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Dean A. Shepherd, Ph.D.

#### EDUCATION

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Ph.D. (1997) in Entrepreneurship and Strategy. School of Business, Bond University (Australia).

M.B.A. with Distinction (1992). School of Business, Bond University (Australia).

BAppScience (1987). Royal Melbourne Institute of Technology (Australia).

#### HONORARY DOCTORATES

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2012, Jonkoping University, Jonkoping, Sweden

2013, Technische Universität München, Munich, Germany.

#### ACADEMIC EMPLOYMENT HISTORY

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- 2017 – Ray and Milann Siegfried Professor of Entrepreneurship, Professor, Mendoza College of Business, Notre Dame University.
- 2013 – 2017 David H. Jacobs Chair in Strategic Entrepreneurship, Professor, Kelley School of Business, Indiana University.
- 2007 – 2013 Randall L. Tobias Chair in Entrepreneurial Leadership, Professor, Kelley School of Business, Indiana University.
- 2009 – 2017 Editor-in-Chief of the Journal of Business Venturing.
- 2005 – 2009 Associate Editor of the Journal of Business Venturing.
- 2005 – 2007 Dean's Research Fellow, Associate Professor, Kelley School of Business, Indiana University.
- 2003 (summer semester) Visiting Professor, London Business School.
- 1999-2005 Assistant Professor, Leeds School of Business, University of Colorado.
- 1997-1999 Assistant Professor, Lally School of Management and Technology, Rensselaer Polytechnic Institute

1996-1997 Heizer Visiting Scholar in Entrepreneurship, J.L. Kellogg Graduate School of Management, Northwestern University.

## Research

### BOOKS

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- Shepherd, D.A. and Williams. (in press). Spontaneous Venturing: An Entrepreneurial Approach to Alleviating Suffering in the Aftermath of a Disaster. MIT Press.
- Shepherd, D.A. and Patzelt H. (2018). Entrepreneurial Cognition: Exploring the Mindset of Entrepreneurs. Palgrave MacMillan.
- Shepherd, D.A. and Patzelt H. (2017). Trailblazing in Entrepreneurship: Creating New Paths for Understanding the Field. Palgrave MacMillan.
- Shepherd, D.A. (2016). The Aspiring Entrepreneurship Scholar: Strategies and advice for a successful academic career. Palgrave MacMillan.
- Shepherd, D.A. (2016). Editor of Decision Making in Entrepreneurship: Selected Joint Papers by Dean A. Shepherd. Edward Elgar.
- Shepherd, D.A., Williams, T., Wolfe, M., Patzelt, H. (2016). Learning from Entrepreneurial Failure: Emotions, Cognitions, and Actions. Cambridge University Press.
- Hisrich, R, Peters, M, and Shepherd, D.A. (2016). Entrepreneurship: Starting, Developing, and Managing a New Enterprise. McGraw-Hill Irwin Tenth Edition. *Translated into 9 languages*.
- Shepherd, D.A. (2015). Editor of A Psychological Approach to Entrepreneurship: Selected Essays by Dean A. Shepherd. Edward Elgar.
- Shepherd, D.A. (2013). Editor of Entrepreneurial Failure. Edward Elgar.
- Shepherd, D.A. and Gregoire, D. (2012). Editors of Entrepreneurial Opportunity. Edward Elgar.
- Hisrich, R, Peters, M, and Shepherd, D.A. (2012). Entrepreneurship: Starting, Developing, and Managing a New Enterprise. McGraw-Hill Irwin Ninth Edition. *Translated into 9 languages*.
- Shepherd, D.A. (2009). Lemons to Lemonade: Squeezing the most out of your mistakes. Wharton School Press.

- Hisrich, R, Peters, M, and Shepherd, D.A. (2009). Entrepreneurship: Starting, Developing, and Managing a New Enterprise. McGraw-Hill Irwin Eighth Edition.
- Wiklund, J., Dimov, D, and Shepherd, D.A. and Katz, J. (Eds.) (2006). Advances in Entrepreneurship, Firm Emergence and Growth, Volume 9. Greenwich, CT: JAI Press. Issue on Showcasing European Research on Entrepreneurship.
- Hisrich, R, Peters, M, and Shepherd, D.A. (2006). Entrepreneurship: Starting, Developing, and Managing a New Enterprise. McGraw-Hill Seventh Edition.
- Shepherd, D.A. and Wiklund, J. (2005). Entrepreneurial Small Businesses. Edward Elgar Publishing Co.
- Shepherd, D.A. and Katz, J. (Eds.) (2005). Advances in Entrepreneurship, Firm Emergence and Growth, Volume 8. Greenwich, CT: JAI Press. Issue on International Entrepreneurship.
- Shepherd, D.A. and Katz, J. (Eds.) (2004). Advances in Entrepreneurship, Firm Emergence and Growth, Volume 7. Greenwich, CT: JAI Press. Issue on Corporate Entrepreneurship.
- Hisrich, R, Peters, M, and Shepherd, D.A. (2004). Entrepreneurship: Starting, Developing, and Managing a New Enterprise. McGraw-Hill Sixth Edition.
- Katz, J. and Shepherd, D.A. (Eds.) (2003). Advances in Entrepreneurship, Firm Emergence and Growth, Volume 6. Greenwich, CT: JAI Press. Issue on Entrepreneurial Cognition and Information Processing.
- Shepherd, D. A. and Douglas, E. (1999). Attracting Equity Investors: Positioning, Preparing and Presenting the Business Plan. Sage Publications.
- Shepherd, D. A. and Shanley, M. (1998). New Venture Strategy: Timing, Environmental Uncertainty and Performance. Sage Publications.

REFEREED RESEARCH ARTICLES

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<b>Entrepreneurship Journals</b>	<b>Management Journals</b>
Wigger, K. and Shepherd, D.A. "We're all in the same boat: A collective model of preserving and accessing nature-based opportunities." <u>Entrepreneurship Theory and Practice</u> (conditional acceptance).	Shepherd, D.A., Wennberg, K., Suddaby, R. and Wiklund, J. "What are we explaining? A review and agenda on initiating, engaging, performing, and contextualizing entrepreneurship." <u>Journal of Management</u> (in press).
Shankar, R.K. and Shepherd, D.A. "Accelerating Strategic Fit or Venture Emergence: Different paths adopted by Corporate Accelerators." <u>Journal of Business Venturing</u> (in press).	Bruegst, N., Patzelt, H. Shepherd, D.A., and Preller, R. (in press). "Information reliability and team reflection is contingencies of the relationship between information elaboration and team decision quality." <u>Journal of Organizational Behavior</u> (in press).
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<p>"Perceived project transition support and employees' assessment of entrepreneurial project performance." <u>Journal of Business Venturing</u> (in press).</p> <p>Lundmark, E. Krzeminska, A., and Shepherd, D.A. "Images of entrepreneurship: Exploring root metaphors and expanding upon them." <u>Entrepreneurship Theory and Practice</u> (in press).</p> <p>Covin, J. Kuratko, D.K. Gupta, J.P. and Shepherd, D.A. "The Interdependence of planning and learning among internal corporate ventures." <u>Entrepreneurship Theory and Practice</u> (in press).</p> <p>Sharma, P. Shepherd, D.A., and Bagby, D.R. (2017). "Preconceptions, lessons learned, and other changes: Three editors' journeys." <u>Family Business Review</u> 317-319.</p> <p>Breugst, N. and Shepherd, D.A. (2017). "If you fight with me I will get mad: A Social Model of Entrepreneurial Affect" <u>Entrepreneurship Theory and Practice</u> 41: 3, 379-418.</p> <p>Williams, T. A., &amp; Shepherd, D. A. (2016). Victim entrepreneurs doing well by doing good: Venture creation and well-being in the aftermath of a resource shock. <u>Journal of Business Venturing</u>, 31(4), 365-387.</p> <p>Shepherd, D.A. and Patzelt, H. "The 'Heart' of Entrepreneurship: Entrepreneurial Action and Health Outcomes." <u>Journal of Business Venturing Insights</u> 4: 22-29.</p> <p>Shepherd, D.A. "An emotions perspective for advancing the fields of family business and entrepreneurship: Stocks, flows, reactions, and responses." <u>Family Business Reviews</u> 1-8.</p> <p>Mueller, B. and Shepherd, D.A. (2016). "Making the most of failure experiences: Exploring the relationship between business failure and the identification of business opportunities." <u>Entrepreneurship Theory and Practice</u> 3: 457-487.</p> <p>Shepherd, D.A. "Party on! (2015). A call for entrepreneurship research that is more interactive, activity based, cognitively hot, compassionate and prosocial". <u>Journal of Business Venturing</u> 30(4), 489-507. Not peer reviewed.</p> <p>Garrett, R. Covin, J., Shepherd, D.A. and Kuratko, D.F. (2015). "Value proposition evolution and the performance of internal corporate ventures". <u>Journal of Business Venturing</u> 30: 749-774.</p> <p>Wolfe, M. and Shepherd, D.A. (2015). "What do you have to say about that? Performance events and narratives".</p>	<p>Shepherd, D.A., Parada, V, and Wincent, J. (in press). "The surprising duality of jugaad: Low firm growth and high inclusive growth." <u>Journal of Management Studies</u>.</p> <p>Shepherd, D.A., Patzelt, H, and Berry, C. "Why didn't you tell me? Voicing concerns over objective information about a project's flaws." <u>Journal of Management</u> (in press).</p> <p>Shepherd, D.A. and Williams, T. (2018). "Hitting rock bottom after job loss: Bouncing back to create a new positive work identity." <u>Academy of Management Review</u> 43(1), 28-49.</p> <p>Wiklund, J., Hatak, I., Patzelt, H. and Shepherd, D.A. (2018). "Mental disorders in the entrepreneurial context: When being different can be an advantage." <u>Academy of Management Perspectives</u>, 32(2): 182-206.</p> <p>Williams, T. and Shepherd, D.A. (2018). "To the Rescue! Brokering a Rapid, Scaled and Customized Compassionate Response to Suffering after Disaster." <u>Journal of Management Studies</u>, 55(6): 910-942.</p> <p>Clark, D. Li, D., and Shepherd, D.A. (2018). "Country familiarity in the initial stage of foreign market selection." <u>Journal of International Business Studies</u> 49(4): 442-472.</p> <p>Williams, T. Gruber, D.A., Sutcliffe, K.M., Shepherd, D.A. and Zhao, E. (2017). "Organizational Response to Adversity: Fusing Crisis Management and Resilience Research Streams." <u>Academy of Management Annals</u> 11(2), 733-769</p> <p>Williams, T. and Shepherd, D.A. (2017). "Mixed-Method Social Network Analysis: Combining Inductive Concept Development, Content Analysis, and Secondary Data for Quantitative Analysis." <u>Organizational Research Methods</u> 20: 268-298.</p> <p>Shepherd, D.A., McMullen, J. and Ocasio, W. (2017). "Is that an opportunity? An attention model of top managers' opportunity beliefs for strategic action." <u>Strategic Management Journal</u> 38: 626-644.</p> <p>Bakker, R. and Shepherd, D.A. (2017). "Pull the plug or take the plunge: Multiple opportunities and the speed of venturing decisions in the Australian mining industry." <u>Academy of Management Journal</u> 60: 130-155.</p> <p>Shepherd, D.A. and Suddaby, R. (2017). "Theory building: A review and integration." <u>Journal of Management</u> 43: 59-86.</p> <p>Williams, T. and Shepherd, D.A. (2016). "Building resilience or providing sustenance: Different paths of emergent ventures in the aftermath of the Haiti earthquake." <u>Academy of Management Journal</u> 59: 2069-2102.</p>
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<p><u>Entrepreneurship Theory and Practice</u> 39: 895-925.</p> <p>Wolfe, M. and Shepherd, D.A. (2015). "Bouncing back from a loss: Entrepreneurial orientation, emotions, and failure narratives". <u>Entrepreneurship Theory and Practice</u> 39: 675-700.</p> <p>Byrne, O. and Shepherd, D.A. (2015). "Different strokes for different folks: Entrepreneurial narratives of emotion, cognition, and making sense of failure". <u>Entrepreneurship Theory and Practice</u> 39(2): 375-405.</p> <p>Holland, D. V., and Shepherd, D. A. (2013). Deciding to Persist: Adversity, Values, and Entrepreneurs' Decision Policies. <u>Entrepreneurship Theory &amp; Practice</u>, 37(2), 331-358.</p> <p>Haynie, J.M., Shepherd, D.A., and Patzelt, H. (2012). "Cognitive adaptability and an entrepreneurial task: The role of metacognitive ability and feedback". <u>Entrepreneurship Theory and Practice</u>, 36(2): 237-265.</p> <p>Shepherd, D.A., Haynie, J.M. and McMullen, J. (2012). "Confirmatory search as a useful heuristic: Testing the veracity of entrepreneurial conjectures." <u>Journal of Business Venturing</u> 27(6): 637-651.</p> <p>Mitchell, J.R., and Shepherd, D.A. (2012) "Capability Development and Decision Incongruence in Strategic Opportunity Pursuit". <u>Strategic Entrepreneurship Journal</u>, 6: 355-381.</p> <p>Cardon, M., Foo, M.D., Shepherd, D.A. and Wiklund, J. (2012). "Exploring the heart: Entrepreneurial emotions is a hot topic". <u>Entrepreneurship Theory &amp; Practice</u> 36: 1-10. (not peer reviewed).</p> <p>Wiklund, J. and Shepherd, D.A. (2011). "Where to from here? EO-as-Experimentation, failure, and distribution of outcomes". <u>Entrepreneurship Theory and Practice</u> 35: 925-946.</p> <p>Bradley, S.W. Shepherd, D.A. and Wiklund, J. (2011). "Swinging a double-edged sword: The effect of slack on entrepreneurial management and growth". <u>Journal of Business Venturing</u> 5: 537-554.</p> <p>Shepherd, D.A. and Haynie, J.M. (2011). "Venture failure, stigma and impression management: A self-verification, self-determination view." <u>Strategic Entrepreneurship Journal</u> 5 (2): 178-197.</p> <p>Patzelt, H., and Shepherd, D.A. (2011). "Recognizing opportunities for sustainable development", <u>Entrepreneurship: Theory &amp; Practice</u>, 35(4): 631-652.</p>	<p>Shepherd, D.A., and Sutcliffe, K.M. (2015). "The Use of Anthropomorphizing as a Tool for Generating Organizational Theories." <u>Academy of Management Annals</u> 9: 97-142.</p> <p>Shepherd, D.A., and Patzelt, H. (2015). "Harsh evaluations of entrepreneurs who fail: The role of sexual orientation, use of environmentally friendly technologies, and observers' perspective taking." <u>Journal of Management Studies</u> 52: 253-284.</p> <p>Shepherd, D.A., Williams, T. and Patzelt, H. (2015). "Thinking about entrepreneurial thinking: Review and research agenda." <u>Journal of Management</u> 41(1): 11-46.</p> <p>Shepherd, D.A., and Williams, T. (2014). "Local venturing as compassion organizing in the aftermath of a natural disaster: The role of localness and community in reducing suffering." <u>Journal of Management Studies</u> 51: 952-994.</p> <p>Patzelt, H., Williams, T. and Shepherd, D.A. (2014). "Overcoming the walls that constrain us: Reactions to an entrepreneurship education program in prison." <u>Academy of Management Learning and Education</u> 13(4): 587-620.</p> <p>Shepherd, D.A., Patzelt, H., Williams, T. and Warnecke, D. (2014) "How does project termination impact project team members? Rapid termination, "creeping death", and learning from failure." <u>Journal of Management Studies</u> 51: 513-546.</p> <p>Behrens, J., Ernst, H., and Shepherd, D.A. (2014) "The decision to exploit an R&amp;D project: Divergent thinking across middle and senior managers". <u>Journal of Product Innovation Management</u> 31: 144-158.</p> <p>Shepherd, D.A., Patzelt, H., and Baron R. (2013) "I care about nature but': Disengaging values in assessing opportunities that cause harm." <u>Academy of Management Journal</u> 56: 1251-1273.</p> <p>Levesque, M., Minitti, M., and Shepherd, D.A. (2013). "How late should Johnny-Come-Lately come?" <u>Long Range Planning</u> 46: 369-386.</p> <p>Shepherd, D.A., Haynie, J.M. and Patzelt, H. (2013) "Project failures arising from corporate entrepreneurship: Impact of multiple project failures on employees' accumulated emotions, learning, and motivation." <u>Journal of Product Innovation Management</u> 30: 880-895.</p> <p>Shepherd, D.A. and Patzelt, H. (2013). "Operational entrepreneurship: How operations management research can advance entrepreneurship." <u>Production and Operations Management</u>, 22: 1416-1422.</p>
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<p>Mitchell, J.R., Shepherd, D.A., and Sharfman, M. (2011). "Erratic strategic decisions: When and why managers are inconsistent in strategic decision making". <u>Strategic Management Journal</u>, 32: 683-704.</p> <p>Patzelt, H., and Shepherd, D.A. (2011). "Negative emotions of an entrepreneurial career: Self-employment and regulatory coping", <u>Journal of Business Venturing</u>, 2: 226-238.</p> <p>Shepherd, D. A., &amp; Patzelt, H. (2011). The New Field of Sustainable Entrepreneurship: Studying Entrepreneurial Action Linking 'What Is to Be Sustained' With 'What Is to Be Developed'. <u>Entrepreneurship: Theory &amp; Practice</u>, 35(1), 137-163.</p> <p>Wiklund, J., Baker, T., and Shepherd, D.A. (2010). "The age-effect of financial indicators as buffers against the liability of newness." <u>Journal of Business Venturing</u>, 423-437.</p> <p>Shepherd, Patzelt, H. and Haynie, J.M. (2010). "Entrepreneurial spirals: Deviation amplifying loops of an entrepreneurial mindset and organizational culture". <u>Entrepreneurship, Theory and Practice</u>, 34(1): 59-82.</p> <p>Mitchell, J.R. and Shepherd, D.A. (2010). "To thine own self be true: Images of self, images of opportunity, and entrepreneurial action." <u>Journal of Business Venturing</u> 25: 138-154.</p> <p>Haynie, J. M., Shepherd, D., Mosakowski, E., &amp; Earley, P. C. (2010). A situated metacognitive model of the entrepreneurial mindset. <u>Journal of Business Venturing</u> 25(2), 217-229.</p> <p>Shepherd, D.A. and Haynie, J.M. (2009). "Birds of a feather don't always flock together: Identity management in entrepreneurship." <u>Journal of Business Venturing</u> 24: 316-337.</p> <p>Lévesque, M., Miniti, M. and Shepherd, D.A. (2009). "Entrepreneurs' decisions on timing of entry: Learning from participation and from the experiences of others" <u>Entrepreneurship, Theory and Practice</u> 33(2): 547-570.</p> <p>Shepherd, D.A. and Haynie, J.M. (2009). "Family business, identity conflict, and an expedited entrepreneurial process: A process of resolving identity conflict". <u>Entrepreneurship Theory and Practice</u> 33: 1245-1264.</p> <p>Fernhaber, S., McDougall, T. and Shepherd, D.A. (2009) "International entrepreneurship: Leveraging internal and external knowledge sources", <u>Strategic Entrepreneurship</u></p>	<p>Milanov, H. and Shepherd, D.A. (2013) "The importance of the first relationship: The ongoing influence of initial network on future status". <u>Strategic Management Journal</u> 34(6): 727-750.</p> <p>Klukien, A., Shepherd, D.A., Patzelt, H. (2013). "Passion for work, non-work-related excitement, and innovation managers' decision to exploit new product opportunities." <u>Journal of Product Innovation Management</u> 30(3): 574-588.</p> <p>Ucbasaran, D., Shepherd, D.A., Lockett, A., Lyon, J. (2013). "Life after business failure: The process and consequences of business failure for entrepreneurs". <u>Journal of Management</u> 39(1): 163-202.</p> <p>Gregoire, D. and Shepherd, D.A. (2012). "Technology market combinations and the identification of entrepreneurial opportunities: An investigation of the opportunity-individual nexus". <u>Academy of Management Journal</u> 55(4): 753-785.</p> <p>Breugst, N., Shepherd, D.A., Patzelt, H., and Aguinis, H. (2012). "Relationship conflict improves team performance assessment accuracy: Evidence from a multilevel study." <u>Academy of Management Learning and Education</u> 11(2): 187-206.</p> <p>Shepherd, D.A., Patzelt, H., and Wolfe, M. (2011). "Moving forward from project failure: Negative emotions, affective commitment, and learning from the experience." <u>Academy of Management Journal</u> 54 (6): 1229-1259.</p> <p>Haynie, J.M. and Shepherd, D.A. (2011). Toward a theory of discontinuous career transition: Investigating career transitions necessitated by traumatic life-events." <u>Journal of Applied Psychology</u> 96(3): 501-524.</p> <p>Shepherd, D.A. (2011). "Multi-level entrepreneurship research: Opportunities for studying entrepreneurial decision making." <u>Journal of Management</u> 37(2): 412-420.</p> <p>Bradley, S., Shepherd, D.A, and Wiklund, J. (2011). "Importance of slack for organizations facing 'tough' environments", <u>Journal of Management Studies</u>, 48(5): 1071-1097.</p> <p>Mitchell, J.R., Shepherd, D.A., and Sharfman, M. (2011). "Erratic strategic decisions: When and why managers are inconsistent in strategic decision making". <u>Strategic Management Journal</u>, 32: 683-704.</p> <p>Bradley, S., Aldrich, H. Shepherd, D.A., and Wiklund, J. (2011). "Resources, environmental change, and survival: Asymmetric paths of young independent and subsidiary organizations". <u>Strategic Management Journal</u> 32 (5): 486-</p>
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- Grégoire, D., and Shepherd, D.A. (2004). "Opportunity acknowledgement and insight: an experiment." Babson Kauffman Entrepreneurship Research Conference, Glasgow, Scotland. June 2-6.

- Haynie, J.M., Grégoire, D., and Shepherd, D.A. (2004). "Informing entrepreneurial cognition: the role of metacognition and analogical training in strategic decision-making." Babson Kauffman Entrepreneurship Research Conference, Glasgow, Scotland. June 2-6.
- Hayward, M and Shepherd, D.A. (2003). "A Hubris Theory of Entrepreneurship." Academy of Management Meetings, New Orleans.
- Shepherd, D.A. and Zahra, S. (2003). "Governance and Strategic Conservatism in Family Firms." Presented at Babson Conference, Boston.
- Grégoire, D., and Shepherd, D.A. (2002). "The allocation of resources to innovation and imitation: an assessment by top decision-makers." Academy of Management Conference, Denver, Colorado. August 10-14.
- DeTienne, D. and Shepherd, D. A. (2002). "The Fallacy of 'Only the Strong Survive': A Social Cognitive Perspective on the Persistence of Underperforming Entrepreneurial Firms". Presented at Babson Conference, Colorado.
- McMullen, J. and Shepherd, D. A. (2002). "Action Bias and Opportunity Recognition: An Empirical Examination of Entrepreneurial Attitude as Regulatory Focus". Presented at Babson Conference, Colorado.
- Shepherd, D.A. and Krueger, N. "Entrepreneurial Teams and Social Cognition: An Intentions Based Perspective." Special Issue on Cognition, Entrepreneurship Theory and Practice, Victoria, Canada.
- Shepherd, D. A., and DeTienne, D. (2001). "Discovery of Opportunities: Anomalies, Accumulation and Alertness", Frontiers of Entrepreneurship Research.
- Wiklund, J. and Shepherd, D.A. (2001) "Intentions and Growth: The Moderating Role of Resources and Opportunities". Best Paper Proceedings, Academy of Management.
- Shepherd, D.A. and M. Lévesque. (2001) "A Dynamic Approach to Optimizing a Firm's Market Scope." Proceedings of the 2001 IEEE EMS International Engineering Management Conference.
- Shepherd, D. A., Douglas, E. and Shanley, M. (1998) "Pioneer Performance: Timing of Entry, Demand Uncertainty and Technological Uncertainty", International Small Business Conference, National University of Singapore: Singapore.
- Shepherd, D. A. (1997) "New Venture Entry Strategy: To Pioneer or Not to Pioneer." Academy of Management Meetings, Boston: MA.
- Douglas, E. and Shepherd, D. A. (1997) "New Venture Survival: Ignorance, External Shocks, and Risk Reduction Strategies." International Small Business Conference, San Francisco: CA.



- Shepherd, D. A. (1997) "New Venture Survival: An Analysis of Venture Capitalists' Decision Making." International Small Business Conference, San Francisco: CA.
- Shepherd, D. A. (1997) "Researchers of Venture Capitalists' Decision Making, Beware." International Small Business Conference, San Francisco: CA.
- Douglas, E. and Shepherd, D. A. (1997) "The Value of Intrapreneurs in Corporate Management." Fourth International Meeting, Decision Sciences Institute.
- Shepherd, D. A., Zacharakis, A. and Baron, R. (1998) "An Investigation of Venture Capitalists' Expertise", Babson Entrepreneurship Research Conference.
- Shepherd, D. A. (1997) "A New Venture's Entry Strategy: An Analysis of Venture Capitalists' Profitability Assessments", Babson Entrepreneurship Research Conference.
- Shepherd, D.A. and Lévesque, M. "A Dynamic Approach to Optimizing a Firm's Market Scope." INFORMS Miami Beach Fall National Meeting, 2001.
- Lévesque, M. and Shepherd, D.A. "Entrepreneurs' Choice of Entry Strategy in Emerging and Developed Markets." Conference on Technological Entrepreneurship in the Emerging Regions of the New Millennium, Singapore, 2001.
- McMullen, J.S. and Shepherd, D.A. (2001). Entrepreneurial Orientation as Ambiguity Tolerance: The Effect of Work Environment upon Innovative Inclination. Babson Entrepreneurship Research Conference.
- Lévesque, M. and Shepherd, D.A. "Corporate Venturing and Timing of Entry." INFORMS San Antonio Fall National Meeting, 2000.
- Bamford, C. and Shepherd, D. A. "Entrepreneurship Research: An Investigation of the Early Stages of Business Development at the Firm and Individual Level of Analysis". Academy of Management Meetings 2000.
- Lévesque, M. and Shepherd, D. A. "An Entrepreneurs Timing of Entry: An Optimal Stopping Approach". Academy of Management Meetings 2000.
- Zacharakis, A. and Shepherd, D. A. "Negotiating Power in the VC-Entrepreneur Relationship". Academy of Management Meetings 2000.
- Shepherd, D. A. and Zacharakis, A. "Structuring Family Business Succession: An Analysis of the Future Leader's Decision Making." 45<sup>th</sup> International Small Business Conference, Brisbane, Australia 2000.
- Shepherd, D. A. and Zacharakis, A. "A New Venture's Cognitive Legitimacy: An Assessment by Customers." 45<sup>th</sup> International Small Business Conference, Brisbane, Australia 2000.

- Lévesque, M. and Shepherd, D. A. "An Entrepreneurs Choice of Entry Strategy: Timing and Mimicry". 45<sup>th</sup> International Small Business Conference, Brisbane, Australia 2000.
- Lévesque, M., Shepherd, D. A. and Douglas, E. J. "Employment or Self Employment: A Dynamic Utility Maximizing Model". 45<sup>th</sup> International Small Business Conference, Brisbane, Australia 2000.
- Shepherd, D. A. and Levesque, M. "Entrepreneurial Opportunity Assessment". 45<sup>th</sup> International Small Business Conference, Brisbane, Australia 2000.
- Shepherd, D. A. and Zacharakis, A. "An Entrepreneur's Decision on the Time Between Rounds of Venture Capital". Babson Entrepreneurship Research Conference.
- Choi, Y., and Shepherd, D. A. "A New Venture's Honeymoon Period". Babson Entrepreneurship Research Conference.
- Zacharakis, A. and Shepherd, D. A. "Savy Entrepreneurs and the Shift in Venture Capital Negotiations." Babson Entrepreneurial Review, Spring 2000: 45-48.
- Bamford, C. and Shepherd, D. A. "Entrepreneurship Research: An Investigation of the Early Stages of Business Development at the Firm and Individual Level of Analysis". The Lally-Darden Retreat, Lennox, MA, 1999.
- Shepherd, D. A. and Zacharakis, A. "The Affect of 'Anchoring and Adjustment' on Entrepreneur-Investor Negotiations". Babson Entrepreneurship Research Conference.
- Zacharakis, A. and Shepherd, D. A. "Entrepreneurs' Leadership Ability and Venture Capitalists' Assessment of Likely Success: A Contingent Approach." Babson Entrepreneurship Research Conference.
- Zacharakis, A. and Shepherd, D. A. "Venture Capitalists' Assessment of Start-up Experience: A Curvilinear Relationship." Academy of Management Meetings, Chicago, Illinois, August 1999.
- Shepherd, D. A. and Zacharakis, A. "Venture Capitalists' Expertise: A Call for Research into Decision Aids and Cognitive Feedback." Academy of Management Meetings, Chicago, Illinois, August 1999.
- Shepherd, and the rest of the research committee. "Research on Entrepreneurship Research." Academy of Management Meetings, Chicago, Illinois, August 1999.
- Krueger, N. and Shepherd, D. A. (1998) "Seeing Innovations as Opportunities: The Case of Intentions", Strategic Management Society Conference, Florida, November 1998.
- Douglas, E. and Shepherd, D. A. (1998) "Pioneer Pricing: An Investigation of Entrepreneurs' Pricing Decisions", Babson Entrepreneurship Research Conference.

- Shepherd, D. A. Zacharakis, A. and Baron, R. (1998) "An Investigation of Venture Capitalists' Expertise", Babson Entrepreneurship Research Conference.
- Shepherd, D. A., Douglas, E. and Shanley, M. (1998) "Pioneer Performance: Timing of Entry, Demand Uncertainty and Technological Uncertainty", 43<sup>rd</sup> International Small Business Conference, Singapore, June 1998.
- Shepherd, D. A. and Zacharakis, A. (1998) "Conjoint analysis: A Window of Opportunity for Entrepreneurship Research", United States Small Business Association Conference, Florida, January 1998.
- Shepherd, D. A. and Zacharakis, A. "The Potential of Conjoint Analysis in Entrepreneurship Research". The Lally-Darden Retreat, Lennox, MA, 1998.
- Shepherd, D. A. (1997) "New Venture Entry Strategy: To Pioneer or Not to Pioneer", Academy of Management Meetings, Boston: MA.
- Douglas, E. and Shepherd, D. A. (1997) "New Venture Survival: Ignorance, External Shocks, and Risk Reduction Strategies", 42<sup>nd</sup> International Small Business Conference, San Francisco: CA.
- Shepherd, D. A. (1997) "New Venture Survival: An Analysis of Venture Capitalists' Decision Making", 42<sup>nd</sup> International Small Business Conference, San Francisco: CA.
- Shepherd, D. A. (1997) "Researchers of Venture Capitalists' Decision Making, Beware", 42<sup>nd</sup> International Small Business Conference, San Francisco: CA.
- Shepherd, D. A. (1997) "A New Venture's Entry Strategy: An Analysis of Venture Capitalists' Profitability Assessments", Babson Entrepreneurship Research Conference.
- Douglas, E. and Shepherd, D. A. (1997) "The Value of Intrapreneurs in Corporate Management", Fourth International Meeting, Decision Sciences Institute, 20-23 July, Sydney, Australia. pp. 77-79.

## Teaching

### TEACHING AWARDS

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|------|--|
| 2016 | Winner: "Faculty Distinguished Teaching Award". Awarded by the Doctoral Student Association, Kelley School of Business, Indiana University, to a faculty of the school of business "who has been most instrumental in our learning in coursework". One of two awards given out annually. |
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- 2012 "Exceptional Inspiration and Guidance Award". Awarded by the Doctoral Student Association, Kelley School of Business, Indiana University. One of two awards given out annually to faculty of the school of business for guiding/teaching doctoral students.
- 2008 Mentor Award. Awarded by the Academy of Management, Entrepreneurship Division. "The purpose of the Entrepreneurship Mentor Award is to recognize, support, encourage, and honor exceptional mentoring activities at all educational levels in the field of entrepreneurship."
- 2006 Finalist for the Exceptional Inspiration and Guidance Award, Doctoral Students Association Indiana University at Bloomington.
- 2004 Winner of the MBA Teaching Excellence Award, University of Colorado at Boulder.
- 1993 Runner up in the Bond University School of Business Faculty Teaching Award.
- 1993 Winner of the Bond University School of Business Faculty Teaching Award, recognized as Best Faculty Teacher by students in the School for that semester.

#### COURSES TAUGHT

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- Entrepreneurship (MBA)
- New Venture Strategy (MBA)
- Venture Screening (MBA)
- Strategic Entrepreneurship (online MBA)
- Strategy and Business Policy (MBA)
- New Venture Development (MBA)
- Strategic Management and Technology (MBA)
- Entrepreneurship (MBA)
- Entrepreneurship (Doctoral Seminar)
- Strategy (Strategic Entrepreneurship) (Doctoral Seminar)
- Entrepreneurship (Undergraduate)

Strategic Management and Technology (Undergraduate)

Management (Undergraduate)

TEACHING RELATED ARTICLES (ALSO LISTED AS RESEARCH PUBLICATIONS)

---

Shepherd, D.A., Douglas, E.J. and Fitzsimmons, J.R. (2008). "MBA admission criteria and an entrepreneurial mind-set: Evidence from 'Western' style MBAs in India and Thailand". Academy of Management Learning & Education, 7 2: 158-172.

Shepherd, D. A. (2004). "Educating Students about Emotion and Learning from Failure." Academy of Management Learning and Education 3(3): 274-288.

TEACHING TEXTBOOKS (ALSO LISTED AS BOOKS)

---

Hisrich, R, Peters, M, and Shepherd, D.A. (2009). Entrepreneurship: Starting, Developing, and Managing a New Enterprise. McGraw-Hill Irwin Eighth Edition. (Paperback 2010).

Shepherd, D.A. (2009). Lemons to Lemonade: Squeezing the most out of your mistakes. Wharton School Press.

Hisrich, R, Peters, M, and Shepherd, D.A. (2006). Entrepreneurship: Starting, Developing, and Managing a New Enterprise. McGraw-Hill Seventh Edition. (Paperback 2007).

Hisrich, R, Peters, M, and Shepherd, D.A. (2004). Entrepreneurship: Starting, Developing, and Managing a New Enterprise. McGraw-Hill Sixth Edition.

Shepherd, D. A. and Douglas, E. (1999). Attracting Equity Investors: Positioning, Preparing and Presenting the Business Plan. Sage Publications.

Shepherd, D. A. and Shanley, M. (1998). New Venture Strategy: Timing, Environmental Uncertainty and Performance. Sage Publications.

DOCTORAL STUDENTS

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2013-2018 Chair, Supervisory Committee for Stella Seyb, at Indiana University.

2018- Member, Supervisory Committee for Anusha Ramesh at the Darden School, University of Virginia.

- 2013-2018 Chair, Supervisory Committee for Alisa Jno-Charles, at Indiana University.
- 2016-2018 Member, Supervisory Committee for Amelie Wullaume, at University of Louvain, Belgium.
- 2016-2018 Member, Supervisory Committee for Sonja Siraz, at IE, Madrid Spain.
- 2016-2018 Member, Supervisory Committee for Youhan Hua, at University of Louisville.
- 2016-2018 Member, Supervisory Committee for Yingzhu Fu, at IE, Madrid Spain.
- 2013-2018 Co-Chair, Supervisory Committee for Dan Clark, at Indiana University.
- 2012-2015 Member, Supervisory Committee for Shanshan Qian, at University of Louisville.  
Topic: Moral Intentions.
- 2013-2014 Member, Supervisory Committee for Anusha Ramesh at Indian Institute of Management, Bangalore. Topic: Entrepreneurial Career Choice.
- 2012-2015 Member, Supervisory Committee for Shaunn Mattingly at University of Louisville.  
Topic: Opportunity Beliefs.
- 2012-2015 Member, Supervisory Committee for Shanshan Qian, at University of Louisville.  
Topic: Moral Intentions.
- 2012-2015 Member, Supervisory Committee for Tae Jun Bae at University of Louisville.  
Topic: Social Enterprises.
- 2011-2014 Chair, Supervisory Committee for Trenton Williams at Indiana University.  
Topic: Entrepreneurial Resilience.
- 2112- Member, Supervisory Committee for Jennifer House at Indiana University.  
Topic: External Corporate Venturing.
- 2112- Member, Supervisory Committee for Mitch Olsen at Indiana University.  
Topic: Brands.
- 2014- Member, Supervisory Committee for Jenni Dinger at University Of Colorado.  
Topic: Social identity and natural disasters.
- 2009-2012 Chair, Supervisory Committee for Marcus Wolfe at Indiana University.  
Topic: Cognitions and Emotions of R&D process.
- 2008-2011 Chair, Supervisory Committee for Brandon Mueller at Indiana University.

- Topic: Entrepreneurial Mentoring.
- 2008-2012 Member, Supervisory Committee for Varkey Titus at Indiana University.  
Topic: External corporate venturing.
- 2008-2010 Member, Supervisory Committee for Brian Anderson at Indiana University.  
Topic: Knowledge antecedents of strategic orientation.
- 2005-2007 Chair, Supervisory Committee for Hana Milanov at Indiana University.  
Topic: Imprinting of venture capitalists' networks.
- 2006-2007 Member, Supervisory Committee for Kimberly Green at Indiana University.  
Topic: New product innovations.
- 2005-2007 Chair, Supervisory Committee for Steven Bradley at Indiana University.  
Topic: Resourcefulness and innovation.
- 2006-2007 Chair, Supervisory Committee for Daniel Holland at Indiana University.  
Topic: Resilience and adaptation.
- 2005-2007 Chair, Supervisory Committee for Rob Mitchell at Indiana University.  
Topic: Entrepreneurial intuition.
- 2005-2007 Member, Supervisory Committee for Stephanie Fernhaber at Indiana University.  
Topic: International Entrepreneurship.
- 2002-2004 Chair, Supervisory Committee for Mike Haynie at the University of Colorado.  
Topic: Metacognition and cognitive adaptability.
- 2001-2004 Chair, Supervisory Committee for Denis Gregoire at the University of Colorado.  
Topic: Opportunity Recognition.
- 2001-2003 Chair, Supervisory Committee for Jeff McMullen at the University of Colorado.  
Topic: Entrepreneurial Action.
- 2000-2002 Member, Supervisory Committee for Andrew Corbett at the University of Colorado.  
Topic: Entrepreneurial learning.
- 2000-2002 Co-Chair, Supervisory Committee for Dawn DeTienne at the University of Colorado.  
Topic: The persistence of poorly performing firms.
- 1999-2001 Member, Supervisory Committee for Boyd Cohen at the University of Colorado.  
Topic: Accounting for IPO value: A legitimacy and lifecycle perspective.

1999-2001 Member, Supervisory Committee for Keith Brigham at the University of Colorado.  
Topic: Entrepreneurs' distinctive decision making style.

1997-2001 Chair, Supervisory Committee for Youngrok Choi at Rensselaer Polytechnic Institute.  
Topic: New Venture Mortality.

### Service

#### SERVICE TO THE DEPARTMENT

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2005 to present: Member of Management Department's Doctoral Committee

2005 to 2007: Member of Management Department's Entrepreneurship Undergraduate Curriculum Committee

2005 to 2007: Member of Management Department's Entrepreneurship Graduate Curriculum Committee

#### SERVICE TO THE SCHOOL OF BUSINESS

---

2009. Member of the MBA Policy Committee.

2005-2008. Member of the Teaching Excellence Committee.

2006. Co-Director of the Doctoral Consortium for the Babson Conference, hosted by Indiana University.

2002. Director of Doctoral Consortium for Babson Conference, hosted by University of Colorado.

1998. Director of Lally-Darden Retreat, hosted by RPI.

#### SERVICE TO THE PROFESSION

---

2005. Co-director of Doctoral Consortium for the Academy of Management, Entrepreneurship Division.

2005. Co-founder and director of Society for European Scholars of Entrepreneurship.

2004. Co-director of Doctoral Consortium for the Academy of Management, Entrepreneurship Division.



1999-2002. Chair of the Research Committee for the Academy of Management, Entrepreneurship Division.

1998. Member of the Research Committee for the Academy of Management, Entrepreneurship Division.

Editor-in-Chief for: 2009-2016.

Journal of Business Venturing.

Guest Editor for Entrepreneurship, Theory and Practice (Special issue on emotion).

Journal Review Board:

- Entrepreneurship, Theory and Practice,
- Journal of Management Studies,
- Venture Capital: An International Journal of Entrepreneurial Finance.
- Academy of Management Journal (2008-2010; 2011-present)
- Strategic Management Journal (2011-present)
- Academy of Management Learning and Education
- Organizational Research Methods (2014-present).

*Adhoc* reviewer for

- Academy of Management Review,
- Management Science,
- Journal of International Business Studies,
- Human Resource Management Review
- Journal of Management

National Science Foundation Review Board:

- National Science Foundation (USA) (2008-2010)

*Adhoc* reviewer for

- National Science Foundation of Israel,
- Swiss National Science Foundation
- Netherlands Organisation for Scientific Research
- Czech Science Foundation
- Social Sciences and Humanities Research Council of Canada (SSHRC).
- The Research Foundation – Flanders (FWO)
- The Social Sciences and Humanities Research Council of Canada

*Ph.D. Committee Supervision/Membership*

- 2011 Opponent, for Anna Jenkins at Jonkoping University, Sweden.  
Topic: Business failure and grief.
- 2011 Opponent, for Anna Blomfeld at Stockholm School of Economics, Sweden.  
Topic: Institutional investors of venture capital.
- 2011 Examiner, for Jeremy Esekow at University of Cape Town, South Africa.  
Topic: Behavioral Finance and Creditworthiness of SMEs.
- 2009-present Member, Supervisory Committee for Dan Hsu at Syracuse University.  
Topic: Serial entrepreneurship.
- 2009-present Member, Supervisory Committee for Qian Ye at University of Louisville.  
Topic: Mood and Opportunity Exploitation.
- 2009-present Member, Supervisory Committee for Amol Joshi at University of North Carolina at Chapel Hill. Topic: Entrepreneurial discovery.
- 2009-present Member, Supervisory Committee for Qian Ye at University of Louisville.  
Topic: Entrepreneurship and affective decision making.
- 2007-2010 Member, Supervisory Committee for Javier Monllor at University of Illinois at Chicago.  
Topic: Regulatory Focus and Opportunity Recognition.
- 2009 Opponent, for Karin Hellerstedt at Jonkoping International Business School, Sweden.  
Topic: Entrepreneurial Teams.
- 2009 Opponent, for Karl Wennberg at Stockholm School of Economics, Sweden.  
Topic: Entrepreneurial Exit.
- 2009 Assessed the dissertation proposal for Sebastiaan van Doorn.
- 2008-2009 Member, Committee for Anja Klaukien at Friedrich-Schiller-Universität Jena, Germany.
- 2008-present Member, Committee for Rosemary Fischer at Swinburne University, Australia.
- 2007-2009 Member, Committee for Jeff York at Darden the University of Virginia.
- 2007-2009 Member, Committee for Cheryl Mitteness at the University of Louisville.

- 2006-2008 Member, Committee for David Townsend at the University of Oklahoma.
- 2007-present Member, Supervisory Committee for Anna Jenkins at Jonkoping International Business School, Sweden. Topic: Entrepreneurial Failure and emotions.
- 2005 Opponent, for Tomas Karlson at Jonkoping International Business School, Sweden. Topic: Institutionalization of Business Plans.
- 2002-2004 Member, Supervisory Committee for Volker Bruns at Jonkoping International Business School, Sweden. Topic: Loan officers' assessments to the creditworthiness of Small Businesses.
- 2002-2004 Member, Supervisory Committee for Veronica Gustafsson at Jonkoping International Business School, Sweden. Topic: The role of experience in entrepreneurial decision making.

#### RESEARCH RELATED AWARDS

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- 2018 Academy of Management, Entrepreneurship Division: Foundational Paper Award. The award recognizes a published paper that has significantly and positively changed the conversation in the field of entrepreneurship research. For example, such a paper may have applied a concept or theory in entrepreneurship research in an especially meaningful way, or empirically investigated an important question in a novel way to better reveal the truth, or in any way changed the boundaries of the domain. To be eligible for this award, the author must be alive. Generally, foundational papers will have been published for at least 10 years (i.e., prior to 2008).
- 2017 Academy of Management, Entrepreneurship Division: Entrepreneurship Advocate Award. The award recognizes a published paper that has significantly and positively changed the conversation in the field of entrepreneurship research. For example, such a paper may have applied a concept or theory in entrepreneurship research in an especially meaningful way, or empirically investigated an important question in a novel way to better reveal the truth, or in any way changed the boundaries of the domain. To be eligible for this award, the author must be alive. Generally, foundational papers will have been published for at least 10 years (i.e., prior to 2008).
- 2014 National Federation of Independent Business best empirical paper, Academy of Management, Entrepreneurship Division: "When to "pull the plug": Timing strategic decisions about new ventures" (with R. Bakker and P. Davidsson).
- 2011 The 2011 award for the most impactful *Journal of Business Venturing* paper of 2005. Impact is measured simply as the number of cites recorded by the ISI Web of Knowledge.

- 2011 The National Federation of Independent Business Award for Excellence in Research on the General Topic of Entrepreneurship for paper entitled "Afraid of Opportunity: The Effects of Failure on Entrepreneurial Action" (With Robert Mitchell).
- 2011 Academy of Management, Entrepreneurship Division, 2011 IDEA Thought Leader Award for "Gregoire, D., Barr, P. and Shepherd, D.A. (2010). Cognitive processes of opportunity recognition: The role of structural alignment." *Organization Science* 21(2): 413-431."
- 2010 Kelley School of Business Faculty Research Award for top Full Professor.
- 2009 Entrepreneurship Research Exemplar for the paper "Entrepreneurial action and the role of uncertainty in the theory of the entrepreneur." This published paper was selected by the editors of the *Academy of Management Review* as an 'exemplar' entrepreneurship paper published in *AMR* in 2009, based on the editorial team's assessment of the article's potential to have an enduring impact on the field of entrepreneurship (with McMullen).
- 2009 Entrepreneurship Research Exemplar for the paper "Entrepreneurial opportunity assessment: A resource-based view." This published paper was selected by the editors of the *Journal of Management Studies* as an 'exemplar' entrepreneurship paper published in *JMS* in 2009, based on the editorial team's assessment of the article's potential to have an enduring impact on the field of entrepreneurship (with Haynie and McMullen).
- 2008 Mentor Award. Awarded by the Academy of Management, Entrepreneurship Division. "The purpose of the Entrepreneurship Mentor Award is to recognize, support, encourage, and honor exceptional mentoring activities at all educational levels in the field of entrepreneurship."
- 2008 21<sup>st</sup> Century Entrepreneurship Research Fellow of the Global Consortium of Entrepreneurship Centers.
- 2007 BCERC award recipient for the National Federation of Independent Business (NFIB) Award for Excellence in Research on the General Topic of Entrepreneurship, for your paper titled: "*Exploring The Entrepreneurial Mindset: Feedback And Adaptive Decision-making.*" (with Mike Haynie)
- 2007 The Falcone Distinguished Entrepreneurship Scholar award presented by Syracuse University to "individuals who have distinguished themselves with significant publications on topics critical to the advancement of entrepreneurship as a discipline and produce work that has had a major impact on theory advancement, entrepreneurial practice, and/or public policy efforts that encourage entrepreneurial activity."
- 2006 Kelley School of Business Research Award for top Associate Professor.

- 2001      Awarded best paper on growth for “Intentions and growth: The moderating role of resources and opportunities”, by the Academy of Management, Washington, DC. (with J. Wiklund).
- 1997      Awarded best theory paper for “New Venture Survival: Ignorance, External Shocks, and Risk Reduction Strategies”, by the International Council for Small Business, San Francisco, CA. (with E. Douglas).