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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—2022)
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 (1987-1992)
Lecturer
Graduate Assistant

Courses Taught

Entrepreneurship Theory Seminar I (doctoral)

Entrepreneurship Theory Seminar II (doctoral)

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, asynchronous-on-line, 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 63,000 research reads.

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

63,000 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.

ResearchGate: 111 publications.

Wrote three major books on entrepreneurship theory, with two more to be completed before 2024.

Most Recent Theory Books

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

Available at: <https://www.routledge.com/Time--Space-and-Entrepreneurship/Fiet/p/book/9780367786069>

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

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

Available at: <https://www.e-elgar.com/shop/usd/the-theoretical-world-of-entrepreneurship-9781800371460.html>

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 16 Christian denominations and 9 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,

Keywords: family, family firms, presentism, social construction, agency theory, resource-based theory, socioemotional wealth, successor commitment, the 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: 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.

Section 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.

Section 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 – Christian religious doctrines

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.

- Fiet, J.O. (July, 2022). ***The Entrepreneurial Solution to Poverty and the Science of What Is Possible***. Northampton, MA: Edward Elgar.

Available at: <https://www.routledge.com/Time--Space-and-Entrepreneurship/Fiet/p/book/9780367786069>

Book Description by Edward Elgar:

Engaging and accessible, *The Entrepreneurial Solution to Poverty and the Science of What is Possible* examines the systematic practice of poverty alleviation. Using the science of informational economics (IE), based on leveraging specific information, as well as decades' worth of experimental evidence, James Fiet demonstrates how poverty may be mitigated through entrepreneurial practices.

This visionary book suggests a number of key practical methods by which poverty can be alleviated, even without resources or personal connections. Classifying IE as 'the science of what is possible', Fiet demonstrates how to

substitute information - the lowest common denominator of what individuals already possess or can acquire – for resources. The book employs 30 years of experimental results as the basis for its entrepreneurial approach to poverty alleviation, inviting its readers to extend the science of what is possible and succeed regardless of their circumstances.

Holding the potential to alter how work is approached and carried out in the area of poverty alleviation, the innovative ideas explored in this book will be of significant interest and inspiration to researchers and students, but also beyond academia to government agencies, foundations, and charities, as well as individuals and organizations invested in solving the problem of poverty.

Chapter 1 Navigating Poverty Alleviation

Although the poor lack resources, most research has focused on resource-based solutions. This chapter describes the science of possible alleviation as being based on specific information and not on resources. In fact, it argues that information can be used in place of resources using informational economics. Such a proposed solution is timely given the direction of societal, economic and demographic trends.

Keywords: Poor, poverty alleviation, informational economics, poverty entanglements, Economic trends, science of what is possible.

Chapter 2 Informational Economics as the Science of What Is Possible

Scholars have identified four different roles played by aspiring entrepreneurs in the discovery of venture opportunities. The poor may not know it yet but one way for them to escape poverty would be to discover their own opportunities by being successful in one of these roles. What each of these roles has in common is that the discovery process consists of the acquisition of specific, risk-reducing information. Uncertain returns from such investments may deter poverty stricken entrepreneurs from making discoveries. This approach, based on the science of informational economics, suggests that the vision to make entrepreneurial discoveries depends on making cost-effective informational investments, not on special talents possessed by only those with resources of their own, which provides an opening for the poor.

Keywords: Entrepreneurial roles, specific information; constrained, systematic search; entrepreneurship, entrepreneur, general information.

Chapter 3 Estimating the Wealth Creating Potential of a Venture Idea

This approach is based on the attributes of a venture idea expressed as a business plan and its capacity to generate rents into the future (Fiet & Patel, 2006). Some have suggested that the new venture itself is the proper unit of analysis (Davidsson, 2021); however, prior to becoming a venture it must first be an idea and it is just a question of where in the process to measure what is becoming a new venture. I will model this venture creation process mathematically while using data from a field study of the evaluation of its predictions (c.f., Fiet et al., 2006). Predicting valuation is essential for conducting controlled experiments on the value of wealth that will be generated. Without the generation of new wealth, there is no permanent solution to poverty.

Keywords: Wealth creation, wealth estimation, FVIR framework, risk, uncertainty, business plans, opportunity, controlled experiment, expectations, ex ante evaluation, signal.

Chapter 4 Modeling Constrained Systematic Search as an Instrument of Informational Economics

Constrained, systematic search works because it is less costly and risky than alternative approaches, assuming we hold constant an entrepreneur's timing and place. Knowing that it works theoretically, justifies field testing it among the poor. Specifically, this chapter examines how the entrepreneurial poor can search systematically with intention for discoveries. It uses consideration sets to impose constraints on how and where to search. A consideration set is a promising group of information channels, which an entrepreneur can select and search based on prior knowledge. To decide how to search the channels, I apply mathematical formalism to illustrate a maximal search sequence. Because there is some probability that a search sequence could continue indefinitely, this chapter determines stopping rules. It argues that entrepreneurial search is more feasible within a consideration set than it is in the rest of the world, including in the world of the poor.

Keywords: Timing, place, time, space, mathematical formalism, maximal versus optimal, search sequence, consideration set, stopping rule, budget constraint, information channel, discovery.

Chapter 5 A Test of the Science of What Is Possible by the Poor

This chapter reports on a test of entrepreneurial discovery by the poor, which is really a test of what is possible, based on the same principles of informational economics, which have been elucidated in the previous chapters. Specifically, it demonstrates how the poor can be trained to use

specific information to find discoveries at a rate that is twenty-five times more effective than the extant prescription to stay alert. Also, this chapter operationalizes training protocols for employing constrained, systematic search. It concludes by discussing the special entanglements of the poor that hold them back as they try to escape poverty. Finally, the lack of trust of those from outside the local community necessitated the building of bridges to study participants. In fact, bridge-building becomes an integral part of public policy that can be most effectively employed by cultivating relationships with the local community.

Keywords: Informational economics, training, consideration sets, information channel, control experiment, trust and mistrust, building bridges, 25 times more effective, financial support, alertness, entanglements, escaping poverty, attribution.

Chapter 6 Arbitraging Information Using Windows of Opportunity

One of the most under-utilized means of earning a profit is to discover a business concept, tie it up in a pending purchase and then sell it to someone else, thereby earning a middle man profit. This arbitrage maneuver depends on being able to first recognize a profitable opportunity for someone else's eventual use. In effect, instead of consummating a sale, an entrepreneur negotiates for a window of opportunity, all of which will be financed through an eventual sale, which may be pre-negotiated (Fiet, 2020). Given the right circumstances, all that will be exchanged by the middle man will be information, which makes it a form of informational economics.

Keywords: Arbitrage, window of opportunity, convention theory, middle-man profit, informational economics.

Chapter 7 Shifting Risk to Others Using Forgiving Business Models

The problem with launching a venture to escape poverty is that it poses a risk of loss, which has traditionally favored those with resources. I discovered that some business models are more forgiving than others, which offer no protection from downside risk. Using more forgiving models does not eliminate risk, but it shifts it to other willing stakeholders, not because they are allies, but because the deal on offer to them, becomes their most profitable, known option. Such a shift can occur because of an imbalance in information, which once again becomes a problem of informational economics.

Keywords: Forgiving business model, outside options, market interaction costs, encounters, risk shifting, best known option, informational economics.

Chapter 8 Cooperative Arrangements to Develop Economies of Scope

Entrepreneurs' best odds of finding a promising venture opportunity are found within their personal consideration sets. One of the advantages of working with someone else with a separate consideration set is that they can be combined to generate savings through economies of scope. This chapter explores how the use of formal or informal cooperative arrangements, which are the default mechanisms that the poor use to interact with those outside their community, can be leveraged to generate economies of scope in searching for venture ideas.

Keywords: Joint consideration set, union of information channels, non-separable asset, cooperative arrangements, mistrust of outsider, community reliance.

Chapter 9 The Friendly Mathematics of Wealth Accumulation as a Way of Alleviating Poverty

The time value of money favors wealth accumulation, resulting in not only the alleviation of poverty but also its eventual elimination. This chapter describes various approaches to jump start the natural advantages of mathematics. However, it emphasizes the role of individual determination as a means of making the proposed solution the beneficiary of friendly mathematics. In addition, it provides guidance on how to use information specialists and whether to launch a venture or to invest the proceeds.

Keywords: time value of money, mathematics, individual determination, information specialists, periodic activity.

Chapter 10 The Complimentary Tools of Informational Economics

Informational economics offers a set of tools that can offset the risk of loss from being without resources. The poor are probably uneducated, not stupid. Once they understand how they can use these tools to increase their odds of success, human nature suggests that many people will embrace them to advance their own self interests. In fact, discovering unknown opportunities through the constrained, systematic search of one's consideration set can be highly motivating, once they understand that they are creating property rights for themselves, perhaps for the first time. Although their constrained, systematic search is central to this informational approach, there are a cluster of complimentary tools to augment its effectiveness.

Keywords: Poor, poverty alleviation, informational economics, poverty entanglements, Economic trends, science of what is possible, entrepreneurial roles, specific information; constrained, systematic search; entrepreneurship, entrepreneur, general information, wealth creation, wealth estimation, FVIR framework, risk, uncertainty, business plans, opportunity, controlled experiment, expectations, ex ante evaluation, signal, informational economics, training, consideration sets, information

channel, control experiment, trust and mistrust, building bridges, 25 times more effective, financial support, alertness, entanglements, escaping poverty, attribution, forgiving business model, outside options, market interaction costs, encounters, risk shifting, best known option, informational economics, Joint consideration set, union of information channels, non-separable asset, cooperative arrangements, mistrust of outsider, community reliance, time value of money, mathematics, individual determination, information specialists, periodic activity.

Theory Book in Press

- Fiet, J.O. (2022) ***Informational Entrepreneurship in a World with Limited Insight***. New York: Palgrave MacMillan.

This book offers a new theory of entrepreneurship based on information, which is aptly named Informational Entrepreneurship. It assembles and extends my 30 years of research developing decision support tools for entrepreneurs. It is written for both scholars and aspiring entrepreneurs. For the latter, it concludes each chapter with boxed summaries of the rules according to which events occur so that those without resources will understand how to trade information for them. It explains why Informational Entrepreneurship is the science of what is possible because it is based on information, which is the lowest common denominator of what all aspirants possess. Most importantly, this book offers a meta theory based on information that represents a new body of knowledge that aspirants can master and practice to identify new sources of wealth.

Theory Book Under Development

- Fiet, J.O. (2022). ***Entrepreneurship in a Postmodern Age***. Northampton, MA. Edward Elgar.

This is a book about a new intellectual, social and economic environment for entrepreneurship, largely created in our current postmodern age, but with roots that go back centuries. I trace *postmodernism* from its roots in Jean-Jacques Rousseau [1712-1778] and Immanuel Kant [1724-1804] to its development in thinkers such as Michel Foucault [1926-1984], Jacques Derrida [1930-2004] and Richard Rorty [1931-2007], followed by its expression today in *intersectionalism* (Crenshaw, 1989) and *wokeness* (Kendi, 2019), as well as in many related causes. These related causes are *structural* in that they are hypothesized to take place in an overarching, hostile cultural system or structure. This journey explores why *postmodernism* with all of its variants has developed into the most vigorous intellectual movement of the late 20th and early 21st centuries.

I begin with its medieval, faith-based origins in *premodernism*, followed by its scientific emphasis in *modernism* during the enlightenment and twentieth century, and its ultimate denial of grand narratives in postmodernism, which is its dominant expression today, including the denial of most aspects of the scientific method as well as the self. I will

demonstrate that the skeptical and relativistic arguments that have such power in the contemporary intellectual world are more than a passing fad. Rather, they are the culmination of arguments that have been developing for hundreds of years and are likely to stay with us. Of particular interest, are its multi-faceted impacts on entrepreneurship, which historically has been our economic hope.

Just imagine if you will, if there were no world or self. Then, there could be no markets, no capitalism and no future for individuals, only passing struggles between the oppressed and oppressors. Having deconstructed reason, truth and the idea of a correspondence of thought to reality, and then set them aside, "reason," writes Foucault [1926-1984] (1965, p. 95) "is the ultimate language of madness." In effect, there would be nothing to guide our thoughts and feelings, which means we can do or say whatever we feel like doing, which of course can change on a whim.

Chapter 2

I trace the philosophical derivation of the most prevalent social and economic theories, some of which I have already previewed. This chapter shows the relationship of these theories to postmodernism. In fact, in most cases they are expressions of postmodernism and cannot be fully understood outside of this context. What we have today is a pastiche of inter-related ideas with common and separate origins. It is helpful to understand that there are more than 30 groups today who demand that their individual identities both set them apart from others but also connect them with others who are similarly oppressed in their particular category.

Chapter 3

I describe the collapse of reason and the abandonment of reality among German philosophers, the first of whom was Heidegger, which occurred in the twentieth century and subsequently sired the development of the National Socialists or Nazis. From there, other bridge philosophies in our recent past were developed and disseminated in many venues, prominent among which was academia. Most academics are unaware of the origins of their currently advocated programming. I also provide a detailed introduction to its foremost advocates and latter-day thought leaders, who are really just repeating the postmodern ideological tenets whose exposition was begun in the seventeenth century. Prominent among these bridge philosophies are socialism, communism and fascism.

Chapter 4

This chapter reviews critical theories, as previewed earlier. Of special interest will be their research methodologies for socially constructing truth based on the feelings of the victims.

Chapter 5

I introduce Intersectionalism as the functional driver of the most conflicted approaches that explain the relationships between the oppressed and their oppressors, which in most cases are white men. I will also examine its impacts on the outcomes of the seven most common business strategies.

Chapter 6

I compare the research methodologies of the different approaches, most of which are derivations of critical theories. I show that there is a difference in approach between the critical theories and all others, which consists of self-reports about the feelings of the victimized versus the approach required by the scientific method.

Chapter 7

I introduce an approach to critical thinking that can be overlaid on top of either methodological approach to determine whether it can sift through the facts presented by the oppressor and the oppressed to determine what is true.

Chapter 8

In this chapter, I utilize constrained, systematic search as a methodology that operationalizes informational economics. Informational economics is the science of what is possible because it focuses on specific information that is the lowest common denominator of what is possible to be known and acted upon.

Chapter 9

This chapter proposes an approach for reconciling whatever philosophical lenses are being utilized and still be able to understand and act on shared propositions about what is true.

Chapter 10

This chapter discusses how to proceed when agreement is not possible, for either aspiring entrepreneurs or for those who are educators.

- ***Scientific Entrepreneurship***

This book translates the science of wealth creation for those who are not acquainted with its theoretical underpinnings in informational economics. It is based on using information as the lowest common denominator of what all aspiring entrepreneurs possess. One way that it can show the way is to explain how to substitute one's possession of specific information for needed resources. It also explains how to convert stakeholders to willing providers of remaining resources. Moreover, it explains the use of forgiving business models that have great upside potential and practically no risk of failure. There are a half dozen other information based strategies that leverage the natural patterns in nature to outcompete others who unaware them, even if they lack

resources. Although these relationship can become complex for the uninitiated, this book will be written so that anyone with a high school education will be able to understand it.

Finally, this book will be entirely based on research that the author has already conducted, which means that it will be ready for the press within one year.

Journal Articles

Ma, D. & Fiet, J.O. 2021. Entrepreneurial decision making under risk. *Entrepreneurship Research Journal*. Available at: <https://www.degruyter.com/document/doi/10.1515/erj-2020-0051/html>

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.

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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.

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

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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.

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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.

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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

Sadek, Showkat, dissertation chair, University of Louisville

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 chair, University of Louisville

Shankar Naskar, dissertation chair, University of Louisville

Shaun Digan, dissertation committee member, University of Louisville

Dalong Ma, dissertation committee member, University of Louisville.

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

Tae Jun Bae, dissertation chair, University of Louisville.

Thomas Nelson, dissertation committee member, University of Louisville.

Robert Sinclair, dissertation chair, University of Louisville.

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

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

Kirk C. Harriot, dissertation committee member, Clemson University

Subodh Kulkarni, dissertation chair, Clemson University

Research Awards and Impact

More than 63,000 views

111 publication

6,575 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

1995-1999, 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

2021-2022, Member of college research committee.

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 were 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.