

David Gras

Haslam College of Business
916 Volunteer Boulevard
Knoxville, TN 37996-0545

E-mail: dgras@utk.edu
Office # : 417 SMC

Education

Syracuse University - Syracuse, NY
Ph.D. Entrepreneurship and Emerging Enterprises, May 2013

Clemson University - Clemson, SC
M.S. Marketing, May 2008
Minor: Experimental Statistics

Texas A&M University - College Station, TX
B.S. Management, May 2005
Track: Entrepreneurship

Academic Positions

Associate Professor of Strategy and Entrepreneurship
University of Tennessee, Knoxville
2022-Present

Assistant Professor of Strategy and Entrepreneurship
University of Tennessee, Knoxville
2015-2022

Assistant Professor of Management, Entrepreneurship and Leadership
Texas Christian University
2013-2015

Publications – Journal Articles

Yan, J., Mmbaga, N., & Gras, D. (2022) Broad versus Narrow Organizational Scope among Nonprofits: The Moderating Effects of the Task Environment. *Strategic Organization*. doi.org/10.1177/14761270221114913

Acharya, A. G., Gras, D., & Krause, R. (2021). Socially Oriented Shareholder Activism Targets: Explaining Activists' Corporate Target Selection Using Corporate Opportunity Structures. *Journal of Business Ethics*, 1-17.

Gras, D., & Krause, R. (2020). When Does It pay to Stand Out as Stand-Up? Competitive Contingencies in the Corporate Social Performance–Corporate Financial Performance Relationship. *Strategic Organization*, 18(3), 448-471.

Gras, D., Conger, M., Jenkins, A., & Gras, M. (2020). Wicked Problems, Reductive Tendency, and the Formation of (Non-) Opportunity Beliefs. *Journal of Business Venturing*, 35(3).

- Mendoza-Abarca, K., & Gras, D. (2019). The Performance Effects of Pursuing a Diversification Strategy by Newly Founded Nonprofit Organizations. *Journal of Management*, 45(3): 984-1008
- Nason, R. S., Bacq, S., & Gras, D. (2018). A Behavioral Theory of Social Performance: Social Identity and Stakeholder Expectations. *Academy of Management Review*, 43(2), 259-283.
- Nuhu, N., Lerman, M., Mmbaga, N, & Gras, D. (2018). Product Differentiation at the Base of the Pyramid: Individual-Level Antecedents and Performance Outcomes. *International Review of Entrepreneurship*, 16(1): 141-156.
- Gras, D., Nason, R. S., Lerman, M., & Stellini, M. (2017). Going offline: broadening crowdfunding research beyond the online context. *Venture Capital*, 19(3), 217-237.
- Gras, D., & Nason, R. (2015) Bric by Bric: The Role of the Family Household in Sustaining a Venture in Impoverished Indian Slums. *Journal of Business Venturing*, 30(4): 546-563.
- Gras, D., & Mendoza, K. (2014) Risky Business? The Survival Implications of Exploiting Commercial Opportunities by Nonprofits? *Journal of Business Venturing*, 29(3): 392-404.
- Moss, T., & Gras, D. (2012) A Review and Assessment of Social Entrepreneurship Textbooks. *Academy of Management Learning and Education*, 11(3): 518-527.
- Gras, D., & Lumpkin, G.T. (2012) Strategic Foci in Social and Commercial Entrepreneurship: A Comparative Analysis. *Journal of Social Entrepreneurship*, 3(1): 6-23.
- Lumpkin, G.T., Moss, T.W., Gras, D., Kato, S., & Amezcua, A. (2011) Entrepreneurial Processes in Social Contexts: How are They Different, if at All? *Small Business Economics*, 40(3): 1-23.
- Lumpkin, G.T., McKelvie, A., Gras, D., & Nason, R. (2010) Is Strategy Different for Very Small and New Firms? *Journal of Small Business Strategy*, 21(2):1.

Publications – Books and Book Chapters

- Gras, D. Lumpkin, G.T., & Nason, R.S. (2015). Strategizing by social entrepreneurs: A longitudinal analysis. In S. Newbert (Ed.) *Small Business in a Global Economy*, Praeger.
- Gras, D., Moss, T.W., & Lumpkin, G.T. (2014). The Use of Secondary Data in Social Entrepreneurship Research: Assessing the Field and Identifying Future Opportunities. In Ketchen, D.J., Bergh, D.D., and Short, J.C. (Eds). *Research Methodology in Strategy and Management*, Vol. 9., p:49-75, Bingley, UK: Emerald Publishing.
- Kickul, J., Gras, D., Bacq, S., & Griffiths, M. (Eds.) (2013). *Social Entrepreneurship: Volume 1*. Edward Elgar: Northampton MA.

Kickul, J., Gras, D., Bacq, S., & Griffiths, M. (Eds.) (2013). *Social Entrepreneurship: Volume 2*. Edward Elgar: Northampton MA.

Lumpkin, G.T., & Gras, D. (2012) Social Entrepreneurship. In M. Marvel (Ed.). *Encyclopedia of New Venture Management*. Sage: Thousand Oaks, CA.

Gras, D., Mosakowski, E., & Lumpkin, G.T. (2011). Gaining Insights from Future Research Topics in Social Entrepreneurship: A Content-Analytic Approach. In Lumpkin, G.T., & Katz, J.A. (Eds.) *Social and Sustainable Entrepreneurship (Advances in Entrepreneurship, Firm Emergence and Growth, Volume 13)*, Emerald Group Publishing.

Teaching Experience

University of Tennessee

International Business

Strategic Management

Managerial Analytics

EMBA RP4

Haslam Study Abroad – South Africa

PhD Seminar on Strategy and Secondary data

Corporate Social Responsibility and Ethics

Independent Study

Texas Christian University:

Strategic Management

Values-Centered Entrepreneurship

Syracuse University:

Introduction to Entrepreneurship

University of Connecticut:

Opportunity Generation, Assessment, and Promotion

Strategy, Policy, and Planning

Clemson University:

Experimental Statistics Methods Lab

Service

Editorial Review Board, Journal of Business Venturing

Editorial Review Board, Entrepreneurship Theory and Practice

Reviewer, Journal of Management

Reviewer, Strategic Entrepreneurship Journal

Reviewer, Journal of Management Studies

Reviewer, Small Business Economics

Reviewer, Journal of Social Entrepreneurship

Reviewer, Academy of Management Annual Meeting

Grants & Awards

2015 Insight Development Grant

Accompanying financial award: \$65,000

2015 Kimbell Art Museum Education Grant

Accompanying financial award: \$13,000

2015 EGOS Best Paper Finalist. Nason, R. & Gras, D. The impact of family household health on family economic activity. Athens, Greece.

2014 Concordia University Research Grant

Accompanying financial award: \$7,000

2013 Outstanding Teaching Assistant Award, Syracuse University

2012 Family Owned Business Institute Research Scholar

Accompanying financial award: \$5,000

2012 Family Enterprise Research Conference Doctoral Student Best Poster Award

Accompanying financial award: \$2,000