. Who are the academic entrepreneurs in the United States and what do they do? (For Industrial and Corporate Change)

Nicolaou, N., Shane, S., Cherkas, L., and Spector, T. “The Behavioral Genetics of Opportunity Recognition and Opportunity Exploitation” (For a special of Organizational Behavior and Human Decision Processes).

Lacetera, N., and Shane, S. “Angels in America” (For Management Science)

Eckhardt, J., and Shane, S. “Creative Destruction or Creative Accumulation?” (Under review at Management Science)

Bauer, P., Schweitzer, M., and Shane, S. “State Growth Empirics: The Role of Innovation and Education” (Under review at Quarterly Journal of Economics)

### **HONORS AND AWARDS**

Greif Research Impact Award, 2008

Nomination for the WSOM Teaching Excellence Award, 2007

Golden Book Award, 2006, for Finding Fertile Ground. (The Golden Book Award given by the Ministry of Economic Affairs in Taiwan, to praise excellent business publications).

Nomination for Wittke Award for Best Undergraduate Teacher, Case Western Reserve University, 2006.

Research Recognition Award, Weatherhead School of Management, Case Western Reserve University, 2005.

Best Paper Award, Babson Conference on Entrepreneurship, 2002.

Best Paper Award, Organization and Management Theory Division, Academy of Management, 2001.

Best Paper Award, Babson Conference on Entrepreneurship, 1998.

Corporate Entrepreneurship Article of the Year, USASBE, 1994.

Finalist, Eldridge A. Haynes Prize, 1994.

Finalist, Richard Farmer Competition for Best Dissertation in International Management, 1993.

Best Paper Award, Entrepreneurship Division, Academy of Management, 1993.

Runner-up, TIMS-ORSA, Best Dissertation Award, 1993.

Best Paper Award, International Management Division, Academy of Management, 1992.  
ARCO Chemical Company Ph.D. Fellowship, 1992.  
Citibank International Fellowship, 1991-2.  
Fishman-Davidson Center Fellowship for the Study of the Service Sector, 1991.  
Dean's Fellowship, University of Pennsylvania, 1989-1992.  
Graduate School Fellowship, Georgetown University, 1986-1988.  
Dean's Award for Academic Excellence, Georgetown University, 1988.  
Distinction on Comprehensive Exams, Georgetown University, 1988.  
Harvey Baker Fellowship, Brown University, 1986.  
Herbert Lehman Fellowship, State of New York, 1986.  
Phi Beta Kappa, Brown University, 1985.

## **CURRICULUM DEVELOPMENT**

### *Certificates*

Entrepreneurship and Electrical Engineering Certificate, Georgia Tech, 1994-5.  
Entrepreneurship Certificate, MSM Program, Georgia Tech, 1994-5.

### *Courses*

Summer Intensive Ph.D Seminar in Entrepreneurship, Case Western Reserve University, 2003-5.  
Summer Intensive Ph.D Seminar in Entrepreneurship, University of Maryland, 2001-3.  
Organization Theory, University of Maryland, 2000.  
High Technology Entrepreneurship: The Israeli Connection, University of Maryland, 2000.  
Technology Innovation and Entrepreneurship, University of Maryland, 1999  
New Venture Creation, University of Maryland, 1999.  
Proseminar in Venture Finance, MIT, 1997.  
Technology Entrepreneurship, MIT and University of Maryland, 1997-1999  
New Enterprises, MIT, 1996-1999.  
International Business Environments, Georgia Tech, 1994-1995.  
Japanese Management, Georgia Tech, 1993.  
Entrepreneurship Practicum, Georgia Tech, 1993-1995.  
Introduction to Management, Wharton School, 1990-1992.

## **TEACHING CASES**

“Alex Laats and NBX Corporation,” Darden School

“Three Dimensional Printing,” Darden School

## **PROFESSIONAL ACTIVITIES**

### *University Activities*

Academic Director, Center for Regional Economic Issues, Case Western Reserve University, 2003-5.  
Chair, Entrepreneurship Department, University of Maryland, 2001-2002.  
Director of Research, Dingman Center for Entrepreneurship, University of Maryland, 1999-2003.  
Associate Director, MIT Entrepreneurship Center, Massachusetts Institute of Technology, 1996-1999.  
Director, DuPree Center for Entrepreneurship, Georgia Institute of Technology, 1995-1996.

Affiliate, Center for Electronic Markets and Commerce, University of Maryland, 2001-2003.  
Affiliate, Center for Human Capital, Innovation, and Technology, University of Maryland, 2001-2003.

#### *Professional Organizations*

Faculty, Doctoral Consortium, Babson Conference on Entrepreneurship, 2003.  
Faculty, Doctoral Consortium, Babson Conference on Entrepreneurship, 1997.  
Faculty, Doctoral Consortium, Entrepreneurship Division, Academy of Management, 1997, 2003-2004.  
Faculty, Doctor Consortium, Technology and Innovation Management Division, Academy of Management, 2003-2004.  
Member, International Committee, Entrepreneurship Division of the Academy of Management, 1994.  
Member, Committee of CIBER Directors and Co-Directors, Academy of International Business, 1994.  
Participant, Junior Faculty Consortium, Academy of International Business, 1994.  
Member, Academy of International Business, 1989-present.  
Member, Academy of Management, 1989-present.

#### *University Committees*

Faculty Advisor, New Venture Club, Case Western Reserve University, 2008-present.  
Member, Faculty Senate, Case Western Reserve University, 2008-present.  
Member, Personnel Committee, Faculty Senate, Case Western Reserve University, 2008-present.  
Member, Research Council, Case Western Reserve University, 2006-2008.  
Chair, Appointments Committee, Weatherhead School of Management, Case Western Reserve University, 2005-6.  
Chair, Entrepreneurship Search Committee, Weatherhead School of Management, Case Western Reserve University, 2005-6.  
Member, International Business Center Director Search Committee, Weatherhead School of Management, Case Western Reserve University, 2005-6.  
Chair, Economics Department Recruiting Committee, Weatherhead School of Management, Case Western Reserve University, 2004-5.  
Member, EMBA/MASCO Committee, Weatherhead School of Management, Case Western Reserve University, 2004-5.  
Member, Shatten Prize Competition Committee, Weatherhead School of Management, Case Western Reserve University, 2004-5.  
Member, Distance Learning Committee, Weatherhead School of Management, Case Western Reserve University, 2004-5.  
Member, Nanoscience and Technology Advisory Committee, Case Western Reserve University, 2004-6.  
Member, Global Task Force, University of Maryland, 2001.  
Chair, Search Committee, Entrepreneurship Faculty, University of Maryland, 1999-2001.  
Member, Search Committee, Strategy Faculty, University of Maryland, 1999-2000.  
Member, Search Committee, Management of Technology Faculty, University of Maryland, 1999-2000.

Member, Search Committee, Entrepreneurship Faculty, Massachusetts Institute of Technology, 1996-1997.  
Member, Blue Ribbon Panel on Entrepreneurship, Massachusetts Institute of Technology, 1996-1997.  
Director, DuPree Center for Entrepreneurship, Georgia Tech, 1994-1996.  
Chair, Entrepreneurship Faculty Governance Committee, Georgia Tech, 1995-1996.  
Chair, Entrepreneurship Research Committee, Georgia Tech, 1994-1996.  
Chair, Search Committee, Strategy Faculty, Georgia Tech, 1994.  
Chair, Search Committee, Electrical Engineering/Entrepreneurship Faculty, Georgia Tech, 1994.  
Member, Curriculum Committee, World Sports Management, Georgia Tech, 1994-1996.  
Member, Executive Committee, Ivan Allen College, Georgia Tech, 1994-1996.  
Member, Search Committee, Hal and John Smith Chair in Entrepreneurship, Georgia Tech, 1993.  
Member, Committee of CIBER Core Faculty, Georgia Tech, 1993-1996.

#### *Student Advising*

Chair, Dissertation Committee, Jon Eckhardt, University of Maryland, 2002.  
Member, Dissertation Committee, Rupinder Jindal, INSEAD, 2006.  
Member, Dissertation Committee, Isin Guler, University of Pennsylvania, 2003.  
Member, Dissertation Committee, Maw-Der Foo, Massachusetts Institute of Technology, 1997.  
Member, Dissertation Committee, Piero Morosini, University of Pennsylvania, 1994.  
Advisor, Master's Theses: Barbara Wheat, Massachusetts Institute of Technology, 1996; Mike Weicek, Massachusetts Institute of Technology, 1998; Jonathan Feingold, Massachusetts Institute of Technology, 1998; Elizabeth Stanley, Massachusetts Institute of Technology, 1998.  
Advisor, Undergraduate Thesis: Erin Kepler, 2005  
Faculty Advisor, Entrepreneurship Club, Georgia Tech, 1995-1996.

#### *Editing and Journal Reviewing*

Editor, Entrepreneurship Series, Business Expert Press, 2008-present.  
Editor, Special Issue on Entrepreneurial Finance, Journal of Money, Credit and Banking, 2008-9.  
Editor, Special Issue on Biological Basis of Business, Organizational Behavior and Human Decision Processes, 2008-9.  
Editor, Contemporary Issues in Entrepreneurship and New Horizons Series, Edward Elgar Publishers, 2003-2007.  
Departmental Editor, Entrepreneurship, Innovation and Product Development, Management Science, 2001- present.  
Associate Editor, Journal of Business Venturing, 2003-2006.  
Associate Editor, Management Science, 1999-2001.  
Editor, Special Issue on Entrepreneurship, Management Science, 2005.  
Editor, Special Issue on Evolutionary Approaches to Entrepreneurship, Journal of Business Venturing, 2003.  
Co-Editor, Special Issue on University Entrepreneurship and Technology Transfer, Management Science, 2002.  
Co-Editor, Special Issue on Technology Entrepreneurship, Research Policy, 2002.  
Co-Editor, Special Issues on Franchising, Journal of Business Venturing, 1997-1998.

Editorial Board, Organization Science, 2002-present.  
Editorial Board, Small Business Economics, 2000-present.  
Editorial Board, Strategic Organization, 2003-present.  
Editorial Board Strategic Management Journal, 2005-present.  
Editorial Board, Journal of Management Studies, 2003-2006.  
Editorial Board, Journal of Engineering and Technology Management, 2003-present.  
Editorial Board, Journal of Developmental Entrepreneurship, 1996-present.  
Editorial Board, Academy of Management Review, 1997-2002.  
Editorial Board, Journal of Management, 1996-1998.  
Editorial Board, Journal of Business Venturing, 1995-2002.  
Editorial Board, Franchising Research, 1996-1998.  
Editorial Board, Special Issue on Intrapreneurship, Journal of Managerial Systems, 1996.  
Ad Hoc Reviewer, Academy of Management Journal.  
Ad Hoc Reviewer, Academy of Management Review.  
Ad Hoc Reviewer, Administrative Science Quarterly.  
Ad Hoc Reviewer, American Journal of Sociology.  
Ad Hoc Reviewer, Decision Sciences.  
Ad Hoc Reviewer, International Journal of Industrial Organization.  
Ad Hoc Reviewer, Journal of Economics and Finance.  
Ad Hoc Reviewer, Journal of International Business Studies.  
Ad Hoc Reviewer, Journal of International Management.  
Ad Hoc Reviewer, Organization Studies.  
Ad Hoc Reviewer, Research Policy.

#### *Advisory Boards*

Academic Advisory Board Member, Center for Innovative Entrepreneurship, 2005-present.  
Board Member, Jump Start Inc, 2004-2005  
Board Member, Enterprise Development Institute, 2003  
Nortech, Technology Resource Council, 2003-present  
Member, Kauffman Foundation Doctoral Dissertation Selection Committee, 2003-4.  
PSED II Data Advisory Board Member, Kauffman Foundation, 2004-present  
Advisor, TCF Ventures, 2002-present  
Advisor, Kaufmann Foundation, University Spinoffs and Technology Transfer, 2003  
Advisor, Entrepreneurship Program, Indian School of Business, 2002-present  
Member, German-American Task Force on the New Economy, 2000.  
Member, National Commission on Entrepreneurship, 2000.  
Member, Research Task Force, International Franchise Association, 1996.

#### **PRESENTATIONS**

Shane, S. "Do preferences influence the performance of female-led new ventures?" Journal of Economics and Management Strategy Special Issue Conference, January 7, 2007.  
Nicolaou, N., Shane, S., Hunkin, J., Cherkas, L., and Spector, T. "Is the tendency to engage in self-employment genetic?" Northwestern University, May 2, 2006.  
Nicolaou, N., Shane, S., Hunkin, J., Cherkas, L., and Spector, T. "Is the tendency to engage in self-employment genetic?" Case Western Reserve University, April 11, 2006.

- Bauer, P., Schweitzer, M., and Shane, S. "State Growth Empirics: The Role of Innovation and Education", Case Western Reserve University, March 30, 2006.
- Bauer, P., Schweitzer, M., and Shane, S. "State Growth Empirics: The Role of Innovation and Education", Federal Reserve Bank of Cleveland, March 8, 2006.
- Eckhardt, J., and Shane, S. "Creative Destruction or Creative Accumulation? Industry Conditions Favoring The Growth Of New And Established Firms" Academy of Management Conference, August 8-11, 2005.
- Shane, S. "Academic entrepreneurship: University spinoffs and wealth creation," Interdisciplinary European Conference on Entrepreneurship Research, February 2, 2005.
- Shane, S. "Entrepreneurship Research for the Future: Implications of trends in Business/economic/social science research." Academy of Management Annual Meeting, August 6, 2004.
- Shane, S., and Somaya, D. "The effect of patent litigation on university licensing efforts", NBER Conference on Academic Entrepreneurship, July 28, 2004.
- Dechenaux, E., Goldfarb, B., Shane, S., and Thursby, M. "Appropriability and the timing of innovation: Evidence from MIT inventions" International Industrial Organization Society Conference, April 23-24, 2004.
- Shane, S., and Katila, R. "Making due with less: When new firms are more innovative than established firms", Utah Strategy Conference, March 13, 2004.
- Dechenaux, E., Goldfarb, B., Shane, S., and Thursby, M. "Appropriability and the timing of innovation: Evidence from MIT inventions" NISTEP Conference, February 13, 2004.
- Shane, S., and Katila, R. "Making due with less: When new firms are more innovative than established firms", Academy of Management Conference, August 8-11, 2003.
- Shane, S., Shankar, V., and Aravindakshan, A. "Signaling the value of knowledge" Marketing Science Conference, June 12-15, 2003.
- Shane, S., and Delmar, F. "Does the order of organizing activities matter for new venture performance?" Babson Conference on Entrepreneurship, June 8-10, 2003.
- Nerkar, A., and Shane, S. "When do startups that exploit academic knowledge survive?" IJIO Special Issue Workshop, November 15, 2002.
- Eckhardt, J., Delmar, F., and Shane, S. "Multi-stage selection and the financing new ventures", Academy of Management, August 10-12, 2002.
- Dechenaux, E., Goldfarb, B., Shane, S., and Thursby, M. "Appropriability and the timing of innovation: Evidence from MIT inventions" NBER Productivity Workshop, July 24, 2002.
- Delmar, F., and Shane, S. "Legitimizing First: Organizing activities and the survival of new ventures" Babson Conference on Entrepreneurship, June 5-8, 2002.
- Sine, W., Shane, S., and Di Gregorio, D. "The Halo Effect and Technology Licensing: The Influence of Institutional Prestige on the Licensing of University Inventions, American Sociological Association, August 9-11, 2001.
- DiGregorio, D., and Shane, S. "Why do some universities generate more start-ups than others?" Academy of Management, August 6-8, 2001
- Shane, S., and Khurana, R. "Career experience and firm founding" Academy of Management, August 6-8, 2001
- Delmar, F., and Shane, S. "Legitimizing First: Organizing activities and the survival of new ventures" Academy of Management, August 6-8, 2001

- Sine, W., Shane, S., and Di Gregorio, D. "The Halo Effect and Technology Licensing: The Influence of Institutional Prestige on the Licensing of University Inventions, NBER Innovation Workshop, July 23, 2001.
- Shane, S. "Encouraging university entrepreneurship? The effect of the Bayh-Dole Act on university patenting," High Technology Entrepreneurship in Emerging Regions, June 28-30, 2001
- Shane, S. "When are universities the locus of invention?" Movements of Entrepreneurship, June 10-12, 2001.
- Shane, S. and Stuart, T. "Organizational endowments and the performance of new ventures," American Sociological Association Annual Meeting, August 12-14, 2000.
- Shane, S., and Khurana, R. "Career experience and firm founding," Stanford Strategy Conference, February 3-4, 2000.
- Shane, S. "Prior knowledge, and the discovery of entrepreneurial opportunities," Academy of Management, August 9-11, 1999.
- Shane, S., and Khurana, R. "Career experience and firm founding," Academy of Management, August 9-11, 1999
- Shane, S., and Azoulay, P. "Contract design and firm survival," Academy of Management, August 10-12, 1998
- Shane, S., "Organizational incentives and organizational mortality" Twelfth Annual Conference of the Society of Franchising, Las Vegas, Nevada, March 1-2, 1998.
- Shane, S., and Spell, C. "Enhancing new franchisor survival: A model and empirical test," Eleventh Annual Conference of the Society of Franchising, March 1-2, 1997.
- Cable, D., and Shane, S. "A prisoner's dilemma approach to entrepreneur-venture capitalist relationships," Academy of Management, August 11-14, 1996.
- Morosini, P., Shane, S., and Singh, H. "The effect of national culture distance on post-acquisition performance," Academy of International Business Conference, November 15-18, 1995.
- Shane, S. "Explaining why franchise companies expand overseas," Academy of International Business Conference, November 15-18, 1995.
- Beechler, S., Shane, S., and Taylor, S. "Understanding how Japanese managers champion innovation," Academy of International Business Conference, November 15-18, 1995.
- Shane, S. "When is franchising a superior organizational form?," Fifth Global Entrepreneurship Conference, March 15-18, 1995.
- Shane, S. "What explains franchisor performance over time?" Babson Conference on Entrepreneurship, April 8-10, 1995.
- Shane, S. "Uncertainty avoidance and the preference for innovation championing," Academy of International Business Conference, November 3-8, 1994.
- Case, R., and Shane, S. "Achieving success in high risk projects: The process of managing for failure" Academy of Management Conference, August 15-17, 1994.
- Shane, S. "Measuring the impact of institutions and scholars on research in entrepreneurship," Babson Conference on Entrepreneurship, June 8-12, 1994.
- Beechler, S., Shane, S., and Taylor, S. "Organizational variation in championing behavior: The case of Japanese firms", Association of Japanese Business Studies, January 7-9, 1994.
- Shane, S., Venkataraman, S., and MacMillan, I., "How culture influences the innovation championing process", Academy of International Business Annual Meeting, October 21-24, 1993.

- Shane, S., and Venkataraman, S., "Cultural values and preferences for championing styles", Symposium on New Research on Top Management Roles in Corporate Entrepreneurship and Innovation, Academy of Management Conference, August 8-11, 1993.
- Shane, S., Kolvereid, L., and Westhead, P., "Trying again: A comparison of novice and repeat entrepreneurs", Babson Conference on Entrepreneurship, June 28-July 1, 1992.
- Kolvereid, L., Shane, S., and Westhead, P., "National environment, product strategy and performance: A three country study of new ventures", EIASM Workshop on Research in Entrepreneurship, November 28-30, 1991.
- Shane, S., and Weigelt, K., "An empirical test of price and advertising as signals of product quality," Academy of Management Conference, August 8-11, 1991.

### **INVITED PRESENTATIONS**

- "The Behavioral Genetics of Opportunity Recognition and Opportunity Exploitation," Carnegie Mellon University, September 25, 2008.
- "Technology Entrepreneurship," Fifth Entrepreneurship Seminar of the South of Minas Gerais, June 13-15, 2008.
- "The Illusions of Entrepreneurship," Venture Club of Louisville, June 4, 2008.
- "The Illusions of Entrepreneurship," SmartStart UNYTECH Forum, May 14, 2008.
- "The Influence of Sensation Seeking in the Heritability of Entrepreneurship," University of Colorado, April 30, 2008.
- "The Illusions of Entrepreneurship," Five Ventures Conference, April 10, 2008.
- "Business Format Franchising", International Franchise Association New York Network, December 4, 2007.
- "Kauffman New Firm Survey", Ewing Marion Kauffman Foundation, November 2, 2007.
- "The Influence of Sensation Seeking in the Heritability of Entrepreneurship," Strategic Entrepreneurship Journal Conference, July 13, 2007.
- "Is the tendency to engage in entrepreneurship genetic?" University of Michigan, June 15, 2007.
- "Business Format Franchising" New York State Bar Association, June 7, 2007.
- "University-Industry Relationships in Entrepreneurship in IT" National Academies, April 19, 2007.
- "Is the tendency to engage in entrepreneurship genetic?" University of Pennsylvania, March 15, 2007.
- "Is the tendency to engage in entrepreneurship genetic?" New York University, March 23, 2007.
- "Is the tendency to engage in self-employment genetic?" University of North Carolina, December 5, 2006.
- "Is the tendency to engage in self-employment genetic?" University of Florida, November 28, 2006.
- "Investing in Start-ups", Case Western Reserve University, October 16, 2006
- "Is the tendency to engage in self-employment genetic?" University of Michigan, September 15, 2006
- "Angel Investing", Federal Reserve Bank of Kansas City, May 31, 2006.
- "Angel Investing", Federal Reserve Bank of Philadelphia, January 21, 2006.
- "Angel Investing", Federal Reserve Bank of Cleveland, November 30, 2005.
- "Secrets of University Entrepreneurship", AIST, October 26, 2005
- "Finding Fertile Ground" Keio University, October 25, 2005.
- "Secrets of University Entrepreneurship", Case Western Reserve University, September 19, 2005

“Future of Entrepreneurship Research”, Max Planck Summer Institute on Entrepreneurship, Jena, Germany, June 27, 2005.

“Creative Destruction or Creative Accumulation? Industry Conditions Favoring the Growth of New and Established Firms”, May 20, 2005

“Secrets of University Entrepreneurship”, Imperial College, May 19, 2005.

“The effect of patent litigation on university licensing efforts”, Cornell University, May 13, 2005

“Finding Fertile Ground” St Vincent College, May 10, 2005.

“Finding Fertile Ground” Universidad de Navarra, April 22, 2005.

“Finding Fertile Ground” JumpStart Exchange, April 5, 2005.

“Academic Entrepreneurship: University Spinoffs and Wealth Creation”, April 7, Case Western Reserve University Research Showcase, April 7, 2005.

“Finding Fertile Ground”, Wharton Alumni Association of Washington, DC, March 24, 2004.

“Creative Destruction or Creative Accumulation? Industry Conditions Favoring The Growth Of New And Established Firms” Imperial College, March 10, 2005.

“Academic Entrepreneurship: University Spinoffs and Wealth Creation”, IECER Conference, Amsterdam, Netherlands, February 2, 2005.

“Academic Entrepreneurship: University Spinoffs and Wealth Creation”, AIST Conference, December 1, 2004, Tokyo, Japan.

“Opportunities and entrepreneurship”, MIT, November 5, 2004.

“The effect of patent litigation on university licensing efforts”, Harvard Business School, September 21, 2004.

“Academic Entrepreneurship: University Spinoffs and Wealth Creation”, Distinguished Speaker, Technology and Innovation Management Division, INFORMS, Denver, CO, October 25, 2004.

“Academic Entrepreneurship: University Spinoffs and Wealth Creation”, EDM Alumni Meeting, Cleveland, OH. August 20, 2004.

“Entrepreneurship Research in the Future”, Academy of Management, New Orleans, LA, August 7, 2004.

“Academic Entrepreneurship: University Spinoffs and Wealth Creation”, Ohio Technology Transfer Officers, July 26, 2004.

“Academic Entrepreneurship: University Spinoffs and Wealth Creation”, Cleveland Chapter of Technology Executives Society, June 16, 2004.

“Incremental and Disruptive Innovation: What’s the Difference?” Jumpstart Innovation Conference, Cleveland, OH, June 10, 2004.

Shane, S., and Somaya, D. “The effect of patent litigation on university licensing efforts”, Washington University, May 7, 2004.

“Why do some universities generate more start-ups than others?” Federal Reserve Bank of Cleveland, April 16, 2004.

“University spinoffs” NISTEP Conference on the Boundaries of the Firm, February 12, 2004.

“What economics can learn about entrepreneurship from other fields”, National Bureau of Economic Research, October 10, 2003.

“Entrepreneurship and strategic management” Winter Strategy Conference, March 7, 2003.

“Appropriability and the timing of innovation: Evidence from MIT inventions” Case Western Reserve, February 13, 2003.

“University spinoffs” Association of University Technology Managers Annual Meeting, February 6, 2003.

“University spinoffs” University of Wisconsin, January 28, 2003.

“The halo effect and technology licensing: The influence of institutional prestige on the licensing of university inventions” University of Wisconsin, January 27, 2003.

“What do we need to know about science parks?” National Science Foundation Task Force, November 15, 2002.

“University entrepreneurship and spin-off companies” National University of Singapore, October 30, 2002.

“Does business planning facilitate the development of new ventures? National University of Singapore, October 28, 2002.

“Does business planning facilitate the development of new ventures? Purdue University, October 17, 2002.

“University entrepreneurship and technology transfer,” National Science Foundation Research Center Directors Meeting, June 14, 2002.

“University entrepreneurship,” Engineering Dean’s Institute, April 8, 2002.

“Does business planning facilitate the development of new ventures?” Imperial College, May, 6, 2002.

“Does business planning facilitate the development of new ventures?” University of Kentucky, April 16, 2002.

“Does business planning facilitate the development of new ventures?” McGill University, March 7, 2002.

“Multi-stage selection and the financing new ventures”, Imperial College, January 23, 2002.

“Multi-stage selection and the financing new ventures”, University of Virginia, November 9, 2001.

“Multi-stage selection and the financing new ventures”, Ohio State University, November 2, 2001.

“Multi-stage selection and the financing new ventures”, Columbia University, October 2, 2001.

“University entrepreneurship,” Universidad de Austral, September 2, 2001.

“Using patent data to conduct entrepreneurship research,” Academy of Management Technology and Innovation Management Doctoral Consortium, August 4, 2001.

“The future of entrepreneurship research,” High Technology Entrepreneurship in Emerging Regions, June 28-30, 2001.

“The future of entrepreneurship research,” ESBRI Public Lecture, June 8, 2001.

“Technology and innovation” Wharton Management Department Ph.D. Alumni Conference, April 21, 2001.

“Legitimizing first: The selection of nascent ventures,” Kellogg School, Northwestern University, April 10, 2001.

“University entrepreneurship,” ESBRI Public Lecture, January 10, 2001.

“The entrepreneurial climate,” The Brookings Institution Center for Public Policy Education, September 13, 2000.

“Career experience and firm foundings,” Fuqua School, Duke University, August 24, 2000.

“University entrepreneurship,” Science Diplomats Club, May 11, 2000.

“Initial endowments and the performance of entrepreneurial ventures,” Fuqua School, Duke University, April 14, 2000.

“Technology regimes and firm formation,” Kenan-Flagler Business School, University of North Carolina, April 17, 2000.

“University entrepreneurship,” National University of Singapore, March 21, 2000.

- “Technology regimes and firm formation,” Harvard Business School, March 8, 2000.
- “Career experience and firm founding,” Kellogg School, Northwestern University, March 1, 2000.
- “Selling university technology,” Georgia Institute of Technology, January 27, 2000.
- “Technology opportunity and firm formation,” Advanced Technology Program, National Institute of Science and Technology, September 21, 1999.
- “Technological regime and firm formation,” Workshop on Technical Risk, Kennedy School of Government, Harvard University, September 17, 1999.
- “Prior knowledge and the discovery of opportunity,” Summer Institute for Spanish Management Scholars, Royal Complutense College, Harvard University, July 27, 1999.
- “Social relationships and the financing of new ventures,” Summer Institute for Spanish Management Scholars, Royal Complutense College, Harvard University, July 27, 1999.
- “Prior knowledge and the discovery of opportunity,” Austrian Economics Seminar, Department of Economics, NYU, April 5, 1999.
- “Social relationships and the financing of new ventures,” NYU Entrepreneurship Research Seminar Series, October 23, 1998.
- “Social relationships and the financing of new ventures,” University of Chicago Organization and Markets Seminar, October 8, 1998.
- “Prior knowledge and the discovery of entrepreneurial opportunities,” University of North Carolina Entrepreneurship Seminar Series, March 18, 1998.
- “Prior knowledge and the discovery of entrepreneurial opportunities,” Wharton Emerging Technology Seminar Series, February 18, 1998.
- “Prior knowledge and the discovery of entrepreneurial opportunities,” Darden School Entrepreneurship Research Seminar Series, January 17, 1998.
- “Technology Entrepreneurship,” TEKES, October 16, 1997.
- “Organizational incentives and organizational mortality,” Norwegian School of Management, May 18, 1997.
- “Technology and the small business,” Georgia Governor’s Conference on Small Business, May 11, 1995.
- “How to write a business plan,” Georgia Institute of Technology, Department of Mechanical Engineering, April 12, 1995.
- “Cultural differences in innovation championing strategies,” Massachusetts Institute of Technology, March, 9, 1995.
- “Building and harvesting a database,” Entrepreneurship Division Pre-Conference Meetings, Academy of Management Conference, August 6-9, 1995.
- The future of entrepreneurship and small business,” Small Business Administration Academic Focus Group, December 9, 1994.
- “Should junior faculty conduct international entrepreneurship research?” Entrepreneurship Division Pre-Conference Meetings, Academy of Management Conference, August 14-17, 1994.
- “Cultural differences in the innovation championing process,” INSEAD, June 10, 1994.
- “Conducting international entrepreneurship research,” Entrepreneurship Division Pre-Conference Meetings, Academy of Management Conference, August 8-11, 1993.
- “Cultural differences in the innovation championing process,” Bodo Graduate School of Business, October 5, 1991.
- “Entrepreneurship,” Warsaw International Business School, December 15, 1991.

“Culture and corporate strategy,” New Zealand College of Management, July 10, 1990.  
“Culture and business,” Radio New Zealand, August 15, 1990.  
“Corporate culture and strategy,” Fletcher Challenge Ltd., August 22, 1990.

## **EXECUTIVE EDUCATION**

### *Program Direction*

Program Director, Donau University EMBA U.S. Study Tour, 2005.  
Program Director, Creating the High Performance Organization, 1996.  
Program Director, Management Skills in a Rapidly Changing Environment, DCA, Inc. Executive Education Program, 1994.  
Program Director, America’s Favorite Chicken Company Entrepreneurship Training Program, 1994 - 1996.  
Program Director, Executive Education Program in Corporate Venturing, Georgia Institute of Technology, 1993.

### *Instruction*

Faculty Member, EDM Seminars, Case Western Reserve University, 2006-7  
Faculty Member, Introducing New Products, Case Western Reserve University, 2005-6  
Faculty Member, Managing Innovation, Case Western Reserve University, 2004, 2008  
Faculty Member, Bold Ideas, Case Western Reserve University, 2003  
Faculty Member, Systems Thinking, University of Maryland, 2002.  
Faculty Member, Entergy, University of Maryland, 2001.  
Faculty Member, ARINC, University of Maryland, 2000.  
Faculty Member, Programs in Technology Entrepreneurship, MIT, 1999.  
Faculty Member, Creating the High Performance Organization, Georgia Institute of Technology, 1996.  
Faculty Member, Program for Technical Managers, Georgia Institute of Technology 1995.  
Faculty Member, Shanghai Municipal Leaders Program, Georgia Institute of Technology, 1995.  
Faculty Member, Apple South, Inc. Executive Development Program, Georgia Institute of Technology, 1995.  
Faculty Member, Business Negotiations with the Japanese, Georgia Institute of Technology, 1995.  
Faculty Member, Georgia Tech Management Institute, Georgia Institute of Technology, 1994 - 1996.  
Faculty Member, America’s Favorite Chicken Company Entrepreneurship Training Program, Georgia Institute of Technology, 1994-1996.  
Faculty Member, Executive Education Program in Corporate Venturing, Georgia Institute of Technology, Georgia Institute of Technology, 1993.

## **CONSULTING**

Interfit Health, 2005  
Kauffman Foundation, New Firm Study, 2004-present  
Visiting Scholar, Federal Reserve Bank of Cleveland, 2004-present.  
Nortech, 2004

National University of Singapore, 2002-3.  
Imperial College of Science, Technology and Medicine, 2002-present.  
Jonkoping International Business School, 1999-2001.  
TEKES, 1997.  
Nortel, Mergers and Acquisitions, 1995.  
Management Services and Technical Assistance Program, Entrepreneurship Division, Atlanta Chamber of Commerce, 1993.  
Office of the Eminent Scholar, University of Alabama at Huntsville, INTERPROD Study, 1993.  
American Society for Training and Development, Reorganization of Work, 1992.  
J.P. Morgan, Corporate Culture and Performance, 1992.  
Money Centers Inc., Corporate Strategy Development, 1989-1995.  
Mark One Printing, Corporate Strategy Development, 1992.

## **GRANTS**

### *As Principal Investigator*

The Importance of Angel Investment in Financing the Growth of Entrepreneurial Ventures, U.S. Small Business Administration, Amount Funded: \$48,500  
Do Preferences Explain the Difference in the Performance of Male and Female-Led New Ventures? U.S. Small Business Administration, Amount Funded: \$33,500  
Innovation and Small Business Performance: Examining the Relationship Between Technological Innovation And The Within-Industry Distributions Of Fast Growth Firms, U.S. Small Business Administration, Amount Funded: \$62,000, 2005  
Women and Minorities and Entrepreneurship, Kauffman Foundation, Amount Funded: \$282,000, 2004  
One Week Intensive PhD Seminar in Entrepreneurship, Society for Advanced Management Studies; Amount Funded: \$20,000, 2004  
One Week Intensive PhD Seminar in Entrepreneurship, Kauffman Foundation; Amount Funded: \$24,750, 2004  
Conference on Government-University Partnerships to Promote Economic Development Through Entrepreneurship, U.S. Small Business Administration; Amount Funded: \$17,500, 2003  
One Week Intensive PhD Seminar in Entrepreneurship, Kauffman Foundation; Amount Funded: \$18,000, 2003  
How Entrepreneurs Evaluate Technological Opportunities; Samuel Neaman Institute for Advanced Study of Science and Technology (Israel); Amount Funded: \$25,000, November, 2001.  
Why Franchisors Succeed; U.S. Small Business Administration; Amount Funded: \$19,000, April 1996  
Cultural Differences in Corporate Venturing; Carnegie Bosch Institute; Amount Funded: \$11,000, January 1996  
NationsBank Entrepreneurship Program; NationsBank; Amount Funded: \$4,200, July 1995  
Entrepreneurship and Electrical Engineering; Coleman Foundation; Amount Funded: \$25,000, September 1994  
Differences between Successful and Unsuccessful Franchisors; U.S. Small Business Administration; Amount Funded: \$22,000, September 1994

AFC Entrepreneurship Program; America's Favorite Chicken Company; Amount Funded: \$70,000, September, 1993

Cultural Differences in Innovation Championing Strategies; ARCO Chemical Company; Amount Funded: \$5000, March 1992

Cultural Differences in Innovation Championing Strategies; Citibank; Amount Funded: \$18,000, September 1991.

Cultural Differences in Innovation Championing Strategies; Fishman-Davidson Center Fellowship for the Study of the Service Sector; Amount Funded: \$3000, September 1991.

*As Contributor*

One Week Intensive PhD Seminar in Entrepreneurship, Kauffman Foundation; Amount Funded: \$99,000, 2005-7.

Global Innovation and Entrepreneurship for Engineers; National Science Foundation; Funded: \$380,000, July 1995.

Integrating Asian Studies into the Curriculum; Department of Education Grant for Curriculum Development in the Social Sciences; Amount Funded: \$150,000, September 1993.

International Management of Technology: The Establishment of a Center for International Business Education and Research; United States Department of Education; Amount Funded: \$330,000, September 1992.

**OTHER WORK EXPERIENCE**

Vice President, Money Centers Inc., 1988 - 1989

Staff Researcher, Georgetown University, 1987 - 1988

Summer Associate, Citibank 1987

Economic Analyst, Credit Agricole, 1986

President, Sales and Distribution Co., 1984 -1986

Intern, Kyoto Community Bank, 1984

**FOREIGN LANGUAGE**

Conversant in French and Spanish