

Dr. Kurt C. Jacobs

Knoxville, TN

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Executive "pracademic" with a distinguished 25-year career within financial services and Defense and Aerospace, in leadership, seamlessly blending academic expertise with practical industry experience. Recognized for a profound understanding of new venture formation and execution, knowledge transfer, adult learning theory and implementation, consulting, strategy, entrepreneurship, and intrapreneurship. An innovative team builder and leader who has consistently navigated organizations towards success through the strategic application of theoretical insights and practical acumen.

Education

University of Florida

Doctorate

Entrepreneurship & Innovation

Auburn University

MBA

International Business

Oregon State University

Bachelors of Science:

Political Science

Executive Education

Stanford University, Duke University, University of California (Berkeley), University of North Carolina (Chapel Hill); Entrepreneurship Experiential Classroom

Experience

Assistant Professor of Entrepreneurial Practice, Entrepreneurship, Innovation & Strategy

University of Tennessee, Knoxville; 2019-Current

Courses Taught (In person, hybrid, online):

MGT595 Trends in Corporate Strategy

ENT 564 Corporate Entrepreneurship

ENT 464 Corporate Entrepreneurship

ENT 350	<u>Introduction to Entrepreneurship</u>
ENT 451	<u>Startup (New Venture Planning)</u>
ENT 499	<u>Intrapreneurship and Corporate Venturing</u>
BUAD 453	<u>Capstone Strategic Entrepreneurship</u>
MMT 506	<u>Competitive Strategy</u>

Developed New or Revised Courses @ UTK:

ENT 451	<u>Startup (revised)</u>
ENT 464/564	<u>Corporate Entrepreneurship</u>
MGT595	<u>Trends in Corporate Strategy</u>

Lecturer of Venture Capital, Innovation, and Entrepreneurship (Adjunct)

Syracuse University, Syracuse (NY); 2015-Current
Courses Taught:

Graduate level courses for Professionals and Executive MBA program(s).

EEE 621:	<u>Corporate Entrepreneurship</u>
EEE 624:	<u>Entrepreneurship Finance and Fundraising</u>
EEE 625:	<u>Venture Capital</u>

Chairman and Founder

Fortis Solutions Inc., Lake Mary, FL & Quantico, Virginia; 2010-2022

Established Fortis Solutions Inc. as a contracting corporation to provide engineering services, program and financial management support and strategic consulting support to Department of Defense commands and to assist other small companies seeking to do business with components of the Department. In the eleven years since the creation of Fortis, we have slowly grown and diversified our portfolio and revenues while retaining a solid core of business supporting the U.S. Marine Corps' (USMC), Department of Defense, and Department of State.

Our primary customer over the last eight years has been the USMC Training and Education Command (TECOM) and Marine Corps Combat Development Command (MCCDC).

Adjunct Professor

Stetson University; DeLand Fl; 2016

Courses Taught:

Intro to Management (undergrad)

Intro to Leadership and Organizational Behavior (undergrad)

Executive Vice President; Strategy and Innovation

Wells Fargo & Co.; Portland, OR & Palo Alto, CA & Washington D.C.
2001-2011

Success in the management of strategic finance teams in Oregon and Silicon Valley led to my selection to an internal corporate executive management program (Des Moines & Washington D.C. 2005-2007). In addition to being afforded several educational and training opportunities, I was promoted to Executive Vice President (2007-2011 Washington D.C.), named an officer of the company, and assigned to lead strategic, inter-departmental business initiatives. Foci of strategic finance, private equity, commercial development, intrapreneurship products and programs, mergers & acquisition, and strategy and implementation of national programs (acquisition of Wachovia).

Invited Lectures, Scholarships, PDWs, and Panelist

- **Virginia Tech University.** One University Entrepreneurship. Pamplin School of Management. April, 2017. Blacksburg, VA.
- **Missouri State University.** Entrepreneurship as Stand-Alone Curriculum. September 2017.
- **United States Air Force Academy.** Entrepreneurship and Innovation within the Department of Defense. 2018.
- **Penn State University.** Cross Campus Ent: Entrepreneurship Curriculum for Engineering and Technology. 2018.
- **Penn State University.** Smeal College of Business. Corporate Venturing and Corporate Venture Capital. 2022-Current.
- **United States Coast Guard Academy.** Innovation at the Department of Defense and Homeland Security. 2018.
- **Southern Management Association (SMA)** 2015: Doctoral Consortium Scholarship. St. Petersburg, FL

- **Academy of Management. (AOM)** 2015: PDW Discussant: Management Education Programs. Vancouver, CAN.
- **Academy of Management. (AOM)** 2015: Scientific Committee: Business Executive Education Scientist Committee. Vancouver, CAN
- **United States Association of Small Business & Entrepreneurship. (USASBE)** 2019-2024: Longnecker Fellows Mentorship Program (Entrepreneurship)
- **MOBTS:** Early Educator Scholarship Recipient. New Jersey. 2019.
- **California Entrepreneur Educator Conference (CEEC):** 2017-2024. Adult learning and best practice examples of Startup ENT, Experiential Learning, and ENT finance and negotiation.

Conference Proceedings, Presentations, and Publications

- **Jacobs, Kurt.** *Name Image Likeness (NIL). Across Campus Resourcing for Power 5 Schools.* Program Track. USASBE. Raleigh, 2022.
- **Jacobs, Kurt.** *SAFE(ty) in Fundraising. Simple Agreement for Future Equity tool teaching fundraising for new ventures.* Development Exercise Track. USASBE. Raleigh, 2022.
- **Jacobs, Kurt.** *The Rise of No-Code. Building in Public. Utilization of No-Code Web App Development for non-technical Entrepreneurs.* Competitive Teaching Track. National Finalist. USASBE. Raleigh, 2022.
- **Jacobs, Kurt.** *Hiring A New CEO and Firm Performance. Does it Pay to 'Overpay'?* Journal of Business Strategy. Review and Resubmit. Status: Under Review.
- **Jacobs, Kurt** and Cainas, Jennifer. *Regulation and MCS Adoption in Nascent Firms. A Stakeholder Perspective.* Target: Journal of Business Venturing.
- **Jacobs, Kurt** and Cainas, Jennifer. *MCS Adoption in Entrepreneurial Firms and Founder Continuity.* Target: Journal of Enterprising Culture.
- **Jacobs, Kurt.** *Entrepreneurship Curriculum Consulting Projects. A Review and Best Practices.* California Entrepreneurship for Educators Conference (CEEC), San Diego.
- **Jacobs, Kurt.** *Managerial Control Systems in Nascent Firms: Literature Review.* California Entrepreneurship for Educators Conference (CEEC), San Diego, CA.
- **Jacobs, Kurt** and Darnell, Jamey. *Situational Comedy and Entrepreneurial Experiential Exercises.* Review and Resubmit. Under Review: Entrepreneurial Education and Pedagogy.
- **Jacobs, Kurt** and Darnell, Jamey. *Using Instagram to Engage Students in Entrepreneurship.* Developmental Paper. Target: International Journal of Entrepreneurship Education.
- **Jacobs, Kurt** and Jamey Darnell. *Making a dollar on the internet. Using E-commerce for quick launch.* USASBE 2021. Virtual.

- **Jacobs, Kurt** and Jamey Darnell. *Term Sheets and Negotiations. You don't get what you want, you get what you negotiate.* USASBE. Virtual 2021.
- **Jacobs, Kurt** and Jamey Darnell. *Negotiating the Close. Beyond the Tank.* California Entrepreneurship for Educators Conference. 2020. Virtual.
- **Jacobs, Kurt** and Jamey Darnell. *Website MVP.* California Entrepreneurship for Educators Conference. 2020. Virtual.
- **Jacobs, Kurt.** *Executive Education and Entrepreneurship. Crossing the theory practitioner chasm.* USASBE 2020. New Orleans.
- **Jacobs, Kurt.** *Entrepreneurship Beyond Startup.* USASBE 2020. New Orleans.
- **Jacobs, Kurt** and Jamey Darnell. *Teaching Students How to Tell A Good Story: the Strategic Importance of Using a Blog for Startups.* USASBE 2020. New Orleans.
- **Jacobs, Kurt** and Jamey Darnell. "Yada, Yada, Yada...Successful Business! Using Seinfeld Clips to Teach Business Model Evaluation." *Journal of Entrepreneurship Education* 22 (2019): n. pag.
- **Jacobs, Kurt** and Canais, Jennifer. *Outside Stakeholders and Entrepreneurial MCS Adoption.* USASBE St. Petersburg, FL 2019.
- **Jacobs, Kurt.** *Coffee's For Closers! Experiential learning for self-efficacy in entrepreneurial sales methods.* Competitive Teaching Finalist. USASBE. St. Petersburg, FL 2019.
- **Jacobs, Kurt.** *I'm Lovin It! Experiential Learning methods in Franchising for Venture Growth.* USASBE. St. Petersburg, FL 2019.
- **Jacobs, Kurt** and Cainas, Jennifer. *Regulation and MCS Adoption In Nascent Firms. A Stakeholder Perspective.* USASBE, Los Angeles, CA. 2018.
- **Jacobs, Kurt** and Cainas, Jennifer. *MCS Adoption in Entrepreneurial Firms and Founder Continuity.* USASBE, Los Angeles, CA. 2018.
- **Jacobs, Kurt** and Darnell, Jamey. *Experiential Learning. Finalist @ USASBE 2018 (Los Angeles) for Best Experiential Teaching Exercise. Utilizing Situational Comedy clips to teach Opportunity Identification and ancillary lessons in Entrepreneurship.*
- **Jacobs, Kurt.** *Quantifying Knowledge Assets. The Curious Case of Measuring Patents.* USASBE. Philadelphia, PA. 2017.
- **Jacobs, Kurt.** *Effectual Decision Making Under Rigid MCS.* USASBE. Philadelphia, PA. 2017.
- **Jacobs, Kurt.** *'Vetrapreneurship'. Promoting Veteran Entrepreneurship Programs.* PDW. USASBE. San Diego, CA. 2016.
- **Jacobs, Kurt.** *'Pracademia'. Crossing the practitioner/academic Chasm.* PDW. 2016. USASBE. San Diego, CA 2016.

- **Jacobs, Kurt.** *VC, Angels, and Resources. Gaining Access.* PDW. USASBE. San Diego, CA. 2016.

Member

- Academy of Management (AOM)
- United States Association for Small Business and Entrepreneurship (USASBE)
- California Entrepreneurship for Educators (CEEC)
- International Council for Small Business (ICSB)
- National Business Incubation Association (NBIA)
- National Eagle Scout Association (NESA)
- Angel Capital Association (ACA)