

James O. Fiet

Brown Forman Chair in Entrepreneurship
Professor of Management
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EDUCATION

Post-doctoral research: (strategy, entrepreneurship and management of technology) Texas A&M University, 1992.

PhD: (entrepreneurship & strategic Management) Texas A&M University, 1991.

MBA: (entrepreneurship and enterprise development) University of Southern California, 1974.

BA: (English) Brigham Young University, 1972.

UNIVERSITY AFFILIATIONS

University of Louisville (2000—2021)
Brown-Forman Chair in Entrepreneurship
Professor of Management
Founder & Director, Institute for Entrepreneurial Research
Founder & Director, PhD program in entrepreneurship
Associate Dean for Research
Research Affiliate, Jonkoping International Business School

Jonkoping International Business School (1999—2000)
Professor of Entrepreneurship

University of the Pacific (1996—1999)
Fletcher Jones Chair holder in Entrepreneurship
Director of Entrepreneurial Programs
Professor

Clemson University (1992—1996)
Associate Professor
Assistant Professor

Visiting Assistant Professor

Texas A&M University (1988-1992)
Lecturer
Graduate Assistant

Courses Taught

Entrepreneurship Theory Seminar I (doctoral, Fall 2020)

Entrepreneurship Theory Seminar II (doctoral, Fall 2021)

Foundations in Entrepreneurial Research (doctoral)

Entrepreneurial Discovery Seminar (doctoral)

Survey of Entrepreneurship Research Seminar (doctoral)

Research Design Seminar (doctoral)

Advanced Multivariate Techniques Seminar (doctoral)

Venture Capital Seminar (doctoral)

Strategic Management (undergraduate, honors, masters, doctoral and executive education; overseas locations include Athens and Singapore)

Corporate Entrepreneurship and Global Strategy (masters)

Entrepreneurship, Innovation & Competitiveness (masters)

New Venture Creation (undergraduate)

Entrepreneurial Finance (masters, Jonkoping, Sweden)

Entrepreneurship (undergraduate, masters, doctoral and executive education)

OTHER AFFILIATIONS

CompuNet, Inc. (Founder and President, 1986 to 1987)

Foothill Properties, Inc. (Founder and President, 1975 to 1986)

Savell Building Systems, Inc. (Founder and Vice President, 1983-1986)

Burroughs Corporation (sales, 1974 to 1975)

SCHOLARSHIP

Research Impact

Top 1% of all entrepreneurship researchers world-wide according to ResearchGate, which reflects in part more than 60,000 research reads..

Top 2% of all scientists in the world across all disciplines, according to Stanford University.

38,819 views

6,575 citations

Editor of #2 ranked journal for all business disciplines with an impact factor of 10.750. Served as editor of *Entrepreneurship Theory & Practice* for ten years. At the beginning of my time as editor, the journal was unranked.

Most cited entrepreneurship article during last 6 years: The relationships between entrepreneurship education and entrepreneurial intentions, *Entrepreneurship Theory and Practice* 38(2): 217-254 with Bae, T. J., Qian, S. and Miao, By 2020, the article had 21,916 reads.

Semantic Scholar: 85 publications; h-index 27; highly influential citations 325.

Most Recently Published, Peer-Reviewed Book of Theory

Fiet, J.O. 2020. *Time, Space and Entrepreneurship*. Routledge Studies in Entrepreneurship. London: Routledge Press.

- Part 1: Searching:
 1. Entrepreneurial opportunities
 2. Capturing timing and place
 3. Informational economics and its role in positioning with regard to time and space
 4. Current conversations about opportunity
 5. Constrained, systematic search
 6. Still searching (systematically) the terrain for entrepreneurial discoveries

- Part 2: Positioning in time and space
 7. The routinization of the discovery process
 8. Entrepreneurial positioning
 9. A notation for entrepreneurial positioning
 10. Structural implications for entrepreneurship
 11. The routine activities of habituated entrepreneurs
- Part 3: Stopping, starting and persuading
 12. Guidelines for how to search in the Internet connected world of the twenty-first century
 13. Acquiring and using gatekeeper information
- Part 4: Theory and pedagogy
 14. The theoretical side of teaching entrepreneurship
 15. The pedagogical side of entrepreneurship theory

Book In Press

Fiet, J.O. (March, 2022) *The Theoretical World of Entrepreneurship*. Northhampton, MA: Edward Elgar.

This multi-year, 900+ page manuscript reviews all of the known theories that have been or could be applied to entrepreneurship research. It covers approximately 250 theories. It also analyzes 57 current economic, social and political controversies, as well as the doctrines of 10 Christian denominations and 8 world religions.

Section I -- Introduction

This section defines the scope of the volume and why it is needed as a resource to assist in training entrepreneurship scholars and aspiring entrepreneurs. It defines stories as the highest form of thinking. It describes the current status of entrepreneurship theory, its sources and requirements. It also explains how to present theoretical evidence and the improper use of theory. It explains the objectives of this book and provides an overview.

Keywords: storytelling, theory, sources, assumptions, boundary conditions, improper use of theory

Section II – General theories

Due to post-modern and post-structural trends, many scholars reject the existence of truth, which I define as knowledge of things as they were, things as they are, and things as they will be. In its place they substitute chaos theory but fail to understand that chaos theory itself manifests recurring patterns. I hypothesize that the very basis of truth and order is light, in its many forms, and then go on to review the physical nature of light and how it is present everywhere,

except in black holes, and in fact activates the universe's matter. This section reviews the assumptions and boundary conditions for the 24 most influential general theories that have been used by entrepreneurship scholars. These are legacy theories from other areas of study whose parameters are well established. They present alternative windows for viewing and understanding entrepreneurship.

Keywords: order and light, transactions, agency, costs, resources, information, institutions, efficiency, games, rationality, fairness, learning, change, equilibrium

Section III – Process and milestone achievement theories

Some scholars focus on processes more than outcomes, to the potential detriment of not understanding how entrepreneurs can be more successful. In a competitive marketplace, succeeding requires being more successful than other firms. One of the controversies is the comparative status of discovery, creation and opportunity, including recognition, in the lexicon of scholars. This section contains the first comparison of their strengths and weaknesses in using this interrelated terminology. An integral part of the total analysis process and the achievement of milestones is the role of process versus sudden insights. In addition, it discusses theories of growth, failure, network influence, forgiving business models, pecking order and venture finance. Finally, it examines intentionality, team entrepreneurship, and business planning.

Keywords: process, sudden insights, discovery, innovation, search, creation, opportunity, temporality, judgment, recognition, implementation, forgiving business models, growth, failure, network influence, venture finance, pecking order, business planning.

Section IV – Entrepreneurial contexts

Context influences everything that entrepreneurs do and perceive to be true. Gender is one context. Other contexts are the role of doing good in social entrepreneurship, youth entrepreneurship, hybrid entrepreneurship, and international entrepreneurship. To the extent that context interacts with an entrepreneur's intentions, we expect that the context would place boundary conditions on an entrepreneur's opportunities.

Keywords: Feminist critical theory, female entrepreneurship, franchising, social entrepreneurship, youth entrepreneurship, hybrid entrepreneurship, entrepreneurship in developing countries, international entrepreneurship.

Section V – Family firm theory

More research is conducted about family firms than any other topic in entrepreneurship. Family firms are more prevalent and more profitable than firms that are owned by unrelated stockholders. Plus, family firms have succession challenges and matters related to privileged intergenerational relationships. Nearly every theory that has been applied to firms in general has been applied to the special case of family firms.

Keywords: family, family firms, presentism, social construction, agency theory, resource-based theory, socioemotional wealth, successor commitment, the circumplex model, systems theory, spillover theory, equity theory, boundary theory, role theory, relative deprivation, emotion focused theory, identity theory, absorptive capacity dynamic capabilities, embeddedness, Familiness, asymmetric information.

Section VI – Economics of entrepreneurship

Economics attempts to resolve problems with scarcity, which makes entrepreneurs the unwitting instruments of economists in the sense that they are responsible for market clearing, which equilibrates supply and demand. Economics also deals with rudimentary concepts such as allocation, economic good, equilibrium analysis, commodity, money, value, price and exchange. It comes in various iterations such as classical, neoclassical, Austrian, and even modern monetary theory. It also deals with market efficiency, different levels of analysis, risk tolerance, signaling and capitalism.

Keywords: allocation, economic good, commodity, money, value, price, exchange, classical and neoclassical economics, Austrian economics, equilibrium analysis, occupational choice, risk tolerance, adverse selection and moral hazard, innovation and profit, uncertainty bearing, capitalism and modern monetary theory.

Section VII – Psychological view of entrepreneurship

This perspective argues that it can ascertain which entrepreneurs will be more successful based on its theorizing about entrepreneurial cognition. However, this assumes that the environment does not play an offsetting role.

Keywords: cognitive science, cognitive behavioral theory, entrepreneurial passion, motivation, third person opportunity, speed, adaptability and attention, resourcefulness and regulatory focus theory.

Section VIII – Social entrepreneurship

Social entrepreneurship is the study of how individuals, organizations and firms can solve social problems rather than focusing on their own bottom line. More scholars study it than any other subfield. Unfortunately, there is little agreement about definitions or which theories can provide the most insight.

Keywords: private social entrepreneurship, not-for-profit sector, political capital theory, human capital theory, economic capital theory, social capital theory, economic capital theory, social exchange theory, satisficing, prosocial behavior, dual identity social entrepreneurship, stakeholder engagement, community based enterprise, institutional logic, legitimacy theory, social movement theory.

Section IX – Entrepreneurial Decision Making

Some have advocated that entrepreneurs make decisions differently from other people. No known scholars have studied whether it makes them more successful. It is possible that any difference does not make a difference. However,

interest in decision making is unlikely to dissipate as scholars search for the keys to entrepreneurial success. One problem with this line of research is that half of entrepreneurs fail after 5 years and 60% fail after 6 years. Could it be that any differences in their decision making styles play a major role in their high failure rate?

Keywords: biases and heuristics, prior knowledge, effectuation, bricolage, testosterone and cortisol, paradox theory, prospect theory, dual process theory.

Section X – Structural explanations for enterprising behavior

A structural explanation is one that is based on factors that are slow-to-change, such as industry characteristics. Their value is that they can provide us with insight about the future. Entrepreneurs prefer predictability, which comes largely from environmental stability.

Keywords: opportunity costs, competence or financing as constraints, self-employment or wage work, third person opportunity, change—the one versus the many.

XI – Environmental influences on firm formation

Some disciplines have been criticized for ignoring the environmental factors that impact entrepreneurs. Typically, the ones that receive this criticism are those that focus almost entirely on entrepreneurs. We study environmental influences because they can be determinative and entrepreneurs cannot control them. An attractive environment will not guarantee competitive success, but an unattractive environment could make it more difficult to achieve.

Keywords: Group level patterns, population ecology, bankruptcy, Weber's social change.

XII – Relevant societal debates

Societal debates would seem to have little or no impact on entrepreneurs except that they often create macroenvironmental tensions that are beyond the control of entrepreneurs. Moreover, these debates can influence the willingness of buyers to purchase an entrepreneur's products and services. Frequently, the object of these debates has its own underlying theoretical story, which has generally been overlooked as it relates to entrepreneurship. In addition, the proponents in these debates sometimes argue from a position of pseudo-science because their objective is to use propaganda to gain power. Why are the discussions of these debates in this book any different from those whose aim is to acquire power? The answer is they are conducted at a theoretical level and they rely on the reader to find evidence of their validity or falsity. However, worse than aiming to acquire power is when proponents make an argument without making an argument by assuming the conclusions without providing either a supporting theory or underlying evidence. Evaluation becomes a simple process when extremists take positions for which there is a clear historical trail of devastating outcomes, which they ignore while promising beneficial change. These frauds have yet to be exposed in the entrepreneurship literature. While entrepreneurship

holds promise for solving many of society's greatest problems, often the advocated solutions in these debates will complicate the difficulty of satisfying those who have been affronted. In other words, these discussions can devolve into an intersectionalist debacle, to no one's satisfaction, and certainly not to entrepreneurs.

Keywords: governance, tyranny, monarchy, aristocracy, democracy, oligarchy, republic, Kant's moral philosophy, virtue ethics, casuistry, rational choice, invisible hand, Chinese philosophies, discipline, pragmatism, consequentialism, social contract, social order, contractarianism, totalitarianism, classical liberalism, contemporary liberalism, demography, libertarianism, conservatism, dialectical materialism, socialism, anarchism, communism, nationalism, fascism, Nazism, poverty alleviation, Intersectionalism, critical race theory, radical feminism, sexual orientation, multiculturalism, egalitarianism, social justice, pantheism, radical environmentalism.

Section XIII – Religious doctrines of Christian denominations

Similar to a theoretical window on the world, a person's Christian beliefs can influence not only the opportunities that an entrepreneur can perceive but also what he or she is willing to do to realize an economic objective. This section uses a matrix format to compare the denominational beliefs of sixteen Christian denominations on the same points of doctrine. This is an important comparison because denominations disagree with each other more than they agree, which will be evident in the comparisons.

Keywords: Adventists, Baptists, Church of Christ, Scientist; Church of Jesus Christ of Latter-Day Saints, Congregational and Christian Churches, Disciples of Christ, Eastern Orthodox Churches (Catholic), Episcopal, Church of England; Jehovah's Witnesses, Lutherans, Mennonites, Methodists, Presbyterians, Roman Catholic Church, Quaker Church, Unitarians.

Section XIV – Religious doctrines of world religions

Most scholars and entrepreneurs do not understand either the diverse religious beliefs of the extant world religions nor their impact on the true believers who practice them. Their beliefs are more heterogenous than those held by Christian believers. Thus, a comparison is less amenable to matrix comparisons. However, by expanding the number of comparisons, it was possible to use a similar matrix approach.

Keywords: Hinduism, Buddhism, Wokeism, Confucianism, Taoism, Islam, Judaism, Christianity, Primal religions.

Section XV – Epilogue

This section reinforces the perspectives that can influence how we view entrepreneurship. It also discusses the nature of truth, the importance of theory, and how entrepreneurship holds theoretical promise for addressing the most serious challenges confronting humanity.

Keywords: Truth, theory, storytelling, world of ideas, the future of entrepreneurship research; optimal, best case outcomes.

Book Under Development

Poverty Alleviation and the Science of What Is Possible

Anticipated completion date is Summer 2022.

This book describes six approaches for substituting information for resources in order to launch a new venture, which include the following (1) Navigating poverty alleviation, (2) Informational economics and the science of what is possible, (3) Estimating the wealth creating potential of a venture idea, (4) Modeling constrained systematic search as an instrument of informational economics, (5) A field test of discovery among the working poor, (6) Arbitraging information through negotiating for windows of opportunity, (7) Shifting risk through the use of forgiving business models, (8) Establishing partnerships to develop economies of scope for searching, (9) The friendly mathematic of wealth accumulation as a consequence of alleviating poverty, and (10) The complimentary tools in informational economics.

The approaches in this book will undergo continued experimental testing in Bangladesh using a longitudinal design. The anticipated start date is January 2022.

Journal Articles

Ma, D. & Fiet, J.O. In press. Entrepreneurial decision making under risk. *Entrepreneurship Research Journal*.

Bae, T. J. & Fiet, J.O. 2021. Imprinting Perspective on the Sustainability of Commitments to Competing Institutional Logics of Social Enterprises. *Sustainability* 3032, 23, 2014. <https://doi.org/10.3390/su1304214>.

Bae, T.J., Qian, S., Miao, C., & Fiet, J.O. 2014. The Relationship between Entrepreneurship Education and Entrepreneurial Intentions: A Meta-Analytic Review. *Entrepreneurship Theory and Practice* 38 (2) 217-254. Awarded a Certificate of Excellence by the Emerald Publishing Co. for being one of the most cited research articles during the last 3 years in all of business literature, including accounting, computer science, finance, management, marketing, and operations

research. Now in 2021, it may be the most cited article in entrepreneurship research during the last 7 years.

Kreiser, P. Patel, P.C. & Fiet, J.O. 2013. The influence of changes in social capital on firm founding activities. *Entrepreneurship Theory and Practice* 37 (2): 1-30.

Fiet, J.O., Norton, W., & Clouse, V. 2013. Search and discovery by repeatedly successful entrepreneurs. *International Small Business Journal* 30(8) 890-913.

Terjesen, S., Patel, P.C., Fiet, J.O. D'Sousa, R. 2013. Normative rationality in venture capital investing. *Technovation* (33) 8-9: 255-264.

Patel, P.C., & Fiet, J.O. 2011. Knowledge combination and the potential advantages of family firms in searching for opportunities. *Entrepreneurship Theory and Practice*, 35 (6): 1179-1197. This article was equally co-authored.

Patel, P.C., Fiet, J.O., & Sohl, J. 2011. Mitigating the limited scalability of bootstrapping through strategic alliances to enhance venture growth. *International Small Business Journal*, 29(5): 421-447.

Patel, P.C. & Fiet, J.O. (2010). Enhancing the internal validity of entrepreneurship experiments by assessing treatment effects at multiple levels across multiple trials. *Journal of Economic Behavior & Organization*, 76 (1): 127-140.

Patel, P.C., & Fiet, J.O. 2009. Systematic search and its relationship to firm founding. *Entrepreneurship Theory and Practice*, 33 (2) 501-526 This article was selected as the outstanding empirical paper to be presented at the 2008 annual meeting of the United States Association of Small Business and Entrepreneurship.

Fiet, J.O. & Patel, P.C. 2008, Forging business models for new ventures, *Entrepreneurship Theory and Practice*, 32 (4) 749-761.

Fiet, J.O. & Patel, P. 2008. Entrepreneurial discovery as constrained, systematic search. *Small Business Economics*, 30 (3): 215-229.

Fiet, J.O., Norton, W.I. & Clouse, V.G.H. 2007. Systematic search as a source of technical innovation: An empirical test. *Journal of Engineering and Technology Management* 24(4): 329-346.

Kulkarni, S., & Fiet, J.O. 2007. A transaction cost analysis of restructuring alternatives. *Advances in Competitiveness Research*, 15: 81-103.

Fiet, J.O. 2007. A Prescriptive analysis of search and discovery. *Journal of Management Studies*, 44 (4) 592-611.

Fiet, J.O. & Patel, P. 2006. Evaluating the wealth creating potential of business plans. *Journal of Private Equity*. 10 (1) 18-32.

Fiet, J.O., Nixon, R., Gupta, M., & Patel, P. 2006. Entrepreneurial discovery by the working poor. *Journal of Developmental Entrepreneurship*. 11 (3) 255-2

Fiet, J.O., Piskounov, A. & Patel, P.C. 2005. Still searching (systematically) for entrepreneurial discoveries. *Small Business Economics* 25: 489-504.

Busenitz, L.W., Fiet, J.O. & Moesel, D. 2004. Signaling in venture capitalist-new venture team funding decisions: Does it indicate long-term venture outcomes? *Entrepreneurship Theory and Practice* 29 (1) 1-12.

Busenitz, L.W., Fiet, J.O. & Moesel, D. 2004. Reconsidering the venture capitalists' "value added proposition": An interorganizational learning perspective. *Journal of Business Venturing* 19: 787-807.

Moesel, D., Fiet, J.O., & Busenitz, L.W. 2001. Embedded fitness landscapes—part 1: How a venture capitalist maps highly subjective risk. *Venture Capital Journal*, 3(2): 91-106.

Moesel, D., & Fiet, J.O. 2001. Embedded fitness landscapes—part 2: Cognitive representation by venture capitalists. *Venture Capital Journal*, 3 (3): 187-213.

Fiet, J.O. 2001. The pedagogical side of entrepreneurship theory. *Journal of Business Venturing*, 16: 101-117. This article and the one that follows report the substance of research conducted by Dr. Fiet for which he was nominated as one of two national finalists for the 1999 Pedagogical Innovation Award by the United States Association of Small Business and Entrepreneurship.

Fiet, J.O. 2001. The theoretical side of teaching entrepreneurship. *Journal of Business Venturing*, 16: 1-24.

St. John, C., Balakrishnan, N., & Fiet, J.O. 2000. Modeling the relationship between corporate strategy and wealth creation using neural network analysis. *Computers and Operations Research*, Sept-Oct (27): 1077-1092. In addition, this article won the best interdisciplinary paper award at the 1999 annual meeting of Decision Science Institute.

Harrison, J.S., & Fiet, J.O. 1999. New CEOs pursue their own self-interests by sacrificing shareholder value. *Journal of Business Ethics* 19 (3) 301-308. In addition, findings of article were discussed in *Stockton Record* article, "Professors figure out secrets of new CEOs," November 2, 1997.

Busenitz, L.W., Moesel, D.D., Fiet, J.O., & Barney, J.B. 1997. The framing of perceptions of fairness in the venture capitalist/new venture team relationship. *Entrepreneurship: Theory & Practice*, 21 (5): 5-22.

Fiet, J.O., Busenitz, L.W., Moesel, D.D., & Barney, J.B. 1997. Complementary perspectives on the dismissal of new venture team members. *Journal of Business Venturing*, 12 (5): 347-365.

Busenitz, L.W., & Fiet, J.O. 1996. The effects of early stage venture capitalist actions on eventual venture disposition. *Journal of Entrepreneurial and Small Business Finance*, 5 (2): 97-114.

Fiet, J.O. 1996. Fragmentation in the market for venture capital. *Entrepreneurship Theory and Practice*, 21 (2): 5-20.

Barney, J.B., Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1996. New venture teams' assessment of learning assistance from venture capital firms. *Journal of Business Venturing*, 11(4): 257-272.

Fiet, J.O. 1996. The informational basis of entrepreneurial discovery. *Small Business Economics Journal*, 8 (6): 419-430.

Barney, J.B., Fiet, J.O., Busenitz, L.W., Moesel, D.D. 1996. The substitution of bonding for monitoring in venture capitalist relations with high technology enterprises. *Journal of High Technology Management Research*, 7 (1): 91-105.

Busenitz, L.W., and Fiet, J.O. 1996. The effects of early stage venture capitalist actions on eventual venture disposition. *Journal of Entrepreneurial and Small Business Finance*, 5(2): 97-114.

Fiet, J.O., & Hellriegel, D. 1995. Post contractual safeguards against venture capital risk. *Entrepreneurship, Innovation & Change*, 4 (1): 23-42.

Fiet, J.O. 1995. Risk avoidance strategies in venture capital markets. *Journal of Management Studies*, 32 (4): 551-573. In addition, article was published as a chapter in *Venture Capital*, a volume of *The International Library of Management*. Dartmouth Publishing: United Kingdom.

Fiet, J.O. 1995. Reliance upon informants in the venture capital industry. *Journal of Business Venturing*, 10 (3): 195-223.

Fiet, J.O., & Kosnik, R. 1995. Antecedents of executive compensation: The use of covariance structure modeling. *Journal of Managerial Finance*, 21 (2): 44-59.

Fiet, J.O., & Fraser, D. 1994. Bank entry into the venture capital industry. *Journal of Managerial Finance*, 20 (1): 31-42.

Barney, J.B. Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1994. The relationship between venture capitalists and managers in new firms: Determinants of contractual covenants. *Journal of Managerial Finance*, 20 (1): 19-30.

Other Refereed Publications

Jarnious, C. L., J.O. Fiet et al. (2017), *Research Handbook on Entrepreneurial Opportunities: Reopening the Debate*. Ed. Catherine Leger-Jarniou and Silke Tegtmeier. Elgar Publisher.

Leach, S.M., Samuelsson, M., & Fiet, J.O. 2017. The paradox of effectual search. *Frontiers of Entrepreneurship Research*. Babson Entrepreneurship Research Conference, Norman, OK.

Fiet, J.O., Kerrick, S., Kosmidou, V., & Naskar, S. 2015. Specific knowledge as a key to launching successful new ventures. *Frontiers of Entrepreneurship Research*. Babson Entrepreneurship Research Conference, Wellesley, MA.

Patel, P.C. & Fiet, J.O. 2008. Unlocking path dependence to build on an innovative firm's absorptive capacity. *Frontiers of Entrepreneurship Research*: 28 (13) Article 2.

Patel, P.C. & Fiet, J.O. 2008. Symmetry In the Absorptive Capacity Of Nascent Product Development Teams. *Frontiers of Entrepreneurship Research*.

Patel, P.C. & Fiet, J.O. 2008. Systematic search and its relationship to firm founding. Proceedings of the United States Association of Small Business and Entrepreneurship (USASBE) Conference, San Antonio, Texas. Selected as the Best Empirical Paper Award

Fiet, J.O., Patel, P., & Mainprize, B. 2004. Evaluating the Wealth Creating Potential of Business Plans. Summary printed in *Frontiers of Entrepreneurship Research*, Babson College, Wellesley, MA

Fiet, J.O., & Migliore, P. 2001. The testing of a model of entrepreneurial discovery by aspiring entrepreneurs. W.D. Bygrave, E. Autio, CG. Brush, P. Davidsson, P.G. Green, P.D. Reynolds, H.J. Sapienza (Eds.) *Frontiers of Entrepreneurship Research*, Babson College, Wellesley, MA. p. 1-12.

Fiet, J.O., & Piskounov, A. 2001. The deliberate search for entrepreneurial discoveries. Proceedings of the annual meeting of Decision Sciences Institute, San Francisco, CA.

Fiet, J.O., & Samuelsson, M. 2001. Knowledge-based competencies as a platform for firm formation. *Frontiers of Entrepreneurship Research*, Babson College, Wellesley, MA.

Busenitz, L.W. Fiet, J.O. 2001. Venture capital firm resources and their long-term effect on venture disposition. *Frontiers of Entrepreneurship Research*, Babson College, Wellesley, MA.

Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 2000. Predicting the nature of a venture capitalist co-investment syndicate and understanding the effects of syndicate type on the funded venture. *Frontiers of Entrepreneurship Research*, Babson College, Wellesley, MA.

Moesel, D.D., Fiet, J.O., Busenitz, L., & Barney, J.B. 2000. Factors underlying changes in risk perceptions of new ventures by venture capitalists. *Frontiers of Entrepreneurship Research*, Babson College, Wellesley, MA.

Moesel, D., Fiet, J.O., & Busenitz, L. 2000. Venture capitalist tactics for managing high technology risk. Proceedings of the annual meeting of the United States Association of Small Business and Entrepreneurship, San Antonio, TX, pp. 136-139.

Fiet, J.O. 1997. Education for entrepreneurial competency: A theory-based activity approach. *Proceedings of IntEnt97*, International Conference on Entrepreneurship Education, Monterey, California.

Barney, J.B., Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1994. Determinants of a new venture team's receptivity to advice from venture capitalists. *Frontiers of Entrepreneurship Research*, Babson College: 321-335. Wellesley, MA.

Fiet, J.O., & Hellriegel, D. 1993. Risk management by venture capital investors. *Best Articles Proceedings*, annual meeting of the Academy of Management, Atlanta, Georgia

Fiet, J.O. 1991. Network reliance by venture capital firms and business angels: An empirical and theoretical test. *Frontiers of Entrepreneurship Research*, Babson College: 445-455.

Fiet, J.O. 1991. Venture capital risk assessment: An empirical test comparing business angels and venture capital firms. *Best Articles Proceedings*, annual meeting of the Academy of Management, Miami Beach, Florida: 73-77.

Barney, J.B., Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1989. The structure of venture capital governance: An organizational economic analysis of the relations between venture capital firms and new ventures. *Best Articles Proceedings*, annual meeting of the Academy of Management, Washington, DC: 64-68.

On-Line Republications

Fiet, J.O. 2012. (2001). The pedagogical side of entrepreneurship theory. *Journal of Business Venturing*, 16: 101-117. Republished by Sowi Online Reader. This article and the one that follows report the substance of research conducted by Dr. Fiet for which he was nominated as one of two national finalists for the 1999 Pedagogical Innovation Award by the United States Association of Small Business and Entrepreneurship.

Fiet, J.O. 2012. (2001). The theoretical side of teaching entrepreneurship. *Journal of Business Venturing*, 16: 1-24. Republished by SOWI Online Reader.

Books

Fiet, J.O. (Under development) *Poverty Alleviation and the Science of What Is Possible*. Boston: Edward Elgar Publishing.

Fiet, J.O. Expected publication, March 2022. *The Theoretical World of Entrepreneurship*. Boston: Edward Elgar Publishing.

Fiet, J.O. 2020. *Time, Space and Entrepreneurship*. London: Routledge Press

Fiet, J.O. 2008. *Prescriptive Entrepreneurship*. Boston: Edward Elgar Publishing.

Fiet, J.O. 2002. *The Systematic Search for Entrepreneurial Discoveries*. Westport, CN: Praeger Press. Reviewed in *Academy of Management, Learning and Education Journal* by Connie Marie Gaglio, September 2004.

Fiet, J.O. 1995. *An analysis of capital availability to new and growing South Carolina businesses*. This 200-page study reported on users of capital, venture capital firms, business angels, banks, non-bank lenders, government guaranteed loan programs, both private and public pension funds, and insurance companies. Although not widely disseminated, this study resulted in policy and action initiatives for government and university programs.

Fiet, J.O. 1991. *Managing investments in specific information: A comparison of business angels and venture capital firms*. Dissertation, Texas A&M University, College Station, Texas.

Edited Books

Zakarakis, A., Brush, C.G., Davidsson, P., Fiet, J.O., Greene, P.G., Harrison, R.T., Lerner, M., Mason, C., Shepherd, D., Sohl, J. Wiklund, J. & Wright, M. (Eds.) *Frontiers of Entrepreneurship Research 2006*. Wellesley, MA: Babson College.

Zahra, S.A., Brush, C.G., Davidsson, P., Fiet, J.O., Greene, P.G., Harrison, R.T., Lerner, M., Mason, C., Shepherd, D., Sohl, J. Wiklund, J. & Wright, M. (Eds.) *Frontiers of Entrepreneurship Research 2005*. Wellesley, MA: Babson College.

Zahra, S.A., Brush, C.G., Davidsson, P., Fiet, J.O., Greene, P.G., Harrison, R.T., Lerner, M., Mason, C., Shepherd, D., Sohl, J. Wiklund, J. & Wright, M. (Eds.) *Frontiers of Entrepreneurship Research 2004*. Wellesley, MA: Babson College.

Bygraves, W.D., Brush, C.G., Davidsson, P., Fiet, J., Greene, P.G., Harrison, R.T., Lerner, M., Meyer, G. D., Sohl, J., & Zacharakis, A. (Eds.) *Frontiers of Entrepreneurship Research 2003*. Wellesley, MA: Babson College.

Bygraves, W.D., Brush, C.G., Davidsson, P., Fiet, J., Greene, P.G., Harrison, R.T., Lerner, M., Meyer, G. D., Sohl, J., & Zacharakis, A. (Eds.) *Frontiers of Entrepreneurship Research 2002*. Wellesley, MA: Babson College.

Book Chapters

Fiet, J.O. 2021. Doctoral Programs in Entrepreneurship. *Annals of Entrepreneurship Education and Pedagogy*. C. Matthews & E. Liquori (eds.). p. 26-43. Northampton, MA: Edward Elgar Publishing.

Jarniou, C.L., Tegtmeier. S., Fiet, J.O. et al. 2017. *Research Handbook on Entrepreneurial Opportunities: Reopening the Debate. (A Delphi Debate)* Edward Elgar Publishing.

Fiet, J.O. 2012. "A Prescriptive Analysis of Search and Discovery", first printed in *Journal of Management Studies*, 44 (4), June, p. 592-611. *Entrepreneurial Opportunities*, Eds. Dean A. Shepherd & Denis A. Gregoire. International Library of Entrepreneurship. An Elgar Research Collection, p. 269-288. Northampton, MA, USA.

Fiet, J.O. 2007. The pedagogical side of entrepreneurship theory. *Entrepreneurship Education*. (Patricia Green, Mark Rice Eds.). An Elgar Reference Collection) Northampton, MA: Edward Elgar Publishing, Inc. p. 161-184.

Fiet, J.O. 2007. The theoretical side of teaching entrepreneurship. (Patricia Green, Mark Rice Eds.). An Elgar Reference Collection). Northampton, MA: Edward Elgar Publishing, Inc. p. 292-308.

Fiet, J.O., Clouse, V.G.H, & Norton, W.I., Jr. (2004) Systematic search by repeat entrepreneurs. In (John Butler, Ed.) *Research in Entrepreneurship and Management*, Volume 4: 1 – 27. Greenwich, CT: Information Age Publishing.

Busenitz, L. W., Moesel, D. D., Fiet, J. O., & Barney, J.B. 2003. The framing of perceptions of fairness in the relationship between venture capitalists and new venture teams. (Ed. Wright, M., Sapienza, H. J., & Busenitz, L. W.) *Venture Capital* Volume III: 341-357 (An Elgar Reference Collection) Northampton, MA: Edward Elgar Publishing, Inc.

Fiet, J. O. 2003. Reliance on Informants in the Venture Capital Industry. (Eds., L. Busenitz, H. J. Sapienza & M. Wright). *Venture Capital*, vol. II: 44-72 (An Elgar Reference Collection) Northampton, MA: Edward Elgar Publishing, Inc.

Fiet, J. O., Busenitz, L., Moesel, D. & Barney, J. 2003 Complementary theoretical perspectives on the dismissal of new venture teams. (Eds., L. Busenitz, H. J. Sapienza & M. Wright). *Venture Capital*, vol III: 224-243 (An Elgar Reference Collection) Northampton, MA: Edward Elgar Publishing, Inc.

St. John, C.H., Balakrishnan, N., Fiet, J.O. 2002. Corporate strategy and wealth creation: An application of neural network analysis. *Neural Networks for Business: Techniques and Applications*, edited by Kate A. Smith and Jatinder N. D. Gupta. Hershey, PA: Idea Group Publishing, p. 124-139.

Fiet, J.O. 2001. Education for entrepreneurial competency: A theory-based activity approach. *Entrepreneurship Education: A Global View*, edited by Robert H. Brockhaus, Gerald E. Hills, Heinz Klandt and Harold P. Welsch. Aldershot, England: Ashgate Publishing Limited, p. 78 – 93.

Fiet, J.O. 1996. Risk avoidance strategies in venture capital markets. *Venture Capital*, a volume of *The International Library of Management*. Dartmouth Publishing: United Kingdom.

Manuscripts under Review

Fiet, J., Samuelsson, M. & Atkinson, L. 2021. A Paradoxical Examination of Effectuation and Constrained Systematic Search. Under review at Entrepreneurship Research Journal.

Fiet, J.O., Kerrick, S., Kosmidou, V., Atkinson, L. & Naskar S. 2018 Venture-Specific Knowledge and the Micro Advantages of Repeatedly Successful Entrepreneurs. Under review at *Small Business Economics*.

Atkinson, L., Samuelsson, M. & Fiet, J.O. 2020. Connecting uncertainty, hybrid entrepreneurship and venture performance through real options. Under review at *Small Business Economics*.

Presentations at Scholarly Conferences

Zettel, L., Samuelsson, M. & Fiet, J.O. 2020. Connecting uncertainty, hybrid entrepreneurship and venture performance through real options. Annual meeting of the Academy of Management, Vancouver, British Columbia, Canada. Selected for the Academy of Management Proceedings 2020.

Agarwal, R.; Barney, J.B.; Fiet, J.O.; Gartner, W.B.; Li, Y.; Sarasvathy, S.; Van de Ven, A.; Zahra, S.A. 2019. Showcase Symposium: Advancing Theory Development in Entrepreneurship. Annual meeting of the Academy of Management, Boston, MA.

Leach, S.M., Samuelsson, M., & Fiet, J.O. 2017. The paradox of effectual search. Babson Entrepreneurship Research Conference, Norman, OK. Accepted for publication in the 2017 edition of *Frontiers of Entrepreneurship Research*.

Fiet, J.O., Kerrick, S., Kosmidou, V., & Naskar, S. 2015. Specific knowledge as a key to launching successful new ventures. Babson Entrepreneurship Research Conference, Wellesley, MA.

Fiet, J.O., Kerrick, S., Kosmidou, V., & Naskar, S. 2015. Do the venture ideas of repeat entrepreneurs change after their discovery? Babson Entrepreneurship Research Conference, Wellesley, MA.

Fiet, J.O. 2013. Opportunities in time and space. Annual meeting of the Academy of Management, Buena Vista, FL.

Bae, T.J. Mattingly, E.S., Fiet, J.O. & Kerrick, S.A. 2012. The role of specific knowledge in successful entrepreneurial applications of technologies. Annual meeting of the Academy of Management, Boston MA.

Fiet, J.O. 2011. Knowledge combination and the advantages of family firms in searching for opportunities. Entrepreneurship Division of the Academy of Management, San Antonio, Texas.

Bae, T.J. Mattingly, E.S., Fiet, J.O. & Kerrick, S.A. Entrepreneurial discoveries or business models as the basis for business planning. Presented at the 2011 Babson Entrepreneurship Conference, Syracuse, New York

Fiet, J.O. 2011. Future directions for entrepreneurship research: boundary conditions, reductionism and synergies. Invited speaker at Research Exemplars Conference, Ohio State University.

Fiet, J.O. & Patel, P.C. Knowledge Combination and the advantages of family firms in searching for opportunities. Theories of Family Enterprise Conference, University of Alberta, Edmonton, Alberta Canada, May, 2010

Fiet, J.O. 2009. The University of Louisville's PhD Program in Entrepreneurship. Global Entrepreneurship Center Consortia, Houston, Texas

Fiet, J.O. 2009. Teaching and Implementing Constrained, Systematic Search. Experiential Classroom, Tulsa, Oklahoma.

Fiet, J.O. & Patel, P.C. 2009. Investing in Specific Resources to Enhance New Ventures. Paper presented at the annual meeting of the Strategic Management Society, Washington, D.C.

Patel, P.C. & Fiet, J.O. 2009. Organizational Climate and its effects on strategic choice and SME growth. Paper presented at the annual meeting of the Academy of Management, Chicago.

Patel, P.C. & Fiet, J.O. 2009. Leveraging Entrepreneurial orientation to leverage SME export performance. Paper presented at the annual meeting of the Academy of Management, Chicago.

Patel, P.C. & Fiet, J.O. 2008. Leveraging Entrepreneurial orientation to leverage SME export performance. Paper presented at the annual meeting of the Academy of Management, Anaheim, California.

Patel, P.C. & Fiet, J.O. 2008. Effect of regional absorptive capacity and social capital on firm-level absorptive capacity. Paper presented at the annual meeting of the Academy of Management, Anaheim, California.

Patel, P.C. & Fiet, J.O. 2008. Entrepreneurial creativity outside existing firms. Paper presented at the annual meeting of the Academy of Management, Anaheim, California.

Patel, P.C. & Fiet, J.O. 2008. Unlocking path dependence to build on an innovative firm's absorptive capacity. Paper presented at the Babson Entrepreneurship Research Conference, Chapel Hill, North Carolina.

Patel, P.C. & Fiet, J.O. 2008. Symmetry In The Absorptive Capacity Of Nascent Product Development Teams. Paper presented at the Babson Entrepreneurship Research Conference, Chapel Hill, North Carolina.

Patel, P.C. & Fiet, J.O. 2008. *Systematic search and its relationship to firm founding*. Paper Presented at the United States Association of Small Business and Entrepreneurship (USASBE) Conference, San Antonio, Texas. [Recipient of the best empirical paper award.]

Fiet, J.O., Patel, P.C., Nixon, R., Norton, W., & Clouse, V. 2007. Prescriptive Entrepreneurship. Presented symposium at the annual meeting of entrepreneurship division of the Academy of Management, Philadelphia

Fiet, J.O., & Patel, P.C. 2007. Taking a Second Look at Systematic Search: Evidence from Multiple Trials. Paper presented at the annual meeting of entrepreneurship division of the Academy of Management, Philadelphia.

Fiet, J.O. 2007. Presented symposium on Domains in Entrepreneurship. Entrepreneurship Division of Academy of Management.

Patel, P. & Fiet, J. 2007. Does Systematic Search generate more value in time and space. This paper was presented at the Babson Research Conference, Madrid, Spain.

Patel, P., Fiet, J. & Carter, N. 2006. Assessing the role of social skills in venture survival. This paper was presented at the Babson Research Conference.

Patel, P. & Fiet, J. 2006. Improvisation and bricolage in new venture planning. This paper was presented at the annual meeting of the entrepreneurship division of the Academy of Management.

Patel, P & Fiet, J. 2006. Fences Make Better Neighbors—the Many Roles of Boundaries in New Ventures. This paper was presented at the annual meeting of the entrepreneurship division of the Academy of Management.

Fiet, J. & Patel, P. 2006. Forging business models for new ventures. This paper was presented at the annual meeting of the entrepreneurship division of the Academy of Management.

Fiet, J.O. & Patel, P. 2005. The nature of good deals. Academy of Management meetings, Honolulu, Hawaii.

Fiet, J.O. 2005. Learning Entrepreneurship. Panel discussion, Academy of Management meetings, Honolulu, Hawaii.

Fiet, J.O. 2005. Constrained, systematic search. Panel discussion, Academy of Management meetings, Honolulu, Hawaii.

Fiet, J.O., Patel, P., & Mainprize, B. 2004. Evaluating the Wealth Creating Potential of Business Plans. Presented at the annual meeting of the entrepreneurship division of the Academy of Management, New Orleans.

Fiet, J.O. 2004. Discussant at doctoral consortium at entrepreneurship division of the Academy of Management, New Orleans.

Fiet, J.O. 2004. Discussant at new faculty consortium at entrepreneurship division of the Academy of Management, New Orleans.

Fiet, J.O. 2004. Round table discussant of the resource-based theory of the firm and entrepreneurship at the entrepreneurship division of the Academy of Management, New Orleans.

Fiet, J.O., Patel, P., & Mainprize, B. 2004. Evaluating the Wealth Creating Potential of Business Plans. Presented at the Babson-Kaufman Entrepreneurship Research Conference, Glasgow, Scotland.

Fiet, J.O, Gupta, M., Zurada, J.2003. Evaluating the Wealth Creating Potential of Venture Ideas. Presented at the Babson-Kaufman Entrepreneurship Research Conference.

Fiet, J.O., Clouse, V.G.H., & Norton, W.I. 2003. An Examination of Constrained, Systematic Search by Serial Entrepreneurs. Presented at the Babson-Kaufman Entrepreneurship Research Conference.

Fiet, J.O. & Piskounov, A. 2003. The Possibility of Systematic Search. Presented at the annual meeting of the Academy of Management, Seattle, Washington.

Fiet, J.O., Nixon, Gupta, M. 2002. A test of a model of discovery by the working poor. Babson Kaufman Entrepreneurship Research Conference, Boulder, CO.

Fiet, J.O., Norton, B., & Clouse, V. 2002. A test of a model of discovery by technically trained employees. Babson Kaufman Entrepreneurship Research Conference, Boulder, CO.

Fiet, J.O., & Piskounov, A. 2001. The Deliberate search for information. Presented at the annual meeting of the Decision Science Institute, San Francisco, CA.

Fiet, J.O. 2001. Evaluating the economic potential of biomedical discoveries. Presented at Research Louisville Conference.

Fiet, J.O. 2001. Strategic competence as knowledge. Presented at the annual meeting of the Strategic Management Society, San Francisco, California.

Busenitz, L., Moesel, D., & Fiet, J.O. 2001. Signaling theory and new venture evaluations. Babson Kaufman Entrepreneurship Conference, Jonkoping Sweden.

Fiet, J.O. 2001. The testing of a model of entrepreneurial discovery by aspiring entrepreneurs. Babson Kaufman Entrepreneurship Conference, Jonkoping, Sweden.

Moesel, D.D., Fiet, J.O. & Busenitz, L.W. Fiet, J.O. 2000. Defining a research agenda for venture capital risk management. Jonkoping International Conference on Entrepreneurial Finance.

Fiet, J.O., & Busenitz, L.W. 2000. Competencies and their influence on wealth creation in the venture capital industry. Presented at the annual meeting of the Strategic Management Society in Vancouver, British Columbia.

Fiet, J.O. 2000. Discovery or lucky accident: The influence of industry structure. This article was presented at the annual meeting of Entrepreneurship Division of the Academy of Management, Toronto.

Fiet, J.O. Entrepreneurial competence as knowledge. 2000. This article was presented at the annual meeting of Entrepreneurship Division of the Academy of Management, Toronto

Fiet, J.O., Piskounov, A., & Gustavsson, V. 2000. How to decide how to search for entrepreneurial discoveries. Presented at the Babson/Kaufman Research Conference, Wellesley, MA.

Fiet, J.O., & Samuelsson, M. 2000. Knowledge-based competencies as a platform for firm formation. Presented at the Babson/Kaufman Research Conference, Wellesley, MA.

Moesel, D., Fiet, J.O., & Busenitz, L. 2000. Venture capitalist tactics for managing high technology risk. Presented at the annual meeting of the United States Association of Small Business and Entrepreneurship, San Antonio, TX.

Fiet, J.O. 2000. The impact of industrial structure on entrepreneurial discovery. Presented at the Jonkoping International Workshop on Institutions, Entrepreneurship and Firm Growth.

St. John, C., Baliskrisnan, R., & Fiet, J.O. 1999. Using neural networks to predict the wealth effects of corporate strategy decisions. Article was presented at the 1999 annual meeting of the Decision Sciences Institute. It was selected as the best interdisciplinary article presented at the annual meeting of the Decision Sciences Institute, New Orleans.

Busenitz, L.W. & Fiet, J.O. 1999. Venture capital firm resources and their long-term effect on venture disposition. Article was presented at the Kaufman/Babson Research Conference, Columbia, South Carolina.

Fiet, J.O. 1999. Participatory excursions within the distinctive domain of entrepreneurship. Invited workshop at the annual meeting of the United States Association of Entrepreneurship and Small Business, San Diego, California. Invitation was extended as part of nomination to be one of two national finalists for Outstanding Entrepreneurship Pedagogy Award.

Wheeler, S. Fiet, J.O., & Violette, G. 1998. A survey of the accounting skills needed by successful entrepreneurs vs. those provided by current accounting curricula. Workshop was presented at annual meeting of the United States Association of Entrepreneurship and Small Business, San Diego, California. Workshop was selected as the outstanding conference session, which included \$500 prize.

Fiet, J.O. 1998. Toward a unified theory of entrepreneurship—Intellectual clutter or distinctions with a difference? Presented at annual meeting of the Academy of Management, San Diego, California.

Fiet, J.O. 1998. What we teach and how we should teach it. Presented at the Rennselear Entrepreneurship Retreat, Lennox, Massachusetts.

Harrison, J.S., & Fiet, J.O. 1997. Are the profit producing tactics of new CEOs evidence of an agency problem? Presented at the annual meeting of the Academy of Management, Boston, Massachusetts.

Fiet, J.O. 1997. Education for entrepreneurial competency: A theory-based activity approach. Presented at the *IntEnt97*, International Conference on Entrepreneurship Education, Monterey, California.

Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1997. Long-term venture performance implications associated with initial venture capitalist investment strategies. Presented at the annual meeting of the Academy of Management, Boston, Massachusetts.

Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1997. Venture firm prosperity: The impact of environmental heterogeneity and learning assistance from venture capital firms." Presented at the Babson/Kaufman Entrepreneurship Research Conference, Wellesley, MA.

Fiet, J.O., Busenitz, L., Moesel, D.D., & Barney, J.B., 1996. Complementary perspectives on the dismissal of new venture team members. Presented at the Entrepreneurship Division of the Academy of Management, Cincinnati, Ohio.

Fiet, J.O., & Harrison, J.S. 1994. Agency failure associated with CEO succession. Presented at the Conference on Strategic Management, University of Georgia, Athens, Georgia.

Barney, J.B., Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1994. Determinants of venture management's receptivity to advice from venture capitalists. Presented at the Babson/Kaufman Entrepreneurship Research Conference, Wellesley, MA.

Fiet, J.O. 1993. Co-investor networks as a basis for separate pools of risk capital. Presented at the annual meeting of the Academy of Management, Atlanta, Georgia.

Barney, J.B., Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1993. Do venture capitalists value their own advice? Presented at the annual meeting of the Academy of Management, Atlanta, Georgia.

Barney, J.B., Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1992. The Relationship between venture capitalists and managers in new firms: Determinants of contractual covenants. Presented at the 1992 annual meeting of the Academy of Management, Las Vegas, Nevada.

Fiet, J.O. 1991. Network reliance by venture capital firms and business angels: An empirical and theoretical test. Presented at the Babson Entrepreneurship Research Conference in Pittsburgh, Pennsylvania.

Fiet, J.O. 1991. Venture capital risk assessment: An empirical test comparing business angels and venture capital firms. Presented at the annual meeting of the Academy of Management, Miami, Florida.

Fiet, J.O. 1989. Methodological differences in two explanations of the relationship between market share and profitability. Presented at the annual meeting of the Academy of Management, Washington, DC.

Barney, J.B., Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1989. The structure of venture capital governance: An organizational economic analysis of relations between venture capital firms and new ventures Presented at the annual meeting of the Academy of Management, Washington, DC.

Barney, J.B., Busenitz, L.W., Fiet, J.O., & Moesel, D.D. 1989. The structure of venture capital governance: An organizational economic analysis of relations between venture capital firms and new ventures. Presented at the Texas Conference on Organizations, Austin, TX.

Panel Discussions at Scholarly Conferences

Agarwal, R.; Barney, J.B.; Fiet, J.O.; Gartner, W.B.; Li, Y.; Sarasvathy, S.; Van de Ven, A.; Zahra, S.A. 2019. Showcase Symposium: Advancing Theory Development in Entrepreneurship. Annual meeting of the Academy of Management, Boston, MA.

Fiet, J.O. 2014. Outcomes in entrepreneurship education. Annual meeting of the entrepreneurship division of the Academy of Management. Philadelphia, PA.

Fiet, J.O. 2014. Entrepreneurship education: Thinking outside the box. Annual meeting of the entrepreneurship division of the Academy of Management. Philadelphia, PA.

Entrepreneurship Research Consortium (Later Known as the Panel Study of Entrepreneurial Dynamics)

Served as track chair for business angel / financing study group of Entrepreneurship Research Consortium, which group of 25+ universities that have pooled more than \$600,000 to collect longitudinal, representative data from 25,000 households about their entrepreneurial activities. This was a two-year appointment.

Served as a research affiliate of the Jonkoping International Business School's Swedish component of the Entrepreneurship Research Consortium. This effort is

a longitudinal study of Swedish SMEs and business start-up. Specific research is the search for entrepreneurial discoveries.

Teaching Compendium

Launched and coordinated the compilation of theory-based teaching activities by 30 entrepreneurship scholars nationwide. Result of effort was to create a compendium that created considerable recognition for the Pacific Entrepreneurship Center as a place where excellence in teaching is pursued. Compilation will remain unpublished.

Contracted Research and Teaching Publications

Fiet, J.O. 1996. Risk avoidance strategies in venture capital markets. In *Venture Capital*, volume of *The International Library of Management*. Dartmouth Publishing: United Kingdom.

Fiet, J.O. 1995. Transparency masters to accompany *Strategic Management: Competitiveness and Globalization* by Michael A. Hitt, R. Duane Ireland and Robert E. Hoskisson. Minneapolis: West Publishing Co.

Hill, G.R., & Fiet, J.O. 1989. The Greyhound Corporation (includes a teaching note). In Charles W.L. Hill and Gareth R. Jones' *Strategic Management: An Integrated Approach*. New York: Houghton Mifflin: 691-722.

University Colloquia

Purdue University, 2002. The Systematic Search for Entrepreneurial Discoveries. Invited scholar at faculty research forum.

University of Louisville, 2001. Research at the University of Louisville within the distinctive domain of entrepreneurship. The purpose of this colloquium was to launch a college-wide Institute for Entrepreneurial Research.

University of Louisville, 2000. Entrepreneurial competence and the search for discoveries. This colloquium was presented twice—once to the National Visiting Committee for the College of Business and Public Administration and once to the faculty of the College.

University of Louisville, 2000. Venture capital firm competence and its effect on wealth creation, including an overview of research within the distinctive domain of entrepreneurship.

Texas A&M University, 2000. Entrepreneurial competence as knowledge.

University of Massachusetts, 1999. A vision for the future: Program recommendations for developing a center for excellence in entrepreneurship, innovation and management of technology.

Jonkoping International Business School, 1999. Research in entrepreneurship, and growth in small and medium sized businesses.

John Carroll University, 1999. The eventual effects of mutual cooperation between venture capitalists and new venture team members on deal exits.

St. Cloud State University, 1999. Critical challenges and opportunities for entrepreneurship programs and educators.

California State University, Fresno, 1999. Critical challenges and opportunities for entrepreneurship programs and educators.

Case Western Reserve University, 1999. The eventual effects of mutual cooperation between venture capitalists and new venture team members on deal exits.

Boston University, 1998. Building theory within the distinctive domain of entrepreneurship.

University of Iowa, 1998. Building theory within the distinctive domain of entrepreneurship.

Brigham Young University, 1998. Critical challenges facing the field of entrepreneurship education.

University of Central Florida, 1998. Critical challenges facing the field of entrepreneurship education.

Indiana University, 1998. The Field of Entrepreneurship—Where is it going? How can we get there? How can we lead the field into the future?

University of the Pacific, 1996. Program recommendations to build an entrepreneurship center.

Colorado State University, 1996. Complementary theoretical perspectives on the dismissal of new venture team members.

Temple University, 1993. Risk avoidance strategies in venture capital markets.

George Mason University, 1993. Risk avoidance strategies in venture capital Markets.

Louisiana State University, 1992. Managing investments in specific: A comparison of business angels and venture capital firms.

Rutgers, The State University of New Jersey, 1992. Risk avoidance strategies in venture capital Markets.

Southern Illinois University at Edwardsville, 1992. Managing investments in specific information: A comparison of business angels and venture capital firms.

New Jersey Institute of Technology, 1992. Risk avoidance strategies in venture capital markets.

Ohio State University, 1991: Managing investments in specific information: A comparison of business angels and venture capital firms.

University of Georgia, 1991: Managing investments in specific information: A comparison of business angels and venture capital firms.

Georgia State University, 1991: Managing investments in specific information: A comparison of business angels and venture capital firms.

University of North Carolina at Wilmington, 1991, Venture capital risk assessment: An empirical and theoretical test.

American University at Washington DC, 1991: Network reliance by venture capital firms.

University of Michigan, 1990: Managing investments in specific information: A comparison of business angels and venture capital firms.

University of Pennsylvania, 1990: Managing investments in specific information: A comparison of business angels and venture capital firms.

University of Calgary, 1990: Venture capital risk assessment: An empirical test comparing business angels and venture capital firms.

Arizona State University, 1990: Network reliance by venture capital firms and business angels: An empirical and theoretical test.

Dissertations

Malcolm Muhammed, dissertation committee member, University of Louisville

Lauren Atkinson, dissertation committee member, University of Louisville

Tommie Welcher, dissertation committee member, University of Louisville

Alireza Algaehy, dissertation committee member, University of Louisville

Charles Olsavsky, dissertation chairman, University of Louisville

Shankar Naskar, dissertation chairman, University of Louisville

Shaun Digan, dissertation committee member, University of Louisville

Dalong Ma, dissertation committee member, University of Louisville.

Jason D'Mello, dissertation chairman, University of Louisville.

Tae Jun Bae, dissertation chairman, University of Louisville.

Thomas Nelson, dissertation committee member, University of Louisville.

Robert Sinclair, dissertation chairman, University of Louisville.

Rodney D'Sousa, dissertation committee member, University of Louisville.

Pankaj C. Patel, dissertation chairman, University of Louisville.

Kirk C. Harriot, dissertation committee member, Clemson University

Subodh Kulkarni, dissertation chairman, Clemson University

Research Awards and Impact

38,819 views

2,251 citations

Top 1% of all entrepreneurship researchers world-wide.

Top 2% of all scientists in the world across all disciplines, according to Stanford University.

Editor of #2 ranked journal for all business disciplines with an impact factor of 10.750. Served as editor of *Entrepreneurship Theory & Practice* for ten years. At the beginning of my time as editor, the journal was unranked.

2020, 2019, earned a RG score of 30.03, which is higher than 98% of all research gate researchers world-wide in all research disciplines.

2017, received a Certificate of Excellence from Emerald Publishing for having coauthored one of the most cited papers in all of business literature world-wide during the last 3 years, including, accounting, computer information systems, finance, management, marketing for the article: The Relationship between Entrepreneurship Education and Entrepreneurial Intentions: A Meta-Analytic Review. *Entrepreneurship Theory and Practice* 38 (2) 217-254. During the last 5 years, it may be the most cited article in entrepreneurship research. Its coauthors were: Bae, T.J., Qian, S., Miao, C., & Fiet, J.O. 2014.

2015, earned a RG score of 29.04, which is higher than 85% of all research gate researchers world-wide in all research disciplines.

2014, earned a RG score of 27.10, which higher than 82.5% of all research gate researchers world-wide in all research disciplines

2012, designated by the University of Louisville as a faculty favorite for being nominated by undergraduate students.

2009, recognized as the fifth most productive entrepreneurship researcher in the United States and the eighth most productive in the world. The recognition is for 1998 to 2008.

2009, received John M. Houchens Award, signifying the best dissertation for the year at the University of Louisville, was presented to Pankaj C. Patel who Dr. Fiet mentored as the chairman of his dissertation committee.

2009, selected by the Entrepreneurship Division of the Academy of Management and the Journal of Management Studies to participate in the Entrepreneurship Exemplars Conference at the University of Connecticut. Participants were selected for having developed "high-quality entrepreneurship work that will influence the field going forward". The honored article was: Fiet, J.O. 2007. A Prescriptive analysis of search and discovery. *Journal of Management Studies*, 44 (4) 592-611. All expenses are paid to participant in the Conference.

2008, received of award for the top empirical research paper by the United States Association of Small Business and Entrepreneurship. At the same annual meeting, his doctoral student, Pankaj Patel, was the recipient of the top doctoral student paper award as selected by the Office of Advocacy of the United States Small Business Administration and presented at the annual USASBE meeting.

2006/2007, awarded top research award for College of Business. The award comes with an honorarium and plaque, which is displayed in the dean's office.

2003, awarded faculty excellence award, which is only given to one faculty member annually in the College of Business and Public Administration. It recognizes achievement in research, teaching and service. The award comes with an honorarium and plaque, which is displayed in the dean's office.

2001, awarded top research award for 2001 in College of Business and Public Administration at the University of Louisville, which was accompanied by a \$1000 honorarium

2001, recognized as an award-winning faculty member of 2001 National Model MBA Program in Entrepreneurship: The entire MBA Entrepreneurship Program (Integrative MBA, International MBA Programs in Athens, Hong Kong, and Singapore, and the Entrepreneurship Concentration in the Traditional MBA) at the University of Louisville was recognized for this award by the United States Association for Small Business and Entrepreneurship (USASBE).

1999, awarded first place for developing the best interdisciplinary article for the annual meeting of Decision Sciences Institute. The title of the article was: Using neural networks to predict the wealth effects of corporate strategy decisions. Co-authors on the article were Caron St. John and Raju Baliskrisnan.

1999, awarded second place for the 1999 Outstanding Entrepreneurship Pedagogy Award from the United States Association of Small Business and

Entrepreneurship (USASBE). The award was for a requested submission titled, "Participatory excursions within the distinctive domain of entrepreneurship." Award was significant because a national association presented it as recognition for individual work, rather than for teamwork.

1999, awarded first place, which included \$500 prize, for presenting the outstanding session at the annual meeting of the United States Association of Small Business and Entrepreneurship. The session was titled "A survey of the accounting skills needed by successful entrepreneurs vs. those provided by current accounting curricula. Session was presented with Stephen Wheeler and George Violette.

1997, honored by student-members of Pacific Entrepreneurship Club students "[his] vision and commitment in establishing the most enterprising group on campus."

1996, recognized by Anbar Electronic Intelligence for the following "internationally recognized contribution to the literature and body of knowledge": Fiet, J.O., (1996) *Joint Author* "New venture teams' assessment of learning assistance from venture capital firms" *Journal of Business Venturing* Jul 11/4

1995, recognized for teaching effectiveness by the Colhoun Honors College at Clemson University.

1991, received Texas A&M University Regents fellowship for dissertation support.

1991, received Texas A&M University College of Business and Graduate School of Business grant for dissertation research.

1990, awarded Babson College fellowship to support participation in doctoral consortium on entrepreneurship research.

1972, awarded Brigham Young University academic scholarship while playing intercollegiate tennis.

Fund Raising

2009, awarded \$600,000 in 2009 as a co-principal investigator to replicate the 2006 study in the Low Country of South Carolina. Proceeds will again be used to support doctoral student participation.

Awarded \$600,000 in 2006 as a co-principal investigator on a multi-disciplinary NSF project to train medical and engineering researchers to recognized patentable ideas that have commercial potential. Funding was utilized to support entrepreneurship student travel to conferences.

1995, Enterprise Development, Inc. provided \$50,000 + to study capital formation in South Carolina 2000, Awarded \$50,000 to organize international forum on entrepreneurial finance. Invited participants were prominent researchers who

wrote a designated book chapter. A book to be compiled from invited submissions will provide a current treatment of the theoretical basis of entrepreneurial finance. Related conference is planned for Jonkoping, Sweden

1994, European agency awarded \$100,000 to a research team of which I am member to compare the use of information channels by habitual entrepreneurs in France, England and the United States. Other team members are M. Wright and D. Muzyka.

1992, raised \$30,000 from internal sources to support the participation of Clemson University and the University of the Pacific in the Entrepreneurship Research Consortium, which a collaborative, international research effort to collect representative panel data.

1990, awarded a grant from National Science Foundation's Decision, Risk and Management Science program provided total funding for dissertation research. In addition, a Texas A&M University Office of Graduate Studies grant provided an honorarium in recognition of the value of dissertation research. Dissertation has subsequently resulted in multiple publications. These awards totaled more than \$11,000.

Professional Memberships

Entrepreneurship Division of Academy of Management

Business Policy and Strategy Division of the Academy of Management

Strategic Management Society

United States Association for Small Business and Entrepreneurship

Entrepreneurship Research Consortium

International Council of Small Business

Council of Entrepreneurship Chairs

Professional Service

Editor

Entrepreneurship Theory and Practice (2007- 2017)

Editorial Boards

Journal of Business Venturing

Venture Capital—An International Journal of Entrepreneurial Finance

Journal of Small Business Management

Entrepreneurship Theory and Practice

Journal of Management Studies

Strategic Entrepreneurship Journal

Reviewer

Academy of Management Journal

Academy of Management Review

Strategic Management Journal

Organization Science

Management Science

Journal of Business Venturing

Journal of Management

Human Relations

Asia Pacific Management Journal

European Journal of Operational Research

The Business and Economics Research Journal

Entrepreneurship Division of Academy of Management

Business Policy and Strategy Division of Academy of Management

Babson Kaufman Entrepreneurship Research Conference

Numerous publishers.

Discussant

Research Exemplars Conference, sponsored by the Entrepreneurship Division of the Academy of Management

Entrepreneurship Division of Academy of Management

Babson/Kaufman Entrepreneurship Research Conference

International Conference on Institutions, Entrepreneurship and Firm Growth

Served as senior faculty advisor and discussant for junior faculty members of the Entrepreneurship Division of Academy of Management at its annual meeting, August 2004.

Other

Member, Board of Directors, Council of Entrepreneurship Chairs.

Former Western United States liaison for Entrepreneurship Division of Academy of Management.

Community Service

Guest Lectures

University of Louisville. 2002. Executive Breakfast Series. Fundamentals of the Innovation process.

University of the Pacific. 1997. Alternative sources of financing for start-up companies. Entrepreneurial Finance course.

University of the Pacific. 1997. Entrepreneurship as a career option. Sports Management course.

University of the Pacific, 1997. Can you Make money on the Internet even if it does not provide by itself a means for achieving a sustainable competitive advantage? Also, Information Super Highway--Past to Present.

Community Outreach

2012. Launchpad Lecture Series sponsored by the Forcht Center for Entrepreneurship and Greater Louisville, Inc's EnterpriseCorp: Lecture was entitled, evaluating venture ideas.

2005, Radio program guest on "Big Talk on Small Business" and "State of Affairs" to discuss the opportunities provided to the community with the advent of an entrepreneurship PhD program.

1999, presented senior-level course in strategic management to students at the California State University, Stanislaus. Effort was intended to help launch new multi-campus regional center in Stockton, California

1005-1999, developed extensive contacts with local business and political leaders to create exchange opportunities for students and community.

1996, organized Symposium for alumni and local business leaders. Presentation treated mission and role of Pacific Entrepreneurship Center. Symposium was part of Fall Festival.

1996, made presentations during 1996 to Rotary and Kiwanis Clubs in Stockton, California. Purpose of presentations was to inform local business leaders about the purpose of the Pacific Entrepreneurship Center.

1995, organized Community Entrepreneurship Speakers Series, which presents three lectures annually. The first lecture was, Can you make money on the Internet, which was presented jointly with Kathy Shuler.

1994, presented all-day seminar to 48 public sector managers. Topic of seminar was The Public Manager as Entrepreneur. Gary Podesto, Mayor of Stockton, was an invited participant and shared his views on competition from the private sector with seminar participants.

1994, addressed Central California Chapter of International Personnel the Public Sector. The topic was "Recreating the Magic" and addressed issues related to privatization in the public sector.

University Service

University of Louisville

2002-2008, 2012-2019, founder and director of the PhD program in entrepreneurship,

2017-2018, Member of decanal review committee for the dean of the graduate school.

2017-2018, Member of assurance of learning committee for the College of Business.

2014-2018, Member of the Dean's Advisory Committee for the dean of the graduate school.

2014-2018, Member of the Graduate School Committee comprised of directors of graduate programs.

2001-2004, served as associate dean for research.

2000-2002, created proposal for and received approval to create a PhD program in entrepreneurship. Proposal included negotiating funding and

expanding the scope and accessibility of courses offering from other colleges. Receiving approval also included testifying before numerous College and statewide committee with oversight responsibility.

2004-2010, served as the founding director of the PhD program in entrepreneurship, which included curriculum design, recruiting faculty, developing external publicity and admitting students into the program.

2000, launched Institute for Entrepreneurial Research, which is a college-wide collaborative effort to promote entrepreneurial research in a programmatic way that could be transferred directly into entrepreneurship courses. The collaboration is ongoing and involves 20 business school faculty affiliates.

2002, sought funding for Institute from the National Science Foundation.

2003-2004, developed websites for the Institute for Entrepreneurial Research, the entrepreneurship PhD program and College's research.

2000, developed, funded and organized a two-day retreat for entrepreneurship faculty to consider curriculum issues.

2000-2017, served on several search committees for entrepreneurship positions.

2004, assisted medical school faculty as a liaison from the business school in evaluating the feasibility for commercialization of various patents. Assignment is on-going and weekly.

2003, served on board of directors of a community organization that offers seed funding for new ventures.

1992-2020, supervised research for 40 doctoral students.

2005-2008, 2014-2017, served for 8 years on the university-wide committee of research deans.

2005-2008, 2014-2019, served for 10 years as the College representative to the graduate school.

Jonkoping International Business School

Collaborated with doctoral students and faculty to develop research streams in entrepreneurship. Projects include naturalistic decision-making and simulations of entrepreneurial search, with Veronica Gustavsson; entrepreneurial competencies and their effects on firm formation with Mikael Samuelsson, and a comprehensive analysis of competency risk affecting venture capital risk, with Miriam Garvi.

Assisted Per Davidsson with the school's international program on entrepreneurship and growth with small and medium sized ventures.

Served as dissertation opponent for two entrepreneurship students in entrepreneurship.

Served as the outside reviewer for Simo Lehtonen's doctoral thesis at the Swedish School of Economics in Helsinki, Finland.

University of the Pacific

Led effort to review and develop undergraduate entrepreneurship curriculum as Director of Entrepreneurial Programs at Pacific Entrepreneurship Center.

Set up web site for Pacific Entrepreneurship Center, which included links to the Center's mission, background and programs. Programs included Business Development, Entrepreneurship Education, Institute for Family Business, and Entrepreneurship Research. Site also included links to the Fletcher Jones Chair, Pacific Entrepreneurship Club, Eberhardt School of Business, the Entrepreneur in Residence, academic articles, teaching philosophy, course syllabi, and classic Articles.

Founder and faculty advisor to Pacific Entrepreneurship Club.

Member of selection and recruiting committee for Director of the Family Business Institute.

Member of faculty research committee.

Coordinator of entrepreneurship interest group.

Provided financial support for participation in Entrepreneurial Research Consortium.

Committee to review patent applications of faculty for potential commercialization.

Coached student teams to compete in nation-wide business plan competitions and accompanied them as the faculty advisor.

Clemson University

Dissertation advisor for Subodh Kulkarni from spring, 1993 to November 1995 when he defended his dissertation titled, *Evaluation of Restructuring Alternatives: A Transaction Cost Approach*. He has since graduated and accepted a position in strategic Management at Howard University.

Advisory committee to establish entrepreneurship center and supporting curriculum

Management Department's Honors and Awards Committee

Management Department's Ph.D. admissions committee since fall 1993

Dissertation committee for Kirk Heriot since spring 1993; he defended his dissertation

Advisor and lecturer to university athlete enrichment programs from spring 1993 to spring, 1996

Founder and advisor to entrepreneurship club.

News Stories

President's Hard Line on Huawei is Correct. (June 20, 2020) A published letter to the editor of the *Wall Street Journal*.

Beyond Eureka, October 9, 2009, a story about my research in constrained Systematic Search. It was the lead story in *Business Week Small Biz*. By Amie Barrett.

[Ad] Venture Capitalist—Traveling man James Fiet takes on challenge of training new generation of entrepreneurs. November 24, 2006. *Business First*. About Dr. James O. Fiet. By Don Ray Smith.

Researching the risks: Professor investigates opportunities for entrepreneurs. April 21, 2006. *Business First*. About Dr. James O. Fiet. By Robyn Davis Sakula.

Exhibit 1

Addendum Regarding University Duties and Business Affiliations

Founder & Director, Institute for Entrepreneurial Research, 2001 to 2006

There are 23 affiliated PhD qualified faculty in the Institute and I was responsible for coaching, mentoring and supervising all of them, as well as charting a course for the future of the Institute. Their affiliation with the Institute was completely voluntary, but there are benefits to being involved. Although I founded the Institute, the affiliates elected me separately as its director. In addition, I have funding responsibility for the organization.

Founder & Director, Entrepreneurship PhD Program, 2004 to 2007 and 2014 to 2019

Created unique PhD program using faculty from universities worldwide. Designed curriculum; obtained university approval, created website; signed all contracts; recruited all students; designed orientation program; established admissions and oversight committee.

Foothill Properties, Inc. (Founder and President, 1975 to 1986)

I founded Foothill Properties to develop real estate in Arizona. I raised money from limited partners, investors and others to develop subdivisions, luxury homes, industrial parks, condominiums, townhouses, golf courses and apartment projects. Its primary business activity was forming syndicates. Foothill Properties was also the general contractor for these projects, which exceeded \$20,000,000 a year.

CompuNet, Inc. (Founder and President, 1986 to 1987)

CompuNet provided project management, resource allocation and scheduling services to real estate developers, contractors and financial institutions. In its final year of operations, it managed more than \$150,000,000 in projects. I owned 50% of the stock in this corporation.

Savell Building Systems, Inc. (Founder and Vice President, 1983 to 1986)

Constructed passive solar building structures using a patented building process based on precast concrete insulated on the exterior of the building. Savell Building Systems, Inc. was the licensee for this process in Arizona and Utah. I owned 25% of the stock in this corporation.

Miscellaneous activities (1974 to 1986)

I operated other partnerships, sole proprietorships and corporations for specific business purposes. Often Foothill Properties, Inc. was the general partner with operational authority for these activities, most of which were put in place to develop real estate.