

DAVID J. HANSEN

Department of Management and Marketing
School of Business
College of Charleston
5 Liberty Street
Charleston, SC 29401
hansend@cofc.edu

EDUCATION

University of Illinois at Chicago

Ph.D. Business Administration (2007)

Dissertation: “*Using the Creativity Model of Opportunity Recognition to Understand the Front End of Product Innovation*”

Co-Chairs: G. Thomas Lumpkin and Albert L. Page

M.A. Economics (2002)

B.A. Economics (1999)

University of Maryland, University College

A.A. Business (1994)

Community College of the Air Force

A.A.S. Food Service and Lodging (1993)

Additional Training

Certificate in Teaching Entrepreneurship with the UN SDGs, May 7-9, 2020, International Council of Small Business (ICSB)

Certificate in Social Entrepreneurship, January 2019, International Council of Small Business (ICSB)/US Association of Small Business and Entrepreneurship (USASBE)

Distance Education Readiness Course, Fall 2016, College of Charleston

Safe Zone Ally 101 training, 9 February, 2015, College of Charleston

Business Model Canvas Master Class, 11-12 June, 2014, Boston, MA

ACADEMIC POSITIONS

College of Charleston, Charleston, SC

Associate Professor of Entrepreneurship, 2012 – present

Interim Department Chair, 2012

Assistant Professor of Entrepreneurship, 2007 – 2012

Instructor, 2006 – 2007

University of Illinois at Chicago, Chicago, IL

Instructor, 2005

Research Assistant, Institute for Entrepreneurial Studies, 2001 – 2006

Current as May 2020

Teaching Assistant, Marketing and Management, 1999 – 2002

Teaching Assistant, Economics, 1999 – 2000

TEACHING EXPERIENCE

College of Charleston, Charleston, SC

Courses taught:

- New Venture Modeling/Principles of Entrepreneurship (ENTR 320) – 44 sections/26 semesters
- Ecopreneurship (ENTR 407, MGMT 360, EVSS 695) – 11 sections/11 semesters
- ICAT (interdisciplinary course for creating a tech startup) – 1 section
- Social Entrepreneurship (ENTR 406, PUBA 502) – 5 sections/ 5 semesters
- Marketing Concepts (MKTG 302) – 3 sections/3 semesters
- New Venture Planning (ENTR 321) – 1 section
- Management and Organizational Behavior (MGMT 301) – 4 sections/4 semesters
- Sustainable Business Venturing (MGMT 360) – 1 section
- Creativity in Business (MGMT 360) – 1 section
- Creation of New Business Enterprises (MGMT 319) – 3 sections/2 semesters

Bachelor's essay supervision (MGMT 499/HONS 499):

- Shelby Harris (Fall 2017 – Spring 2018), *How Do Visual Aid Affect Waste Diversion?*
- Alison Harbeck (Fall 2012 – Spring 2013), *Arts Entrepreneurship*
- Sarah Lauren Gantt (Fall 2011 – Spring 2012), *The Potential for Entrepreneurial Action in the Wind Energy Industry of South Carolina*
- Melanie Carrier (Fall 2011 – Spring 2012), *A Cross-National Comparison of Eco-Friendly Energy Bar Start-Ups: US and Argentina*
- Ian Amundson (Spring 2010), *A Case Comparison of Algae-Based Biodiesel Start-ups*
- Max Cobb (Spring 2010), *State of Green Business 2010: Charleston, SC*
- Leslie McMurchie (Fall 2009 – Spring 2010), *The Evolving Outlook of Sustainable Entrepreneurs*
- William Weber (Fall 2008 – Spring 2009), *The Sustainable Furnishings Council: A Case Study of Moving an Industry towards Sustainability*

Independent study supervision – undergraduate students (MGMT 420):

- Davis Bratton (Spring 2019), looking at ways to get unused prepared food to people in need
- Carroll “Tripp” Jacobs (Fall 2016), *Addressing the Food Desert with Social Entrepreneurship*
- Kristen “Cricket” Wise (Fall 2011), *Ecopreneurship in Outdoor Rec*
- Virginia Sidney Williams (Fall 2011), *Entrepreneurial Marketing in Eco-Fashion*
- Ian Amundson (Fall 2009), *The Development of an Ecopreneurial Idea*
- Max Cobb (Fall 2009), *The Development of an Ecopreneurial Idea*

Independent study supervision – graduate students (EVSS 693):

- Chris Moore, *Developing the Business Case for Sustainability*, Spring 2011

- Nikki Seibert, *Sustainable Business Venturing*, Fall 2008

Master's Thesis Committee Member (Masters of Environmental Studies)

- Chelsea Woodruff, *Assessment of Willingness to Pay for Coral-Safe Sunscreens*, 2018
- Rachel Wiser, *Willingness to Pay for Wedding Flowers*, 2017-2018 (Committee Chair) – won second place in 2018 Graduate Student Research Poster Session
- Alex Pasquini, *Modeling an Oyster Recycling Business for Coastal South Carolina*, 2016-present
- Megan Shiverdecker, *Testing Different Business Models for Municipal Food Waste Collection*, 2015-16
- Carmen Ketron, *Testing Different Business Models for Marketing Produce Grown on Campus Farm*, 2015-16

Courses developed and added to the catalog:

- MBAD 505: Creativity and Innovation
- ENTR 407: Ecopreneurship
- ENTR 320: New Venture Modeling

Other curriculum development

- Special topics course: Gender and Entrepreneurship (June 2020)
- Further course revisions to entrepreneurship classes to expand the opportunity for students around campus to take the courses (2016-7)
- Organized the overhaul of the entrepreneurship program, including the new introductory course ENTR 200: Entrepreneurship Theory and Practice (2013-4)
- Instrumental in development and passing of a new minor in Entrepreneurship, largely geared towards students outside of the School of Business (2012-3)
- Special topics course: Creativity in Business (May 2008)

Guest Lectures/Panels:

“Preparing to Participate in the Changemaker Challenge”, College of Charleston, multiple dates, Fall 2019

Organizer of and opening speaker at a panel on Women of Color Entrepreneurs, College of Charleston, October 22, 2019

“Changemaker Challenge”, panel member at the Changemaker Challenge Lunch n’ Learn hosted by the Office of Institutional Diversity, College of Charleston, October 8, 2019

“Changemaker Challenge” workshops, multiple dates, Spring and Fall 2019

“How to Know the Right Business to Start,” Panel, Electronic Frontiers Forum, Dragon Con, Atlanta, September 1, 2018.

“Adventures in Specs Grading,” TLT Con, College of Charleston, March 20, 2018.

“Flipped Class: Lessons Learned,” TLT Con, College of Charleston, March 20, 2018.

“Creativity, Systems Thinking and Sustainability: Lifelong Career Preparation at CofC,” SC Association of Colleges and Employers Drive-in Event, Lowcountry Graduate Center, October 23, 2017.

“Funding Tech Startups,” Panel, Electronic Frontiers Forum, Dragon Con, Atlanta, September 1, 2017.

“Overview of CofC’s Quality Enhancement Plan,” SACSCOC site visit, College of Charleston, Charleston, SC, March 28, 2017.

“Legal Issues of Kickstarter and Crowdfunding,” Panel, Electronic Frontiers Forum, Dragon Con, Atlanta, September 3, 2016.

“Finding Value in Waste,” professional development session for Alpha Kappa Psi, College of Charleston, Charleston, SC, January 22, 2014.

“Business Plans,” College of Charleston Sustainability Office staff and interns, June 20, 2013.

“Overview of Ecopreneurship”, 2009 Interdisciplinary Creative Exchange, a freshman honors course with a theme of “It’s Not Easy Being Green: Shades of the Modern Environmental Movement,” College of Charleston, Charleston, SC, October 26, 2009.

“Funding Your Green Business: The Entrepreneurial Perspective,” Panel, Charleston Green Fair, Green Business Expo, Charleston, SC, September 25, 2009.

“Entrepreneurship and Marketing: Market Opportunities,” 2008 YESCarolina Advanced Teacher Training, College of Charleston, Charleston, SC, July 19, 2008.

University of Illinois at Chicago, Chicago, IL

Courses taught:

- Introduction to Marketing (MKTG 360)
- Introduction to Entrepreneurship (ENTR 310)

Teaching Assistant:

- Introduction to Marketing (MKTG 360)
- Introduction to Organizations (MGMT 340)
- Business and Its External Environment (MGMT 350)

Discussion Session Instructor:

- Principles of Economics for Business (ECON 130)

RESEARCH

RESEARCH INTERESTS

Primary research streams involve developing and testing process models of opportunity, particularly the conception and development of new product and business ideas. I draw heavily from research in creativity. Additionally, with colleagues, I look at the way opportunity and opportunity-related processes are conceptually and operationally defined.

My secondary research area involves the marketing and entrepreneurship interface. In particular, I am interested in researching application of the Customer Development process and the Business Model Canvas.

I have recently started a new track of research focused on transgender entrepreneurs, which is part of a larger interest in social entrepreneurship.

PEER-REFEREED JOURNAL ARTICLES

David J. Hansen, Deacon, Jonathan, Vince Pascal and Zubin Sethna (2020) “The Future is in the Past: A Framework for the Marketing-Entrepreneurship Interface (MEI),” *Journal of Business Research*, 113 (May), pp. 198-208.

Hansen, David J., Javier Monllor and Rodney Shrader (2016), “Identifying What Scholars are Really Examining: An Integrated Model of Entrepreneurial Opportunity,” *International Journal of Entrepreneurship and Innovation*, 17 (4), pp. 240-255.

Whalen, Peter, Can Uslay, Vincent Pascal, Glenn Omura, Chick Kasouf, Rosalind Jones, Claes Hultman, Gerald E. Hills, **David J. Hansen**, Audrey Gilmore, Joseph Giglierano, Fabian Eggers, and Jonathan Deacon (2016) “The Anatomy of Competitive Advantage: Towards a Contingency Theory of Entrepreneurial Marketing,” *Journal of Strategic Marketing*, 24 (1), pp. 5-19. <http://dx.doi.org/10.1080/0965254X.2015.1035036>

Hansen, David J., Javier Monllor and Leslie McMurchie (2012) “Opportunity Development: An Exploratory Study of Ecopreneurs Using a Creativity Perspective,” *Journal of Research in Marketing and Entrepreneurship*, 14 (1), pp. 27-39. This is an outcome of the work started by Leslie as a Bachelor’s Essay.

Eggers, Fabian, **David J. Hansen** and Amy E. Davis (2012), “Examining the Relationship between Customer and Entrepreneurial Orientation on Nascent Firms’ Marketing Strategy,” *International Entrepreneurship and Management Journal*, 8 (2), pp. 203-222.

Hansen, David J., G. Thomas Lumpkin and Gerald E. Hills (2011), “A Multidimensional Examination of a Creativity-Based Opportunity Recognition Model,” *International Journal of Entrepreneurial Behaviour & Research*, 17 (5), pp. 515-533.

Hansen, David J., Rodney C. Shrader and Javier Monllor (2011), “Defragmenting Definitions of Entrepreneurial Opportunity,” *Journal of Small Business Management*, 49 (2), pp. 283-304.

Hansen, David J. and Fabian Eggers (2010), “The Marketing/Entrepreneurship Interface: A Report on the ‘Charleston Summit,’” Journal of Research in Marketing and Entrepreneurship, 12 (1), pp. 42-53.

Teach, Richard D., Morgan P. Miles and **David J. Hansen** (2007), “Academic Career Opportunities in Entrepreneurial Marketing: Revisiting Teach & Miles (1997),” Journal of Entrepreneurship Education, 10, pp. 85-100.

Hills, Gerald E., **David J. Hansen** and Claes Hultman (2005), “A Value Creation View of Opportunity Recognition Processes,” International Journal of Entrepreneurship and Small Business, 2 (4), pp. 404-417.

Hansen, David J. and Gerald E. Hills (2004), “Industry Differences in Opportunity Recognition,” Journal of Research in Marketing and Entrepreneurship, 6 (1), pp. 18-32.

PEER-REFEREED BOOK CHAPTERS

Krueger, Norris, **David J. Hansen**, Theresa Michl and Dianne H.B. Welsh (2011) “Thinking ‘Sustainably’: The Role of Intentions, Cognitions, and Emotions in Understanding New Domains of Entrepreneurship,” in Advances in Entrepreneurship, Firm Emergence and Growth, 13, G. Thomas Lumpkin and Jerome Katz (Eds.), pp. 275-309.

Hansen, David J., Rodney Shrader and Javier Monllor (2009), “Composite Definitions of Entrepreneurial Opportunity and their Operationalizations: Towards a Typology,” in Frontiers of Entrepreneurship Research 2009, Andrew Zacharakis, Sharon Alvarez, Melissa S. Cardon, Julio O. De Castro, Frederic Delmar, Evan Douglas, Donna Kelley, Jill Kickul, Hans Landstrom, G. Thomas Lumpkin, Lou Marino, Markk Maula (Eds.), Wellesley, MA: Babson College, Vol. 29, pp. 601-616.

Hansen, David J. and G. Thomas Lumpkin (2009), “Testing and Refining a Creativity-Based Model of Opportunity Recognition,” in Frontiers of Entrepreneurship Research 2009, Andrew Zacharakis, Sharon Alvarez, Melissa S. Cardon, Julio O. De Castro, Frederic Delmar, Evan Douglas, Donna Kelley, Jill Kickul, Hans Landstrom, G. Thomas Lumpkin, Lou Marino, Markk Maula (Eds.), Wellesley, MA: Babson College, Vol. 29, pp. 617-632.

OTHER PUBLICATIONS

Hansen, David J., Joe Giglierano and Peter Whalen (2018) “Introduction to the Special Issue: The Business Model Canvas and Customer Development,” Journal of Research in Marketing and Entrepreneurship.

Hansen, David J. (2012) “Opportunity Development,” in the Encyclopedia of New Venture Management, Matthew Marvel and Geoffrey Golson (Eds.), Sage.

Hansen, David J. and Javier Monllor (2012) “Creativity and Opportunities,” in the Encyclopedia of New Venture Management, Matthew Marvel and Geoffrey Golson (Eds.), Sage.

Hansen, David J. (2010) “Summary of the 2010 Research Symposium on Marketing and Entrepreneurship,” Journal of Research in Marketing and Entrepreneurship, 12 (2), pp. 168 – 170.

WORKS IN PROGRESS

Hansen, David J., and Rachel McKinnon “A Transatlantic Exploration into Transgender Entrepreneurship.” Currently in the beginning of data collection.

CONFERENCE PRESENTATIONS

Hansen, David J., Zubin Sethna and Rachel McKinnon “A Transatlantic Exploration into Transgender Entrepreneurship,” presented at the 2018 Global Research Symposium on Marketing and Entrepreneurship, Boston, MA, August 9, 2018.

Hansen, David J., Vince Pascal and Jonathan Deacon, “You Asked for It: Beginning of the Natural Selection Process for Marketing-Entrepreneurship Interface Frameworks,” presented at the 2017 Global Research Symposium on Marketing and Entrepreneurship, San Francisco, CA, August 9, 2017.

Hansen, David J., Javier Monllor and Rodney Shrader, “Advancing Research on Entrepreneurial Opportunity,” presented at the 2014 Global Research Symposium on Marketing and Entrepreneurship, Santa Cruz, CA, July 31, 2014.

Hansen, David J. and Diane Sullivan, “Extending Research in Opportunity Recognition: Assessing Divergent Thinking, Evaluation and Elaboration Abilities,” presented at the 2012 Babson College Entrepreneurship Research Conference in Ft. Worth, Texas

Hansen, David J., Rodney Shrader and Javier Monllor, “An Inventory of Conceptual and Operational Definitions related to Entrepreneurial Opportunity,” presented at the 2011 Academy of Management meeting in San Antonio, Texas.

Hansen, David J., Javier Monllor and Leslie McMurchie “Opportunity Development: An Exploratory Study of Ecopreneurs Using a Creativity Perspective,” presented at the 2011 Research Symposium on Marketing and Entrepreneurship, Rio de Janeiro, Brazil.

- Schirr, Gary and **David J. Hansen**, “Entrepreneurship and NPD Research: Opportunity for Cross-Fertilization,” presented at the 2010 Annual Global Conference on Product Innovation Management’s Research Forum (Product Development & Management Association), Orlando, FL.
- Hansen, David J.** and Fabian Eggers, “Keywords in Marketing and Entrepreneurship Journals,” presented at the 2010 Marketing and Entrepreneurship Interface Summit, Charleston, SC.
- Hansen, David J.**, Rodney Shrader and Javier Monllor, “Conceptually and Empirically Defining Entrepreneurial Opportunity,” presented at the 2009 UIC Research Symposium on Marketing and Entrepreneurship, Chicago, IL.
- Hansen, David J.** and G. Thomas Lumpkin, “Testing and Refining a Creativity-Based Model of Opportunity Recognition,” presented at the 2009 Babson College Entrepreneurship Research Conference, Babson College, Wellesley, MA.
- Hansen, David J.**, Rodney Shrader and Javier Monllor, “Composite Definitions of Entrepreneurial Opportunity and their Operationalizations: Towards a Typology,” presented at the 2009 Babson College Entrepreneurship Research Conference, Babson College, Wellesley, MA.
- Hansen, David J.**, Amy E. Davis and Kelly G. Shaver, “Marketing Strategy in Nascent Firms: An Examination of the Panel Study of Entrepreneurial Dynamics,” presented at the 2008 UIC Research Symposium on Marketing and Entrepreneurship, Stockholm, Sweden.
- Hansen, David J.**, G. Thomas Lumpkin and Albert Page, “Linking Entrepreneurial Opportunity Recognition with the Front End of Product Innovation,” presented at the 2007 UIC Research Symposium on Marketing and Entrepreneurship, Washington, D.C.
- Hansen, David J.** and Rodney Shrader, “Opportunity: An 11-Letter Word,” presented at the 2007 Babson College Entrepreneurship Research Conference, Madrid, Spain.
- Monllor, Javier, **David J. Hansen**, Diane Sullivan and Kelly G. Shaver, “Regulatory Focus, Opportunity Recognition and Creativity: An Experimental Investigation,” presented at the 2007 Babson College Entrepreneurship Research Conference, Madrid, Spain.
- Schirr, Gary and **David J. Hansen**, “Entrepreneurship and NPD Research: Opportunity for Cross-Fertilization,” presented at the 20th Anniversary UIC Research Symposium on Marketing and Entrepreneurship, Chicago, IL.
- Teach, Richard D., Morgan P. Miles and **David J. Hansen**, “Perceptions of Entrepreneurship at the Marketing Interface,” presented at the 20th Anniversary UIC Research Symposium on Marketing and Entrepreneurship, Chicago, IL.
- Shrader, Rodney, Prajya Vidhyarthi, Gerald E. Hills and **David J. Hansen**, “TMT-Strategy Fit and the Performance of High Potential New Ventures,” presented at the 2006 Babson College Entrepreneurship Research Conference, Bloomington, IN.

Hills, Gerald E., Claes Hultman, **David J. Hansen** and Javier Monllor, “The Marketing/Entrepreneurship Interface: Revisited and Future Directions,” presented at the 2005 Entrepreneurship-Innovation-Marketing Interface Symposium, Karlsruhe, Germany.

Shrader, Rodney, Gerald E. Hills, G. Thomas Lumpkin and **David J. Hansen**, “Formal New Venture Planning: Time Well Spent?” presented at the 2005 UIC Research Symposium on Marketing and Entrepreneurship, San Francisco, CA.

Hansen, David J., Gerald E. Hills and G. Thomas Lumpkin, “Testing the Creativity Model of Opportunity Recognition,” presented at the 2005 Babson Kauffman Entrepreneurship Research Conference, Wellesley, MA.

Hansen, David J. “Creativity, Entrepreneurial Opportunity Recognition and the Front End of Product Innovation,” presented at the 2005 Winter AMA Marketing Educators’ Conference, San Antonio, TX.

Hansen, David J. and Rodney Shrader, “An Examination of the Antecedents of Born Globals,” presented at the Fourth Biennial McGill Conference on International Entrepreneurship, 2004, Montreal, Canada.

Hansen, David J., G. Thomas Lumpkin and Gerald E. Hills, “Testing the Creativity Model of Opportunity Recognition,” presented at the 2004 UIC Research Symposium on Marketing and Entrepreneurship, Metz, France.

Hills, Gerald E., Claes Hultman and **David J. Hansen**, “Opportunity Recognition Processes: A Qualitative Study,” presented at the 2004 Babson Kauffman Entrepreneurship Research Conference, Glasgow, Scotland.

Hansen, David J. and Gerald E. Hills, “Opportunity Recognition: Differences between Goods and Services Entrepreneurs,” presented at the 2003 UIC Research Symposium on Marketing and Entrepreneurship, Chicago, IL.

Baltrusaityte, Jurgita, Gerald E. Hills and **David J. Hansen**, “An Exploratory Study of Entrepreneurial Network Marketing Services Companies,” presented at the 2003 UIC Research Symposium on Marketing and Entrepreneurship, Chicago, IL.

CONFERENCE PANELS AND WORKSHOPS

2015 Global Research Symposium on Marketing and Entrepreneurship, *organized and chaired* a special half-day research paper session on Customer Development and the Business Model Canvas, Chicago, IL, August 14, 2015.

2014 Global Research Symposium on Marketing and Entrepreneurship, *organized and co-chaired panel session and workshop* “The Business Model Canvas and the Marketing/Entrepreneurship Interface” with Joe Giglierano (San Jose State University) and Peter S. Whalen (University of Denver) in Santa Cruz, CA, July 31, 2014.

2010 Research Symposium on Marketing and Entrepreneurship, *organized and co-chaired panel session and workshop* “The Marketing/Entrepreneurship Interface – Past and Future Research” with Claes Hultman (co-chair, Örebro University), Jonathan Deacon (University of Wales, Newport), Fabian Eggers (San Jose State University), Gerry Hills (Bradley University), Chick Kasouf (Worcester Polytechnic University), Glenn Omura (Michigan State University), Richard Teach (Georgia Tech), Can Usly (Chapman University). Boston, MA

2010 Marketing and Entrepreneurship Interface Summit, *primary organizer and facilitator*, held at the College of Charleston, attended by leading scholars in the marketing/entrepreneurship interface: David Carson (former editor of European Journal of Marketing, co-founding editor of Journal of Research in Marketing and Entrepreneurship), Fabian Eggers, Claes Hultman, Morgan Miles (co-founding editor of Marketing Theory and Practice), Jim Randall (co-founding editor of Marketing Theory and Practice) and Robert Schwartz (former editor of the Journal of Research in Marketing and Entrepreneurship). Charleston, SC

2009 Academy of Management, *panel member* in PDW “Teaching Social and Sustainable Entrepreneurship” with William Schulte (chair), Norris Krueger (distinguished speaker) and panelists Mellani Day, Jill Kickul, Sophie Bacq, and Dianne Welsh. Chicago, IL.

2009 UIC Research Symposium on Marketing and Entrepreneurship, *panel member* for “Marketing/Entrepreneurship Research Directions” with Claes Hultman (chair), Morgan Miles, Minet Schindehutte, Robert Singh and Richard Teach. Chicago, IL.

2008 Academy of Management, *moderator* for PDW “Funding for the Questions We Ask” with Susan Anderson, Amy E. Davis, Dan Forbes, Jimmy Hill and Kelly G. Shaver. Anaheim, CA.

2005 UIC Research Symposium on Marketing and Entrepreneurship, *panel member* for “Is Opportunity Recognition at the Marketing-Entrepreneurship Interface,” with Connie Marie Gaglio, Gerald E. Hills, Chickery J. Kasouf and Rodney Shrader. San Francisco, CA

2005 Winter AMA Marketing Educators’ Conference, *panel member* for “Emerging Issues at the Marketing-Entrepreneurship Interface,” with Claes Hultman, Chickery J. Kasouf, Morgan P. Miles and Minet Schindehutte. San Antonio, TX

EDITORIAL ACTIVITIES

- 2013 – Present Associate Editor for the Journal for Research in Marketing and Entrepreneurship
- 2005 – Present Editorial Review board for the Journal for Research in Marketing and Entrepreneurship – won Outstanding Reviewer Award for 2012 & 2013
- 2014 – 2018 Leading editor for a special issue on the Business Model Canvas and the Marketing and Entrepreneurship Interface for the Journal for Research in Marketing and Entrepreneurship, published first quarter, 2018

- 2010 – 2012 Electronic Communications Editor for the Journal for Research in Marketing and Entrepreneurship – included maintaining journal presence on social media, especially Twitter (@J_RME)
- 2007 – 2010 Case Editor for the Journal for Research in Marketing and Entrepreneurship
- 2001 – 2004 Research at the Marketing and Entrepreneurship Interface co-editor

REVIEWING ACTIVITIES

- Ad hoc reviewer, Journal of Business Venturing (1-3 manuscripts per year)
- Ad hoc reviewer, Entrepreneurship Theory and Practice (1-2 manuscripts per year)
- Ad hoc reviewer, Journal of Small Business Management (1-2 manuscripts per year)
- Ad hoc reviewer, Journal of Management Studies
- Ad hoc reviewer, Small Business Economics: An Entrepreneurship Journal
- Ad hoc reviewer, Journal of Product Innovation Management
- Ad hoc reviewer, International Entrepreneurship and Management Journal
- Ad hoc reviewer, International Small Business Journal
- Ad hoc reviewer, International Journal of Entrepreneurial Behaviour & Research
- Ad hoc reviewer, International Journal of Entrepreneurial Venturing
- Ad hoc reviewer, Advances in Entrepreneurship, Firm Emergence and Growth

Reviewer for international conferences: Academy of Management – Entrepreneurship Division; Australia and New Zealand Marketing Academy (ANZMAC) – Entrepreneurship/Small Business track; Annual Global Conference on Product Innovation Management's Research Forum (Product Development & Management Association); and the Global Research Symposium on Marketing and Entrepreneurship

AWARDS

- 2017 Outstanding Reviewer Award, Academy of Management Annual Meeting, Entrepreneurship Division, one of only 25 out of over 900 reviewers
- 2017 School of Business Service Award
- 2016 Outstanding Reviewer Award, Academy of Management Annual Meeting, Entrepreneurship Division, one of only 30 out of over 900 reviewers
- 2013 Emerald Literati Network Outstanding Reviewer Award – as a reviewer for the Journal of Research in Marketing and Entrepreneurship
- 2012 Emerald Literati Network Outstanding Reviewer Award – as a reviewer for the Journal of Research in Marketing and Entrepreneurship
- 2010 Recipient of College of Charleston School of Business Summer Research Award – one of only seven to receive award
- 2009 Recipient of College of Charleston School of Business and Economics Summer Research Award
- 2005 Front End of Innovation Conference Doctoral Travel Scholarship winner
- 2005 American Marketing Association Doctoral Consortium fellow

- 2005 Academy of Management, Entrepreneurship Division Doctoral Consortium fellow and scholarship winner
- 2004 Babson Kauffman Entrepreneurship Research Conference Doctoral Consortium fellow and scholarship winner

PROFESSIONAL AFFILIATIONS

Academy of Management (AOM)
 Entrepreneurship Research Society (ERS)
 United States Association for Small Business and Entrepreneurship (USASBE)

SERVICE

- 2019-present Member of the Academic Planning Committee
- 2007-present Member of the Board of Advisors for the Global Research Symposium on Marketing and Entrepreneurship
- 2020 Organizer of the student Changemaker Fellows program
- 2020 Organizer of the College of Charleston's entry into Map the System, a global competition hosted by the Skoll Center at Oxford University
- 2017-2020 Innovation Fellow, CofC Sustainability Literacy Institute
- 2019 Moderator of career panel on sustainable food systems, College of Charleston, November 21, 2019
- 2019 Participated in a College of Charleston strategic planning workshop, Nov 15, 2019
- 2018-2019 Organized the Changemaker Challenge at the College of Charleston
- 2017-2019 Member of the Implementation Committee for the Quality Enhancement Plan "Sustainability Literacy as a Bridge to Addressing 21st Century Problems," part of the re-accreditation process for SACSCOC
- 2017-2018 Chair of the College of Charleston Continuing Education Committee
- 2016-2017 Co-Chair of the Steering Committee for the Quality Enhancement Plan "Sustainability Literacy as a Bridge to Addressing 21st Century Problems," part of the re-accreditation process for SACSCOC
- 2016-2017 Member of the College of Charleston Graduate Curriculum Committee
- 2015-2017 Member of the Curricular and Co-Curricular Subcommittee for the Quality Enhancement Plan "Sustainability Literacy as a Bridge to Addressing 21st Century Problems"
- 2015-2016 Department representative to the School of Business Faculty Development Committee
- 2014 Department representative to the School of Business Scholarship Committee
- 2009-2014 Eco-rep for Department of Management and Entrepreneurship
- 2007-2014 Course coordinator for the Principles of Entrepreneurship class at the College of Charleston
- 2012-2013 Department representative to the Faculty Senate
- 2010-2012 Organizer of the Ecopreneur Roundtable, a monthly event where current and prospective ecopreneurs meet to discuss ideas, challenges and success stories in order to facilitate growth of green businesses in the Charleston area
- 2007-2011 Department representative to the College of Charleston technology committee

- 2006-2011 Organizer of semi-/monthly meeting among entrepreneurship faculty
 2010 Judge in New Ideas SC Business Ideas competition – Environmental Sustainability category
- 2008-2010 Organizer of the monthly Green Business Networking event at the College of Charleston where a wide range of individuals from the College and the local community discuss local sustainable business issues
- 2007-2010 Organizer of the weekly “Tuesdays at Tate” event, open to any student, faculty, staff or community member to meet and talk with the entrepreneurship faculty
- 2007-2010 Member of the School of Business technology committee
- 2007-2009 Advisor to the College of Charleston chapter of Collegiate Entrepreneurs’ Organization
- 2003-2006 Graduate Student Council representative for UIC College of Business Ph.D. program
- 2001-2006 Advisor for the UIC chapter of Collegiate Entrepreneurs’ Organization

ADDITIONAL WORK EXPERIENCE

- 2001 – 2006 *Research Assistant*, Institute for Entrepreneurial Studies, University of Illinois at Chicago. Primarily responsible for coordinating the annual Research Symposium on Marketing and Entrepreneurship and editing the Proceedings.
- 2002 – 2004 *Founder and CEO* of !Exclamation Company, a web design, hosting and maintenance business.
- 2000 – 2001 *Kauffman Entrepreneurship Intern*, Arrow Messenger Service, Chicago, IL. Conducted competitor analysis and customer satisfaction gap analysis.
- 2000 – 2000 *Service Engineer*, NewStream Enterprises, Westchester, IL. Researched new business opportunities with International Truck and Engine Corp.
- 2000 – 2000 *Marketing Intern*, International Truck and Engine Corp., Westchester, IL. Conducted product and customer research, performed financial impact analysis and identified \$200,000 in potential kit cost savings.
- 1999 – 2002 *Teaching Assistant*, Managerial Studies, University of Illinois at Chicago. Courses: Introduction to Marketing, Introduction to Management, Management and the External Environment. Helped manage class sizes between 150 – 400 students. Frequently substituted for professor in the Introduction to Marketing lecture.
- 1999 – 2000 *Teaching Assistant*, Economics, University of Illinois at Chicago. Course: Introduction to Economics. Led 2 discussion sessions per semester.
- 1996 – 2000 *Stock Clerk*, Jewel Food Stores, River Forest, IL. Acted as assistant manager of the frozen foods department.

MILITARY EXPERIENCE

- 1989 – 1996 United States Air Force, Bitburg, Germany and Cheyenne, Wyoming Staff Sergeant (*E-5*), *Services Craftsman*. Received numerous awards including: Air Force Achievement medal (x4), Joint Meritorious Unit Award, Humanitarian Service Medal, Southwest Asia Service Medal, Squadron Airman of the Year and Cook of the Year.