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### EDUCATION

- Ph.D. Strategic Management (Major), Marketing (Minor), 1996  
University of Texas at Arlington, Arlington, Texas  
Dissertation: "The Entrepreneurial Orientation (EO) of New Entrants:  
Performance Implications of Alternative Configurations  
of EO, Environment, and Structure"
- M.B.A. Finance, 1978  
University of Southern California, Los Angeles, California
- B.A. Philosophy, 1974  
Hampden-Sydney College, Hampden-Sydney, Virginia

### RESEARCH

#### Journal Articles

- Bacq, S. & Lumpkin, G. T. (forthcoming). Can social entrepreneurship researchers learn from family business scholarship? A theory-based future research agenda. *Journal of Social Entrepreneurship*.
- Brigham, K. W., Lumpkin, G. T., Payne, G. T., & Zachary, M. A. 2014. Researching long-term orientation: A validation study and recommendations for future research. *Family Business Review*, 27(1): 72-88.
- Wales, W. J., Patel, P., & Lumpkin, G. T. 2013. In pursuit of greatness: CEO narcissism, entrepreneurial orientation, and firm performance. *Journal of Management Studies*, 50(6): 1041-1069.
- Lumpkin, G. T., Moss, T.W., Gras, D. M., Kato, S., & Amezcua, A. 2013. Entrepreneurial processes in social contexts: How are they different, if at all? *Small Business Economics*, 40(3): 761-783.
- Gras, D. M. & Lumpkin, G. T. 2012. Strategic foci in social and commercial entrepreneurship: A comparative analysis. *Journal of Social Entrepreneurship*, 3(1): 6-23.

- Yu, A., Lumpkin G. T., Sorenson, R. L., & Brigham, K. H. 2012. The landscape of family business outcomes: A summary and numerical taxonomy of dependent variables. *Family Business Review*, 25(1): 33-57. **Honorable Mention - 2012 Family Firm Institute Best Paper Award.**
- Lumpkin, G. T., McKelvie, A., Gras, & Nason, R. 2012. Is strategy different for very small and very new firms? *Journal of Small Business Strategy*, 21(2): 1-26.
- Lumpkin, G. T., Steier, L., & Wright, M. 2011. Strategic entrepreneurship in family business. *Strategic Entrepreneurship Journal*, 5(4): 285-306.
- Pearson, A. W. & Lumpkin, G. T. 2011. Measurement in family business research: How do we measure up? *Family Business Review*, 24(4): 287-291.
- Lumpkin G. T., & Brigham, K. H. 2011. Long-term orientation and intertemporal choice in family firms. *Entrepreneurship Theory & Practice*, 35(6): 1147-1167.
- Covin, J. G., & Lumpkin G. T. 2011. Entrepreneurial orientation theory and research: Reflections on a needed construct. *Entrepreneurship Theory & Practice*, 35(5): 855-872.
- Moss, T. W., Short, J. C., Payne, G. T., & Lumpkin, G. T. 2011. Dual identities in social ventures: An exploratory study. *Entrepreneurship Theory & Practice*, 35(4): 805-830.
- Lumpkin, G. T. 2011. From legitimacy to impact: Moving the field forward by asking how entrepreneurship informs life. *Strategic Entrepreneurship Journal*, 5(1): 3-9.
- Hansen, D. J., Lumpkin, G. T., & Hills, G. E. 2011. A multidimensional examination of a creativity-based opportunity recognition model. *International Journal of Entrepreneurial Behaviour & Research*, 17(5): 515-533.
- Lumpkin, G. T., Brigham, K. H., & Moss, T. W. 2010. Long-term orientation: Implications for the entrepreneurial orientation and performance of family businesses. *Entrepreneurship and Regional Development*, 22(3): 241-264.
- Hao, Z., Seibert, S., & Lumpkin, G. T. 2010. The relationship of personality to entrepreneurial intentions and performance: A meta-analytic review. *Journal of Management*, 36(2): 381-404.
- Short, J. C., Moss, T. W., & Lumpkin, G. T. 2009. Research in social entrepreneurship: Past contributions and future opportunities. *Strategic Entrepreneurship Journal*, 3:161-194.
- Rauch, A., Wiklund, J., Lumpkin, G. T., Frese, M. 2009. Entrepreneurial orientation and business performance: An assessment of past research and suggestions for the future. *Entrepreneurship Theory and Practice*. 33(3): 761-781.
- Short, J. C., Payne, T.G. Brigham, K. H., & Lumpkin, G. T. & Broberg, J. C. 2009. Family firms and entrepreneurial orientation in publicly traded firms: A comparative analysis of the S&P 500. *Family Business Review*, 22(1): 9-24. **Winner of 2009 Family Firm Institute Best Paper Award.**
- Lumpkin, G. T., Cogliser, C. C., & Schneider, D. R. 2009. Understanding and measuring autonomy: An entrepreneurial orientation perspective. *Entrepreneurship Theory and Practice*, 33(1): 47-69.

- Lumpkin, G. T., Martin, W. L., Vaughn, M. 2008. Family orientation: Individual-level influences on family firm outcomes. *Family Business Review*, 21(2): 127-138.
- Marvel, M. R., & Lumpkin, G. T. 2007. Technology entrepreneurs' human capital and its effects on innovation radicalness. *Entrepreneurship Theory and Practice*, 31(6): 807-828.
- Lumpkin, G. T., & Dess, G. G. 2006. The effects of "simplicity" on the strategy-performance relationship: A note. *Journal of Management Studies*, 43(7): 1583-1604.
- Lichtenstein, B. B., Dooley, K. J., & Lumpkin, G. T. 2006. Measuring emergence in the dynamics of new venture creation. *Journal of Business Venturing*. 21(2): 153-175.
- Lumpkin, G. T. 2006. The promise of technology versus the pastoral ideal: Ralph Waldo Emerson's conflict over the role of mankind in nature. *International Journal of Humanities and Peace*, 22(1): 45-46.
- Lumpkin, G. T., & Lichtenstein, B. B. 2005. The role of organizational learning in the opportunity recognition process. *Entrepreneurship Theory & Practice*, 29(4): 451-472.
- Dess, G. G., & Lumpkin, G. T. 2005. The role of entrepreneurial orientation in stimulating effective corporate entrepreneurship. *Academy of Management Executive*, 19(1): 147-156.
- Lumpkin, G. T., & Dess, G. G. 2004. E-business strategies and Internet business models: How the Internet adds value. *Organizational Dynamics*, 33(2): 161-173.
- Lumpkin, G. T., & Erdogan, B. 2004. If not entrepreneurship, can psychological characteristics predict entrepreneurial orientation? A pilot study. *The ICFAI Journal of Entrepreneurship Development*, 1 (1): 21-33.
- Lumpkin, G. T., Droege, S. B., & Dess, G. G. 2002. E-commerce strategies: Achieving sustainable competitive advantage and avoiding pitfalls. *Organizational Dynamics*, 30(4): 325-340.
- Love, L. G., Priem, R. L., & Lumpkin, G. T. 2002. Explicitly articulated strategy and firm performance under alternative levels of centralization. *Journal of Management*, 28(5): 611-627.
- Lumpkin, G. T., & Dess, G. G. 2001. Linking two dimensions of entrepreneurial orientation to firm performance: The moderating role of environment and industry life cycle. *Journal of Business Venturing*, 16(5): 429-451.
- Johannessen, J-A., Olsen, B., & Lumpkin, G. T. 2001. Innovation as newness: What is new, how new, and new to whom? *European Journal of Innovation Management*, 4(1): 20-31.
- Lyon, D. W., Lumpkin, G. T., & Dess, G. G. 2000. Enhancing entrepreneurial orientation research: Operationalizing and measuring a key strategic decision making process. *Journal of Management*, 26(5): 1055-1085.
- Dess, G. G., Lumpkin, G. T., & McGee, J. E. 1999. Linking corporate entrepreneurship to strategy, structure and process: Suggested research directions. *Entrepreneurship Theory & Practice*, 23(3):

85-102.

- Dess, G. G., Lumpkin, G. T., & Covin, J. G. 1997. Entrepreneurial strategy making and firm performance: Test of contingency and configurational models. *Strategic Management Journal*, 18(9): 677-695.
- Lumpkin, G. T., & Dess, G. G. 1996. Enriching the entrepreneurial orientation construct: A reply to Entrepreneurial orientation or pioneer advantage. *Academy of Management Review*, 21(3): 605-607.
- Lumpkin, G. T., & Dess, G. G. 1996. Clarifying the entrepreneurial orientation construct and linking it to performance. *Academy of Management Review*, 21(1): 135-172.
- Lumpkin, G. T., & Dess, G. G. 1995. Simplicity as a strategy making process: The effects of stage of organizational development and environment on performance. *Academy of Management Journal*, 38(5): 1386-1407.

### Books

- Dess, G. G., & Lumpkin, G. T., Eisner, A., & McNamara, G. 2014. *Strategic management: Creating competitive advantages*, Seventh Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., Eisner, A., & McNamara, G. 2014. *Strategic management: Text and Cases*, Seventh Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., Eisner, A., & McNamara, G. 2012. *Strategic management: Creating competitive advantages*, Sixth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., Eisner, A., & McNamara, G. 2012. *Strategic management: Text and Cases*, Sixth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2010. *Strategic management: Creating competitive advantages*, Fifth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2010. *Strategic management: Text and Cases*, Fifth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2008. *Strategic management: Creating competitive advantages*, Fourth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2008. *Strategic management: Text and Cases*, Fourth Edition. Burr Ridge, IL: McGraw-Hill.
- Dragoo, C., Lumpkin, G. T., Mitchell, R. K., Smith, D. 2007. *The possibilities project: A study of best practices aimed at enhancing systematic value creation from the university to the world. An organizing analysis of the Texas Tech technology transfer system, 2007*. Lubbock, TX: Texas Tech University.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2007. *Strategic management: Creating competitive advantages*, Third Edition. Burr Ridge, IL: McGraw-Hill.

Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2007. *Strategic management: Text and Cases*, Third Edition. Burr Ridge, IL: McGraw-Hill.

Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2006. *Strategic management: Text and Cases*, Second Edition. Burr Ridge, IL: McGraw-Hill.

Dess, G. G., & Lumpkin, G. T., & Taylor, M. L. 2005. *Strategic management: Creating competitive advantages*, Second Edition. Burr Ridge, IL: McGraw-Hill.

Dess, G. G., & Lumpkin, G. T., & Taylor, M. L. 2004. *Strategic management: Text and Cases*. Burr Ridge, IL: McGraw-Hill.

Dess, G. G., & Lumpkin, G. T. 2003. *Strategic management: Creating competitive advantages*. Burr Ridge, IL: McGraw-Hill.

#### Edited Books

Sorenson, R. L., Yu, A., Brigham, K. H., & Lumpkin, G. T., (Eds.). 2013. *The Landscape of Family Business*. Cheltenham, UK: Edward Elgar Publishing.

Lumpkin, G. T., & Katz, J. A. (Eds). 2011. *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 13: Social and Sustainable Entrepreneurship*. Bingley, UK: Emerald Group Publishing.

Stewart, A., Lumpkin, G. T., & Katz, J. A. (Eds). 2010. *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 12: Entrepreneurship and Family Business*. Bingley, UK: Emerald Group Publishing.

Lumpkin, G. T., & Katz, J. A. (Eds). 2009. *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 11: Entrepreneurial Strategic Content*. Bingley, UK: Emerald Group Publishing.

Lumpkin, G. T., & Katz, J. A. (Eds). 2007. *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 10: Entrepreneurial Strategic Processes*. Oxford, UK: Elsevier/JAI.

#### Book Chapters

Gras, D. Lumpkin, G.T., & Nason, R. (forthcoming) Strategizing by social entrepreneurs: A longitudinal analysis. In S. Newbert (Ed.) *Small Business in a Global Economy: Creating and Managing Successful Organizations*, 2 volumes. Santa Barbara, CA: Praeger.

Gras, D.M., Moss, T.W., and Lumpkin, G.T. (forthcoming). Diamonds in the rough: Secondary sources of quantitative data in social entrepreneurship research. In D. Ketchen, D. Bergh, and J. Short, (Eds.), *Research Methodology in Strategy and Management, Vol. 9*. Bingley, UK: Emerald Publishing.

McKelvie, A., McKenny, A. F., Lumpkin, G. T., & Short, J. C. 2014. Corporate entrepreneurship in family businesses: Past contributions and future opportunities. In L. Melin, M. Nordqvist, & P. Sharma (Eds.), *The Sage Handbook of Family Business*, pp. 340-363. London, UK: Sage Publications.

Lumpkin, G. T., & Dess, G. G. 2013. The role of strategy in family business: A review of recent findings

- and future challenges. In R. L. Sorenson, A. Yu, K. H. Brigham, & G. T. Lumpkin, (Eds.). *The Landscape of Family Business*. Cheltenham, UK: Edward Elgar Publishing.
- Lumpkin, G.T., & Gras, D. M. 2012. Social entrepreneurship. In M. Marvel (Ed.), *Encyclopedia of New Venture Management*. Sage: Thousand Oaks, CA.
- Gras, D. M., Mosakowski, E., & Lumpkin, G. T. 2011. Gaining insights from future research topics in social entrepreneurship: A content analytic approach. In G. T. Lumpkin & J. A. Katz (Eds), *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 13: Social and Sustainable Entrepreneurship*, pp. 25-50. Bingley, UK: Emerald Group Publishing.
- Moss, T. W., Lumpkin, G. T., & Short, J.C. 2010. Social entrepreneurship: A historical review and research agenda. In H. Landstrom & F. T. Lohrke (Eds.), *Historical Foundations of Entrepreneurship Research*, pp. 318-340. Northampton, MA: Edward Elgar.
- Memili, E., Lumpkin, G. T., & Dess, G. G. 2010. Entrepreneurial orientation: The driving force for corporate entrepreneurship. In P. Mazzola & F. Kellermanns (Eds.), *Handbook of Strategy Process Research*, pp. 326-349. Cheltenham, UK: Edward Elgar Publishing.
- Sorenson, R. L., Lumpkin G. T., Yu, A., & Brigham, K. H. 2010. Society in embryo: Family relationships as the basis for social capital in family firms. In A. Stewart, G. T. Lumpkin, & J. A. Katz, (Eds.), *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 12: Entrepreneurship and Family Business*, pp. 163-184. Bingley, UK: Emerald Group Publishing.
- Moss, T. W., Lumpkin, G. T., & Short, J. C. 2008. The dependent variables of social entrepreneurship research. *Frontiers of Entrepreneurship Research, 2008*, pp. 709-720. Babson Park, MA: Babson College.
- Simon, M., Houghton, S., & Lumpkin, G. T. 2007. Making lemonade out of lemons: The role of information processing and strategy making in managing “misperceived” start-ups. In G. T. Lumpkin & J. A. Katz, (Eds.), *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 10: Entrepreneurial Strategic Processes*, pp. 131-157. Oxford, UK: Elsevier/JAI.
- Lumpkin, G. T. 2007. Intrapreneurship and innovation. In R. Baum, M. Frese, & R. Baron (Eds.), *SIOP Frontiers Series: The Psychology of Entrepreneurship*, pp. 237-263. Mahwah, NJ: Erlbaum.
- Lumpkin, G. T., Ensley, M., & Wales, W. 2006. Assessing the context for corporate entrepreneurship: The role of entrepreneurial orientation. In T. Habbershon & M. Rice (Eds.) *Entrepreneurship: The Engine of Growth, Vol. III, Perspective Series*, pp. 49-78. Westport, CT: Praeger-Greenwood Publishing Group.
- Dess, G. G., & Lumpkin, G. T. 2005. Entrepreneurial orientation as a source of innovative strategy. In S.W. Floyd, J. Roos, C. Jacobs, C., & F. Kellermanns (Eds.), *Innovating Strategy Process*, pp. 3-9. Oxford, UK: Blackwell.
- Lumpkin, G. T. & Dess, G. G. 2005. Entrepreneurial orientation. In M. A. Hitt, & R. D. Ireland (Eds.). *The Blackwell Encyclopedia of Management: Entrepreneurship, 2<sup>nd</sup> Edition*, pp. 104-107. Oxford, UK: Blackwell.

- Rauch, A., Wiklund, J., Frese, M., & Lumpkin, G. T. 2004. Entrepreneurial orientation and business performance: Cumulative empirical evidence. *Frontiers of Entrepreneurship Research, 2004*, pp. 164-177. Babson Park, MA: Babson College.
- Hills, G. E., Singh, R., Lumpkin, G. T., & Baltrusaityte, J. 2004. Opportunity recognition: Examining how search formality and search processes relate to the reasons for pursuing entrepreneurship. *Frontiers of Entrepreneurship Research, 2004*, pp. 368-380. Babson Park, MA: Babson College.
- Lumpkin, G. T., Hills, G. E., & Shrader, R. C. 2004. Opportunity recognition. In Harold L. Welsch, (Ed.), *Entrepreneurship: The Road Ahead*, pp. 73-90. London: Routledge.
- Shrader, R. C., Hills, G. E., & Lumpkin, G. T. 2004. Electronic commerce: Current understanding and unanswered questions. In Harold L. Welsch, (Ed.), *Entrepreneurship: The Road Ahead*, pp. 153-164. London: Routledge.
- Martin, W. L., & Lumpkin, G. T. 2003. From entrepreneurial orientation to “family orientation:” Generational differences in the management of family businesses. *Frontiers of Entrepreneurship Research, 2003*, pp. 309-321. Babson Park, MA: Babson College. **Winner of 2003 Raymond Family Business Institute Best Paper Award.**
- Lichtenstein, B. B., Lumpkin, G. T., Shrader, R. C. 2003. Organization learning by new ventures: Concepts, applications and opportunities. In J. A. Katz & D. A. Shepherd, (Eds.), *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 6: Cognitive approaches to entrepreneurship research*, pp.11-36. Oxford, UK: Elsevier/JAI.
- Lumpkin, G. T., & Singh, R. P. 2001. Niche portals: Internet oxymoron or brave new entrepreneurial strategy? In John Butler (Ed.) *Research in Entrepreneurship and Management, Vol. 1*. Greenwich, CT: Information Age Publishing.
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- Hills, G. E., Shrader, R. C., & Lumpkin, G. T. 1999. Opportunity recognition as a creative process. *Frontiers of Entrepreneurship Research 1999*, pp. 216-227. Babson Park, MA: Babson College.
- Singh, R., Hills, G. E., Hybels, R., & Lumpkin, G. T. 1999. Opportunity recognition through social network characteristics of entrepreneurs. *Frontiers of Entrepreneurship Research 1999*, pp. 228-241. Babson Park, MA: Babson College.
- Lumpkin, G. T., Shrader, R. C., & Hills, G. E. 1998. Does formal business planning enhance the performance of new ventures? *Frontiers of Entrepreneurship Research 1998*, pp. 180-189. Babson Park, MA: Babson College.
- Lumpkin, G. T., & Dess, G. G. 1997. Proactiveness versus competitive aggressiveness: Teasing apart key dimensions of an entrepreneurial orientation. *Frontiers of Entrepreneurship Research 1997*, pp. 47-58. Babson Park, MA: Babson College.
- Hills, G. E., Lumpkin, G. T., & Singh, R. P. 1997. Opportunity recognition: Perceptions and behaviors of

entrepreneurs. *Frontiers of Entrepreneurship Research 1997*, pp. 168-182. Babson Park, MA: Babson College.

#### Under Review

Yu, A., Stambaugh, J. E., & Lumpkin, G. T. The limits of autonomy on family business performance: The significance of context. Submitted to *Family Business Review* in September, 2014.

Stambaugh, J. E., Lumpkin, G. T., Mitchell, R., Cogliser, C., Brigham, K. Competitive aggressiveness and firm performance: Strategic entrepreneurship in the community banking industry. Revised and resubmitted to *Strategic Entrepreneurship Journal* in September, 2014.

Nason, R. S., McKelvie, A., & Lumpkin, G. T. The role of organizational size in the heterogeneous nature of corporate entrepreneurship. Invited to revised and resubmit (2<sup>nd</sup> round) to *Small Business Economics* in September, 2014.

Meyer, M., Craig, J. B., & Lumpkin, G. T. Innovation advantages of family firms. Invited to submit to *California Management Review* in March, 2014.

#### Working Papers

Gras, D., & Lumpkin, G.T. Born diversified: The survival implications of product-market diversification at the time of firm founding

Zhao, H. & Lumpkin, G. T. Is entrepreneurship a young person's game? A meta-analysis of age and entrepreneurship.

Nason, R. S., McKelvie, A., & Lumpkin, G. T. Organization size redux: How and why size matters in management studies.

Lumpkin, G. T. & Bacq, S. Social entrepreneurship and the multiple logics of societal impact.

Marvel, M. & Lumpkin, G. T. Learning while doing: Prior knowledge and learning in the opportunity development process.

Wang, X., Wan, W. P., & Lumpkin, G. T. VC firms' role in portfolio firms' inter-firm collaboration: A network perspective.

Wang, X., Wan, W. P., & Lumpkin, G. T. VC interlocks and alliance formation of entrepreneurial startups: A longitudinal cross-level study.

Yu, A., Lumpkin, G. T., Sorenson, R.L., Brigham, K., & Payne, G. T. Entrepreneurial orientation and competing family business outcomes: A configurational perspective.

Martin, W. L., & Lumpkin, G. T. A comparison of centralization and delegation practices in family versus non-family SMEs: A Rasch analysis.



## Proceedings

- Stambaugh, J., Lumpkin, G. T., Brigham, K. B., & Cogliser, C. C. What makes some firms more competitively aggressive than others? Evidence from the banking industry. 2009 Academy of Management annual meeting, Chicago, IL, *Best Paper Proceedings*, (electronic).
- Martin, W. L., & Lumpkin, G. T. 2005. A comparison of centralization and delegation practices in family versus non-family SMEs: A Rasch analysis. 2005 International Council of Small Business World Conference, Washington, D. C., *Proceedings*, (electronic).
- Simon, M., Houghton, S. M., & Lumpkin, G. T. 2001. Making lemonade out of lemons: The role of strategy in managing misperceived start-ups. 2001 Academy of Management annual meeting, Washington, D.C., *Best Paper Proceedings*, (electronic).
- Singh, R., Hills, G. E., Lumpkin, G. T., Hybels, R. 1999. The entrepreneurial opportunity recognition process: Examining the role of self-perceived alertness and social networks. 1999 Academy of Management annual meeting, Chicago, IL, *Best Paper Proceedings*, (electronic).
- Lumpkin, G. T., & Erdogan, B. 1999. If not entrepreneurship, can psychological characteristics predict entrepreneurial orientation? A pilot study. 1999 United States Association for Small Business and Entrepreneurship annual meeting, San Diego, CA, *Proceedings*, pp. 475-492.
- Singh, R., Hills, G. E., & Lumpkin, G. T. 1999. New venture ideas and entrepreneurial opportunities: Understanding the process of opportunity recognition. 1999 United States Association for Small Business and Entrepreneurship annual meeting, San Diego, CA, *Proceedings*, pp. 657-671.
- Hills, G. E., & Lumpkin, G. T. 1997. Opportunity recognition research: Implications for entrepreneurship education. 1997 IntEnt annual meeting, Monterrey, CA, *Proceedings*.
- Lumpkin, G. T. 1995. Organizational goals: An organizational culture perspective. 1995 Southern Management Association annual meeting, Orlando, FL, *Proceedings*, pp. 243-246.
- Lumpkin, G. T. 1993. Toward an organizational culture based typology of organizational goals. 1993 Texas Conference on Organizations, Lago Vista, TX, *Proceedings*, pp. 58-62.
- Lumpkin, G. T. 1993. Weick's concept of enactment: Combining managerial cognitions with organizational learning. 1993 Southwest Academy of Management annual meeting, New Orleans, LA, *Proceedings*, pp. 72-75.

## Research Presentations

- Lumpkin, G. T. & Bacq, S. Researching civic wealth creation. Duke/Oxford Research Colloquium on Social Entrepreneurship (Plenary Session), Oxford University, Oxford, UK (in July, 2013).
- Lumpkin, G. T. Keynote Address. Sustainability, Ethics and Entrepreneurship (SEE) Conference (Keynote Presentation), Denver, CO, April, 2013.
- Lumpkin, G. T. & Bacq, S. Social entrepreneurship and the logics of civic wealth creation. 9<sup>th</sup> Annual Satter Conference of Social Entrepreneurs (Keynote Presentation), New York University Stern's Berkley Center for Entrepreneurship and Innovation, New York, NY, November, 2012.

- Lumpkin, G. T. Long-term orientation in entrepreneurial and family firms. Riata Distinguished Scholar Research Presentation presented at Oklahoma State University, Stillwater, OK in November 2011.
- Lumpkin, G. T. & Gras, D. M. Strategies in social entrepreneurship: A longitudinal analysis. Duke/Oxford Research Colloquium on Social Entrepreneurship (Plenary Session), Duke University, Durham, NC, June 2011.
- Lumpkin, G. T. Using an entrepreneurial orientation perspective in social entrepreneurship research. III International Entrepreneurship Seminar, Pablo de Olavide University, Seville, Spain, April, 2011.
- Lumpkin, G. T. The entrepreneurial orientation of social enterprises. AGSE International Entrepreneurship Research Exchange (Keynote Presentation), Swinburne University of Technology, Melbourne, Victoria, Australia, February, 2011.
- Yu, A., Lumpkin G. T., Sorenson, R. L., & Brigham, K. H. Understanding the family business landscape: A numerical taxonomy based on ten years of family business research. Paper presented at Bond University, Gold Coast, Queensland, Australia, February 2011.
- Lumpkin, G. T. & Brigham, K. H. Long-term orientation and intertemporal choice in family firms. Paper presented at the Queensland University of Technology, Brisbane, Queensland, Australia, February, 2011.
- Lumpkin, G. T. Entrepreneurial processes in social contexts: How are they different, if at all? 7<sup>th</sup> Annual Satter Conference of Social Entrepreneurs (Keynote Presentation), New York University Stern's Berkley Center for Entrepreneurship and Innovation, New York, NY, November, 2010.
- Lumpkin, G. T. From legitimacy to impact: Moving the field forward by asking how entrepreneurship informs life, Entrepreneurship Research Exemplars Conference (Keynote Presentation), University of Connecticut, Storrs, CT, May, 2010.
- Lumpkin, G. T. Research in social entrepreneurship: Past contributions and future opportunities. 6<sup>th</sup> Annual Satter Conference of Social Entrepreneurs (Keynote Presentation), New York University Stern's Berkley Center for Entrepreneurship and Innovation, New York, NY, November, 2009.
- Lumpkin, G. T. Entrepreneurial orientation and entrepreneurial growth. 23<sup>rd</sup> RENT Conference (Keynote Presentation), Corvinus University, Budapest, Hungary, November, 2009.
- Lumpkin, G. T., Martin, W. L., & Vaughn, M. Family orientation: Individual level influences on firm-level outcomes. 7<sup>th</sup> Annual IFERA Conference (Keynote Presentation), European Business School, Wiesbaden, Germany, June 2007.
- Lumpkin, G. T. Entrepreneurial orientation in family businesses: Do family firms differ from non-family firms? EIASM Workshop on Family Firm Management Research (Keynote Presentation), Jönköping, Sweden, June, 2007.
- Lumpkin, G. T. Beyond succession: Frameworks for investigating content and process in family business research. Research presentation at the University of Wisconsin at Milwaukee, November, 2006.

- Lumpkin, G. T. Family orientation: Concept definition and future research directions. Family Firm Institute annual conference (Keynote Presentation), San Francisco, CA, October 2006.
- Lumpkin, G. T. Entrepreneurial orientation: Recent findings and future research directions. Research seminar presented at Hong Kong Baptist University, March, 2005.
- Rauch, A., Wiklund, J., Frese, M., & Lumpkin, G. T. Entrepreneurial orientation and performance: Results from two meta-analyses. Paper presented at Chinese University of Hong Kong, March, 2005.
- Lumpkin, G. T. Entrepreneurial orientation: Recent findings and future research directions. Research seminar presented at the Queensland University of Technology, Brisbane, Queensland, Australia February, 2005.
- Lumpkin, G. T. Do the dimensions of entrepreneurial orientation co-vary or vary independently: Comparing two dimensions of EO. Paper presented at Temple University, Philadelphia, PA, September, 1998.
- Lumpkin, G. T. Do the dimensions of entrepreneurial orientation co-vary or vary independently: Comparing two dimensions of EO. Paper presented at University of Kentucky, Lexington, KY, March, 1997.
- Lumpkin, G. T. Exploring the entrepreneurial orientation construct: Results of two field studies. Research seminar presented at the University of Illinois at Chicago, Chicago, IL, November, 1996.

#### Conference Presentations

- Nason, R. S., Gras, D. A., & Lumpkin, G. T. The role of the family institution in economic activity: Evidence from Indian slum households. Paper to be presented at the 2014 Academy of Management annual meeting, Philadelphia, PA.
- Bacq, S. & Lumpkin, G. T. What can social entrepreneurship researchers learn from family business scholars? Professional Development Workshop to be presented at the 2014 Academy of Management annual meeting, Philadelphia, PA.
- Diaz-Moriana, V., Clinton, E., Craig, J., & Lumpkin, G. T. Long-term orientation and innovativeness in multi-generational family firms. Paper to be presented at the 2014 Babson College Entrepreneurship Research Conference at Ivey Business School in June, 2014.
- Lumpkin, G. T. & Bacq, S. Social entrepreneurship and the multiple logics of societal impact. Paper presented at the 2013 Academy of Management annual meeting, Lake Buena Vista, FL in August, 2013.
- Marvel, M. & Lumpkin, G. T. Learning while doing: Prior knowledge and learning in the opportunity development process. Paper presented at the 2013 Academy of Management annual meeting, Lake Buena Vista, FL in August, 2013.
- Wang, X., Wan, W. P., & Lumpkin, G. T. VC firms' role in portfolio firms' inter-firm collaboration: A network perspective. Paper presented at the 2013 Academy of Management annual meeting, Lake Buena Vista, FL in August, 2013.
- Marvel, M. & Lumpkin, G. T. Opportunity development and high-tech venture outcomes. Paper presented at

- the 2013 Babson College Entrepreneurship Research Conference at E. M. Lyon Business School in June, 2013.
- Nason, R., McKelvie, A., & Lumpkin, G.T. June 2013. The role of organizational size in the heterogeneous nature of corporate entrepreneurship. Paper presented at the Small Business Economics Conference, Warwick, England in June 2013.
- Gras, D. M., Nason, R., & Lumpkin, G. T. The role of family capital on impoverished household entrepreneurial performance. Paper presented at the 2013 Family Enterprise Research Conference, Vina del Mar, Chile in May, 2013.
- Lumpkin, G.T., Barney, J., Mitchell, R., Brush, C., Kirsner, S., Haynie, M., & Lenox, M. Engaging the media: Equipping management faculty to share their knowledge more effectively. Professional Development Workshop presented at the 2012 Academy of Management annual meeting, Boston, MA.
- Mueller, S., et al. Social entrepreneurship: Business models in the formal and informal economy. Professional Development Workshop presented at the 2012 Academy of Management annual meeting, Boston, MA.
- Nason, R. S., McKelvie, A., Lumpkin, G. T. The role of organization size in the heterogeneous nature of corporate entrepreneurship. Paper presented at the 2012 Academy of Management annual meeting, Boston, MA.
- Wang, X., Wan, W. P., & Lumpkin, G. T. VC interlocks and alliance formation of entrepreneurial startups: A longitudinal cross-level study. Paper presented at the 2012 Academy of Management annual meeting, Boston, MA.
- Gras, D. M. & Lumpkin, G.T. New venture diversification and failure in the microfinance industry. Paper presented at the 2012 Babson College Entrepreneurship Research Conference at Texas Christian University in June, 2012.
- Zachary, M. A., Brigham, K. H., Payne, G. T. & Lumpkin, G. T. Long-term orientation and firm performance: Construct validation and comparative analysis in public and private high-growth entrepreneurial firms. Paper presented at the 2012 Babson College Entrepreneurship Research Conference at Texas Christian University in June, 2012.
- Nason, R. S., McKelvie, A. & Lumpkin, G. T. Organization size redux. Paper presented at the 2012 Evolution and Future of Management Conference at Oxford University in March, 2012.
- Bacq, S. & Lumpkin, G. T. Dealing with competing demands: What social business ventures can learn from family business research. Paper presented at the NYU-Stern Social Entrepreneurship Conference in New York, NY in November, 2011.
- Gras, D. M., Lumpkin, G.T., Kickul, J., & Kistruck, G. Collecting data for quantitative methods of analysis in social entrepreneurship research. Workshop presented at the NYU-Stern Social Entrepreneurship Conference in New York, NY in November, 2011.
- Lumpkin, G.T., Moss, T.W., Gras, D.M., Kato, S., & Amezcua, A. Entrepreneurial processes in social

- contexts: An entrepreneurial orientation perspective. Paper presented at the 2011 Academy of Management annual meeting, San Antonio, Texas.
- Lumpkin, G.T., Gras, D. M, Short, J., Kickul, J., & Kistruck, G. Collecting data for quantitative methods of analysis in social entrepreneurship research. Professional Development Workshop presented at the 2011 Academy of Management annual meeting, San Antonio, Texas.
- Busenitz, L., Conger, M., Dacin, T., Kickul, J., Lumpkin, G.T. & Mair, J. The domain of social entrepreneurship research, present and future. Symposium presented at the 2011 Academy of Management annual meeting, San Antonio, Texas.
- Gras, D. M., & Lumpkin, G. T. Critical success factors in social entrepreneurship: A longitudinal analysis. Poster presented at the 2011 Great Lakes Entrepreneurship Network Conference, University of Western Ontario, London, Ontario, Canada.
- Lumpkin, G. T. & G. G. Dess. The Role of Strategy in Family Business: A Review of Recent Findings and Future Challenges. Paper presented at the 2010 Annual Conference on Family Capital, Family Business, and Free Enterprise at the University of St. Thomas, Milwaukee, Minnesota
- Lumpkin, G. T. & Brigham, K. H. Long-term orientation and intertemporal choice in family firms. Paper presented at the 2010 Theories of Family Enterprise Conference at the University of Alberta in Edmonton, Alberta, Canada.
- Lumpkin, G. T. & Brigham, K. H. Long-term orientation: Implications for competitive advantage. Paper presented at the 2010 Academy of Management annual meeting, Montreal, Quebec, Canada.
- Kato, S., Amezcua, A. S., & Lumpkin, G. T. A taxonomy of social values in social entrepreneurship: A human rights perspective. Paper presented at the 2010 Academy of Management annual meeting, Montreal, Quebec, Canada.
- Yu, A., Lumpkin, G. T., Sorenson, R.L., Brigham, K., & Payne, G. T. Entrepreneurial orientation and family business outcomes: Two competing configurational models. Paper presented at the 2010 Academy of Management annual meeting, Montreal, Quebec, Canada.
- Wang, X. & Lumpkin G. T. Economizing and strategizing in the resource evolution lifecycle: Resource management by new ventures and established firms. Paper presented at the 2009 Southern Management Association annual meeting, Asheville, NC.
- Moss, T. W., Lumpkin, G. T., & Short, J.C. A historical perspective on social entrepreneurship research. Paper presented at the 2009 Southern Management Association annual meeting, Asheville, NC.
- Stambaugh, J., Lumpkin, G. T., Brigham, K. B., & Cogliser, C. C. What makes some firms more competitively aggressive than others? Evidence from the banking industry. Paper to be presented at the 2009 Academy of Management annual meeting, Chicago, IL.
- Stambaugh, J., Lumpkin, G. T., & Mitchell, R. M. A multilevel examination of competitive aggressiveness: Firms, markets, and performance. Paper to be presented at the 2009 Academy of Management annual meeting, Chicago, IL.

- Yu, A., Lumpkin G. T., Brigham, K. H., & Sorenson, R. L. A numerical taxonomy of family business outcomes: Findings and implications from ten years of DVs in family business research. Paper to be presented at the 2009 Academy of Management annual meeting, Chicago, IL.
- Hansen, D. J. & Lumpkin, G. T. Testing and refining a creativity-based model of opportunity recognition. Paper to be presented at the 2009 Babson College Entrepreneurship Research Conference, Wellesley, MA.
- Short, J. C., Payne, G. T., Brigham, K.H., Lumpkin, G.T., & Broberg, J. C. Family firms and entrepreneurial orientation: A comparative analysis of the S&P 500. Paper presented at the 2008 Southern Management Association annual meeting.
- Moss, T. W., Short, J. C., & Lumpkin, G. T. Social entrepreneurship: A review and research agenda. Symposium paper presented at the 2008 Academy of Management Meetings, Anaheim, California.
- Cogliser, C., Brigham, K. H., & Lumpkin, G. T. Entrepreneurial orientation (EO) research: A comprehensive review and analyses of theory, measurement, and data-analytic practices. Paper presented at the 2008 Babson College Entrepreneurship Research Conference, Chapel Hill, N.C.
- Moss, T.W., Short, J. C., & Lumpkin, G. T. The dependent variables of social entrepreneurship. Paper presented at the 2008 Babson College Entrepreneurship Research Conference, Chapel Hill, N.C.
- Lichtenstein, B. B. & Lumpkin, G. T. 2008. Entrepreneurial organizing as action learning: How action inquiry can improve opportunity creation. Paper presented at the Organization Behavior Teaching Conference at Babson College in Wellesley, MA.
- Short, J. C., Moss. T. W., & Lumpkin, G. T. Research in social entrepreneurship: An analysis and critique. Paper presented at the Southern Management Association annual meeting, Nashville, TN, November, 2007.
- Lumpkin, G. T., Hansen, H., & Short, J. C. Understanding entrepreneurial insights. Paper presented at the 2007 Babson College Entrepreneurship Research Conference, Madrid, Spain.
- Lumpkin, G. T., Cogliser, C. C., and Schneider, D. R. Understanding and measuring autonomy: An entrepreneurial orientation perspective. Paper presented at the Max Planck Institute of Economics Annual Schloß Ringberg Entrepreneurship Conference, June, 2007.
- Hao, Z., Seibert, S., & Lumpkin, G. T. A meta-analytic review of the dynamic role of personality in entrepreneurship. Paper presented at the 2006 Academy of Management annual meeting in Atlanta, GA.
- Lumpkin, G. T. & Wales, W. J. Entrepreneurial orientation effect on new venture performance: The moderating role of venture age. Paper presented at the 2006 Academy of Management annual meeting in Atlanta, GA.
- Marvel, M. R., & Lumpkin, G. T. Opportunity recognition and innovation: How technology entrepreneurs use prior knowledge to create radical innovations. Paper presented at the 2006 Babson College Entrepreneurship Research Conference, Bloomington, IN.

- Wales, W. J., Lumpkin, G. T., & Ensley, M. D. Linking new venture entrepreneurial orientation to firm performance: A multidimensional model of organizational structure moderation. Paper presented at the 2006 Babson College Entrepreneurship Research Conference, Bloomington, IN.
- Shrader, R. C., Hills, G. E., Lumpkin, G. T., & Schwartz, R. Advances in opportunity recognition research. Symposium presented at 2006 USASBE annual meeting in Tucson, AZ. ***Winner of 2006 USASBE Best Symposium Award.***
- Krueger, N., Lumpkin, G. T., Mair, J., & Robinson, J. “Gazelle” social ventures: Putting the entrepreneur into social entrepreneurship. Symposium presented at 2006 USASBE annual meeting in Tucson, AZ.
- Rauch, A., Lumpkin, G. T., Wiklund, J., & Frese, M. Who the entrepreneur is versus what the entrepreneur does: Comparing the empirical relevance of two dominant approaches. Paper presented at the 2005 Academy of Management annual meeting, Honolulu, HI.
- Martin, W. L. & Lumpkin, G. T. A comparison of centralization and delegation practices in family versus non-family SMEs: A Rasch analysis. Paper presented at the 2005 International Council of Small Business World Conference, Washington, D. C.
- Hansen, D. J., Hills, G. E., & Lumpkin, G. T. Testing the creativity model of opportunity recognition. Paper presented at the 2005 Babson College-Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA.
- Martin, W. L., Vaughn, M., Lumpkin, G. T. Towards a clarification of “family orientation”: An integration of entrepreneurship and family business theories. Paper presented at the 2005 Babson College-Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA.
- Lichtenstein, B., Corbett, A., & Lumpkin, G. T. Spiral dynamics of entrepreneurial emergence: Generating knowledge through opportunity recognition, team formation, and new venture creation. Paper presented at the 2005 Lally/Darden/Fisher Entrepreneurship Scholars Retreat, Hocking Hills, Ohio.
- Rauch, A., Wiklund, J., Frese, M., & Lumpkin, G. T. Entrepreneurial orientation and performance: Results from two meta-analyses. Paper presented at the 2005 Australian Graduate School of Entrepreneurship International Research Exchange Conference, Melbourne, Australia.
- Hills, G.E., Singh, R., Lumpkin, G. T. & Baltrusaityte, J. 2004. Opportunity recognition: New findings and alternative search processes. Paper presented at the 2004 PSED Symposium, Clemson University, South Carolina.
- Lumpkin, G. T. Modeling the relationship of pioneering, adaptive, and imitative new entry to performance. Paper presented at the 2004 Academy of Management annual meeting, New Orleans, LA.
- Rauch, A., Wiklund, J., Lumpkin, G. T., & Frese, M. Entrepreneurial orientation and business performance: Cumulative empirical evidence. Paper presented at the 2004 Babson College-Kauffman Foundation Entrepreneurship Research Conference, Glasgow, Scotland.
- Hills, G. E., Singh, R., Lumpkin, G. T., & Baltrusaityte, J. Opportunity recognition: Examining how search formality and search processes relate to the reasons for pursuing entrepreneurship and impact firm

- founding. Paper presented at the 2004 Babson College-Kauffman Foundation Entrepreneurship Research Conference, Glasgow, Scotland.
- Lumpkin, G. T., & Dess, G. G. Value-adding strategies and Internet business models for entrepreneurial e-commerce. Paper presented at the 2004 USASBE annual meeting in Dallas, TX.
- Simon, M., Lumpkin, G. T., & Houghton, S. M. The evolving role of information processing in venture formation and success. Paper presented at the 2003 Lally/Darden Entrepreneurship Scholars Retreat, Rensselaersville, NY.
- Lichtenstein, B. B., Dooley, K. J., & Lumpkin, G. T. An Emergence Event in New Venture Creation: Measuring the Dynamics of Nascent Entrepreneurship. Paper presented at the 2003 Lally/Darden Entrepreneurship Scholars Retreat, Rensselaersville, NY.
- Lumpkin, G. T., Lichtenstein, B. B., Shrader, R. C. Organizational learning in the opportunity recognition process: Implications for enhancing internal corporate venturing. Paper presented at the 2003 Academy of Management annual meeting, Seattle, WA.
- Martin, W. L., & Lumpkin, G. T. From entrepreneurial orientation to “family orientation:” Generational differences in the management of family businesses. Paper presented at the 2003 Babson College--Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA.
- Lichtenstein, B. B., Lumpkin, G. T., & Dooley, K. J. The dynamics of organization creation: Tracking the in-depth thoughts and actions of a nascent entrepreneur. Paper presented at the 2003 Babson College--Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA.
- Lumpkin, G. T., Clouse, W., D'Intino, R., & Stoica, M. Teaching entrepreneurial e-commerce. Symposium presented at the 2002 USASBE annual meeting in Reno, NV.
- Hills, G. E., Lumpkin, G. T., Singh, R., & Decker, M. Teaching opportunity recognition. Symposium presented at the 2002 USASBE annual meeting in Reno, NV.
- Lumpkin, G. T., Shrader, R. C., & Hills, G. E. Entrepreneurial opportunity recognition: A creativity-based model. Paper presented at the 2001 Academy of Management annual meeting, Washington, D.C.
- Simon, M., Houghton, S. M., & Lumpkin, G. T. Making lemonade out of lemons: The role of strategy in managing misperceived start-ups. Paper presented at the 2001 Academy of Management annual meeting, Washington, D.C.
- Lumpkin, G. T. & Sloat, C. B. Do family firms have an entrepreneurial orientation? Paper presented at the 2001 Babson-Kauffman Entrepreneurship Research Conference, Jonkoping, Sweden.
- Stoica, M., Lumpkin, G. T., Shrader, R. C., Gundry, L., & Kickul, J. Technology Start-ups: Unique or Generic E-Models? Symposium presented at the 2001 USASBE/SBIDA annual meeting in Orlando.
- Lumpkin, G. T., & Singh, R. P. Niche portals: Internet oxymoron or brave new entrepreneurial strategy? Paper presented at the 2000 Academy of Management annual meeting, Toronto, Canada.
- Manion, M., Hills, G. E., & Lumpkin, G. T. The effects of technological innovation on the recognition of



- new venture opportunities. Paper presented at the 2000 Babson College-Kauffman Entrepreneurship Research Conference, Wellesley, MA.
- Lichtenstein, B. Y., Carter, N. M., & Lumpkin, G. T. Is new venture emergence “chaotic?” New methods for exploring the non-linear nature of nascent entrepreneurship. Paper presented at the 2000 Babson-Kauffman Entrepreneurship Research Conference, Wellesley, MA.
- Lumpkin, G. T., Shrader, R. C., & Hills, G. E. Opportunity recognition as learning: Applying three models of learning to the opportunity recognition process. Paper presented in joint symposium entitled Learning and Entrepreneurial SME Growth at the 2000 ICSB Conference, Brisbane, Australia.
- Lichtenstein, B. Y., Lumpkin, G. T., & Walton, J. T. Organizational learning in new ventures: Enhancing entrepreneurial success in the new millennium. Paper presented at the 2000 USASBE/SBIDA National Conference, San Antonio, TX.
- Singh, R., Hills, G. E., Lumpkin, G. T., Hybels, R. The entrepreneurial opportunity recognition process: Examining the role of self-perceived alertness and social networks. Paper presented at the 1999 Academy of Management annual meeting, Chicago, IL.
- Lyon, D., Lumpkin, G. T., & Dess, G. G. Enhancing research into a key strategic decision process: Three approaches to measuring entrepreneurial orientation. Paper presented at the 1999 Academy of Management annual meeting, Chicago, IL.
- Hills, G. E., Shrader, R. C., & Lumpkin, G. T. Opportunity recognition as a creative process. Paper presented at the 1999 Babson College--Kauffman Foundation Entrepreneurship Research Conference, Columbia, SC.
- Singh, R., Hills, G. E., Hybels, R., & Lumpkin, G. T. Opportunity recognition through social network characteristics of entrepreneurs. Paper presented at the 1999 Babson College--Kauffman Foundation Entrepreneurship Research Conference, Columbia, SC.
- Lumpkin, G. T., & Erdogan, B. If not entrepreneurship, can psychological characteristics predict entrepreneurial orientation? A pilot study. Paper presented at the 1999 United States Association for Small Business and Entrepreneurship annual meeting, San Diego, CA.
- Singh, R., Hills, G. E., & Lumpkin, G. T. New venture ideas and entrepreneurial opportunities: Understanding the process of opportunity recognition. Paper presented at the 1999 United States Association for Small Business and Entrepreneurship annual meeting, San Diego, CA.
- Lumpkin, G. T. Do new entrant firms have an entrepreneurial orientation? Paper presented at the 1998 Academy of Management annual meeting, San Diego, CA.
- Johannessen, J.-A., Olsen, B., & Lumpkin, G. T. Defining and measuring innovation as newness: What is new, how new, and new to whom? Paper presented at the 1998 Academy of Management annual meeting, San Diego, CA.
- Lumpkin, G. T., Shrader, R. C., & Hills, G. E. Does formal business planning enhance the performance of new ventures? Paper presented at the 1998 Babson College--Kauffman Foundation Entrepreneurship Research Conference, University of Gent, Belgium.

Lumpkin, G. T., & Dess, G. G. Does "simplicity" moderate the strategy--performance relationship? Paper presented at the 1998 Midwest Academy of Management meeting, Kansas City, MO.

Hills, G. E., & Lumpkin, G. T. Opportunity recognition research: Implications for entrepreneurship education. Paper presented at the 1997 IntEnt annual meeting, Monterrey, CA.

Dess, G. G., Lumpkin, G. T., & McGee, J. E. Linking corporate entrepreneurship to strategy, structure and process: Suggested research directions. Paper presented at the 42<sup>nd</sup> ICSB World Conference, San Francisco, CA.

Lumpkin, G. T., & Dess, G. G. Proactiveness versus competitive aggressiveness: Teasing apart key dimensions of an entrepreneurial orientation. Paper presented at the 1997 Babson Entrepreneurship Research Conference, Babson Park, MA.

Hills, G. E., Lumpkin, G. T., & Singh, R. P. Opportunity Recognition: Perceptions and behaviors of entrepreneurs. Paper presented at the 1997 Babson Entrepreneurship Conference, Babson Park, MA.

Dess, G. G., & Lumpkin, G. T. Beyond normative ideals: Does entrepreneurial orientation lead to performance? Paper presented at the 1996 Strategic Management Society meeting, Phoenix, AZ.

Dess, G. G., Lumpkin, G. T., Van de Ven, A. H., & Venkataraman, S. Entrepreneurial processes: Substantive and methodological considerations. Joint symposium presented at the 1996 Academy of Management annual meeting, Cincinnati, OH.

Lumpkin, G. T. Organizational goals: An organizational culture perspective. Paper presented at the 1995 Southern Management Association annual meeting, Orlando, FL.

Lumpkin, G. T., & Dess, G. G. "Simplicity" as a moderator of the strategy--performance relationship: An exploratory field study. Paper presented at the 1995 Academy of Management annual meeting, Vancouver, BC.

Lumpkin, G. T., & Dess, G. G. Stage of development as a moderator of the "simplicity"--performance relationship: An exploratory field study. Paper presented at the 1994 Academy of Management annual meeting, Dallas, TX.

Lumpkin, G. T. Toward an organizational culture based typology of organizational goals. Paper presented at the 1993 Texas Conference on Organizations, Lago Vista, TX.

Lumpkin, G. T. Weick's concept of enactment: Combining managerial cognitions with organizational learning. Paper presented at the 1993 Southwest Academy of Management meeting, New Orleans.

## **TEACHING EXPERIENCE**

2009 – present

Chris J. Witting Chair of Entrepreneurship  
Syracuse University  
Social Entrepreneurship in Action (EEE 440)

- Social Entrepreneurship (EEE 640)  
 Foundations of Entrepreneurship (EEE 620)  
 Seminar in Social Entrepreneurship (EEE 900)  
 Foundations of Entrepreneurship Research (EEE 930)
- 2006 - 2009                      Hance Chair and Professor of Entrepreneurship  
 Texas Tech University  
 Advanced Strategic Management (MGT 6395)  
 Colloquium in Management Research (MGT 6380)  
 Entrepreneurship for Non-Profit Organizations (BA 7000)  
 Educational Entrepreneurship (EDLD 5001)  
 ENT I: New Venture Creation (MGT 3375)
- 2005                                -            Visiting Professor of Management and Entrepreneurship  
 Queensland University of Technology, Brisbane, QLD, Australia  
 Internet Business Models & Strategy (GSN445)
- 1996 - 2006                      -            Associate Professor of Management and Entrepreneurship  
 University of Illinois at Chicago  
 Internet Business Models & Strategy (MBA 590)  
 Entrepreneurial E-Commerce (MGMT/MKTG 558)  
 Entrepreneurship (MGMT/MKTG 502; MBA 510)  
 Entrepreneurship: New Venture Formation (MGMT/MKTG 555)  
 Competitive Strategy (MGMT 495)  
 Administrative Structure & Organizational Design (MGMT 581)
- 1995 - 1996                      -            Assistant Professor of Management  
 Northeastern State University, Tahlequah, Oklahoma  
 Strategic Management II (MGMT 5863)  
 Business Policy (MGMT 4213)  
 Principles of Management (MGMT 3183)
- 1995                                -            Interim Director of the Small Business Institute  
 University of Texas at Arlington  
 Entrepreneurship & Enterprise Development (BUSA 5332)  
 Small Business Analysis & Administration (BUSA 4338)
- 1991 to 1994                      -            Instructor and Research Assistant  
 University of Texas at Arlington  
 Business Policy & Administration (BUSA 4322)  
 Management Theory and Practice (MANA 3319)
- 1988 to 1990                      -            Instructor  
 New River Community College, Dublin, Virginia  
 Principles of Management  
 Ethical Issues in Management

## **WORK EXPERIENCE**

### Director, Lumpkin & Associates, Consultants

Floyd, Virginia 1988 to 1992

Owner/operator of business consulting firm with emphasis on small businesses and business start-ups. Primary activities included preparing business plans and financing proposals, cash flow analysis and budgeting, developing and implementing financial strategies and controls, market analysis and planning, writing and implementing personnel policies and procedures, and designing and implementing accounting and record keeping systems. Also taught business planning and small business management workshops.

### Treasurer & Business Manager, FAEC, Ltd.

Floyd, Virginia 1985 to 1989

Directed overall corporate financial activity of ethanol manufacturer with forty employees and \$6 million in annual sales. Responsibilities included analyzing and planning new business opportunities, performing all treasury functions, maintaining relations with bankers, attorneys and public accountants, administering annual budget process and supervising the preparation of financial statements, activity reports and Federal and State tax and production reports.

### Assistant Treasurer, City of Fairfax

Fairfax, Virginia 1980 to 1984

Supervised revenue collection, forecasted expenses, managed investments and disbursements, prepared daily activity reports and annual State and City budgets. Developed new accounting and cash management procedures for \$23 million budget to achieve greater internal control and optimal interest earnings. Supervised accounting staff and cashiers and worked with the public.

### General Contractor, TLC Home Improvements

Falls Church, Virginia 1978-1980

Owner/operator of a home improvements business that marketed primarily to realtors who were assisting home owners in preparing their properties for sale. Provided handyman services including kitchen and bathroom upgrades, drywall repair and painting, insulation, cleaning, lawn care, and minor repairs.

## **ACADEMIC SERVICE**

### EDITORIAL

Guest Editor, (forthcoming), Special Issue of *Journal of Management Studies* on Sustainability, Ethics, and Entrepreneurship

Guest Editor, (forthcoming), Special Issue of *Family Business Review* - 1<sup>st</sup> Review Issue

Co-Editor, 2011-present, *Strategic Entrepreneurship Journal*

Member, 2009-2011, Editorial Review Board, *Strategic Entrepreneurship Journal*

Guest Editor, 2011, Special Issue of *Strategic Entrepreneurship Journal* on Strategic Entrepreneurship in Family Business

Guest Editor, 2011, Special Issue of *Entrepreneurship Theory and Practice* on Entrepreneurial Orientation

Member, 2010-2013, Editorial Review Board, *Academy of Management Journal*

Member, 2008-2011, Babson College Research Conference Board of Reviewers

Member, 2014-present, Editorial Review Board, *Group and Organization Management*

Member, 2008-present, Editorial Review Board, *Family Business Review*

Member, 2003-present, Editorial Review Board, *Journal of Business Venturing*

Member, 2002-present, Editorial Review Board, *Entrepreneurship Theory & Practice*

Member, 2005-present, Editorial Review Board, *Journal of Leadership and Organizational Studies*

Ad hoc Reviewer, 2007-2008, *Strategic Entrepreneurship Journal*

Ad hoc Reviewer, 2006-2007, *Family Business Review*

Ad hoc Reviewer, 2005, *Journal of Small Business Management*

Ad hoc Reviewer, 2005, *Journal of International Business Studies*

Ad hoc Reviewer, 2004-2006, 2008, *Journal of Management Studies*

Ad hoc Reviewer, 1998-2003, *Journal of Business Venturing*

Ad hoc Reviewer, 1997-2005, *Academy of Management Review*

Ad hoc Reviewer, 1997-2002, *Entrepreneurship Theory & Practice*

Ad hoc Reviewer, 1995-2008, *Academy of Management Journal*

Ad hoc Reviewer, 1997, 2001-2004, *Journal of Management*

Ad hoc Reviewer, 2000, *Strategic Management Journal*

Ad hoc Reviewer, 1995, *Journal of Management Inquiry*

Ad hoc Reviewer, 1994, *Organization Science*

Reviewer, 1995-2008, Academy of Management annual meeting, Entrepreneurship Division

Reviewer, 1994, 2003, Academy of Management annual meeting, Business Policy & Strategy Division

External Reviewer, 1999, Utah State University entrepreneurship research proposal

## PROFESSIONAL SERVICE

Member, Advisory Board, 2013-present, *Family Business Review*

Member, Board of Directors, 2013-present, Collegiate Entrepreneurs Organization (CEO)

Member, Best Paper Award Selection Committee, 2011, *Family Business Review*

Chair, Awards Committee, 2009-2011, Academy of Management, Entrepreneurship Division

Participant, 2011 Academy of Management, Entrepreneurship Division Doctoral Consortium

Participant, 2009, 2011 Babson College Entrepreneurship Research Conference Doctoral Consortium

Representative-at-Large, 2006-2009, Academy of Management, Entrepreneurship Division

Co-Chair, Doctoral Consortium, 2004-2006, Academy of Management, Entrepreneurship Division

Heizer Dissertation Award Judge, 2005, Academy of Management, Entrepreneurship Division

Participant, 2004 Academy of Management Entrepreneurship Division Doctoral Consortium

Midwest Regional Liaison, 1997-2002, Academy of Management, Entrepreneurship Division

## UNIVERSITY SERVICE

Faculty Advisor, 2013-present, Syracuse University chapter of Nourish International

Member, Selection Committee, 2014 Chancellor's Award for Public Engagement & Scholarship (CAPES), Syracuse University

Department Head, 2012-2014, Entrepreneurship & Emerging Enterprises Department, Whitman School of Management, Syracuse University

Member (elected), Promotion & Tenure Committee, 2011-2014, Whitman School of Management, Syracuse University

Vice Chair, 2012-2013, Dean's Search Committee, Whitman School of Management, Syracuse University

Chair, 2012-2013, Sustainability & Entrepreneurship position Search Committee, Syracuse University

Chair, 2011-2012, Bantle Chair Search Committee, Syracuse University

Member, 2009-2012, Falcone Real Estate Chair Search Committee, Syracuse University

Member, 2010-2012, Teaching Committee, Syracuse University

PhD Advisor and Chair, Doctoral Committee, 2006-2009, Texas Tech University, Area of Management

Member, Coordinating Council (Executive Advisory Committee), 2006-2009, Texas Tech University, Area of Management

Member, Promotion & Tenure Committee, 2006-2009, Texas Tech University, Rawls College of Business (elected)

Member, 2000-2006, Advisory Committee, UIC Department of Managerial Studies (elected)

Member, 2002-2005 UIC MBA Professional Development Programs (PDP) Oversight Committee

Member, 1999-2002 E-Commerce Advisory Committee, UIC Professional Development Programs

Member, 1999-2001, MBA Program Task Force, UIC College of Business Administration

Member, 1997, Search Committee, UIC Department of Managerial Studies

#### DISSERTATION COMMITTEES

Jerrid Kalakay, 2014-present, External member (Antioch University)

Mirza Tihic, 2013-present, member

Lee P. Murphy, 2013-2014, External member (Benedictine University)

Robert S. Nason, 2013-2014, member

Miles Zachary, 2013-2014, External member (Texas Tech University)

David Gras, 2012-2013, Chair

Patrice Perry-Rivers, 2011-2013, External member (Rutgers University)

Shoko Kato, 2010-2013, member

Sharon Simmons, 2011-2012, member

Verona Edmond, 2009-2011, Chair

Abby Wang, 2009-2011, Co-Chair

David Brannon, 2009-2011, member

Dan Hsu, 2009-2011, member

Andy Yu, 2008-2009, Chair

Adam Bailey, 2008-2009, Member

Wei Chen, 2008-2009, Member

Aldo van Weezel, 2007-2009, External member, (Jönköping International Business School, Sweden)

Jeff Stambaugh, 2007-2008, Chair

Frank La Pira, 2007-2008, External dissertation reviewer, (Swinburne University, Australia)

Anjali Chaudhry, 2006-2007, Member

David Hansen, 2004-2007, Co-Chair

Matthew Marvel, 2004-2006, External member (University of Illinois, Urbana-Champaign)

Hao Zhao, 2004-2006, Member

Jurgita Baltrusaityte, 2005-2006, Member

Denis Gregoire, 2004-2005, External member (University of Colorado, Boulder)

Patrick Murphy, 2002-2004, Member

Monica Gavino, 2002-2004, Member

Peter Thompson, 1999-2003, Co-Chair

Andrew Corbett, 2001-2002, External member (University of Colorado, Boulder)

Berrin Erdogan, 2000-2002, Member

Mike Manion, 1999-2001, Member

Ikechi Ekeledo, 1998-2000, Member

Robert Singh, 1997-1999, Member

Maria Kraimer, 1997-1999, Member

Chris Leeds, 1997-1999, Member

## **PROFESSIONAL AFFILIATIONS**

Academy of Management (BPS, ENT, OMT, SIM, ONE Divisions)

Strategic Management Society (SMS)

United States Association of Small Business & Entrepreneurship (USASBE)



Southern Management Association (SMA)

## **HONORS AND SCHOLARSHIPS**

2013, 2014 recipient of Distinguished Reviewer Award from the Entrepreneurship Division of the Academy of Management

2013 recipient of Family Firm Institute Best Article Published in 2012 in *Family Business Review* - Honorable Mention

2012 Recipient of Family Owned Business Institute Research Scholars Award

Named Riata Distinguished Entrepreneurship Scholar by Oklahoma State University School of Entrepreneurship, November 2011.

2011 recipient of Distinguished Scholar Award, Entrepreneurship & Emerging Enterprises Department, Whitman School of Management, Syracuse University.

2010 recipient of Family Firm Institute Best Article Published in 2009 in *Family Business Review* Award

2009 recipient of the IDEA Awards Foundational Paper Award from the Entrepreneurship Division of the Academy of Management for a “classic and highly influential contribution to entrepreneurship research that serves as a legacy for scholarly work in the field” for the paper “Clarifying the Entrepreneurial Orientation Construct and Linking it to Performance,” published in 1996 with Gregory G. Dess.

2009 recipient of the Jack A. Dinos/Cox Family Enterprise Center Best Family Business Paper Award with A. Yu, K. Brigham, and R. Sorensen.

Inducted into 21<sup>st</sup> Century Entrepreneurship Research Fellows in 2008 (by the Global Consortium of Entrepreneurship Centers)

2008 Recipient of Family Owned Business Institute Research Scholars Award

2007 Recipient of Best Reviewer Award, IFERA Conference

2006 Recipient of JSBM/Office Depot Best Small Business Paper Award

Participant, 2005, 2003, 2002, 1999, Lally/Darden Entrepreneurship Research Scholars Retreat

2003 Recipient of Raymond Family Business Institute Best Paper Award

2000 Recipient of Best Reviewer Award, Entrepreneurship Division, Academy of Management

1998, 1999, 2000 Recipient of Coleman Foundation USASBE New Faculty Scholarship

1998 Recipient of UIC Campus Research Board research grant

1997 Recipient of UIC College of Business Administration Venture 2000 grant

1995 Recipient of the Ewing Marion Kauffman Foundation, Center for Entrepreneurial Leadership, Inc.  
Ph.D. Dissertation Fellowship

1995 Recipient of Ph.D. Student Research Award, University of Texas at Arlington

1992, 1993 Recipient of John Deane Stanley Scholarship

1985 President of Fairfax Jaycees, Fairfax, Virginia

1973-1978 Recipient of George F. Baker Scholarship

1973-1974 Senior Fellow in Philosophy, Hampden-Sydney College in Virginia

Inducted into Omicron Delta Kappa Honorary Leadership Society in 1973

Inducted into Pi Delta Epsilon Honorary Journalism Society in 1973