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EDUCATION

- Ph.D. Strategic Management (Major), Marketing (Minor), 1996
University of Texas at Arlington, Arlington, Texas
Dissertation: "The Entrepreneurial Orientation (EO) of New Entrants:
Performance Implications of Alternative Configurations
of EO, Environment, and Structure"
- M.B.A. Finance, 1978
University of Southern California, Los Angeles, California
- B.A. Philosophy, 1974
Hampden-Sydney College, Hampden-Sydney, Virginia

RESEARCH

Journal Articles

- Bacq, S., Hertel, C. J., & Lumpkin, G. T. 2022. Entrepreneurship, community, and societal impact across disciplines: A dynamic framework of community types and roles. *Journal of Business Venturing*. 37(5), DOI: 10.1016/j.jbusvent.2022.106231
- Lumpkin, G. T., & Bacq, S. 2022. Family business, community embeddedness, and civic wealth creation. *Journal of Family Business Strategy*, 13(2), DOI: [10.1016/j.jfbs.2021.100469](https://doi.org/10.1016/j.jfbs.2021.100469)
- Lee, C.K., Simmons, S. A., Amezcua, A., Lee, J. Y., & Lumpkin, G. T. 2022. Moderating effects of informal institutions on social entrepreneurship activity. *Journal of Social Entrepreneurship*, 13(3): 340-365. DOI: 10.1080/19420676.2020.1782972
- Bailey, R. & Lumpkin, G. T. 2021. Enacting positive social change: A civic wealth creation stakeholder engagement framework. *Entrepreneurship Theory and Practice*. DOI: [10.1177/10422587211049745](https://doi.org/10.1177/10422587211049745)
- Pidduck, R. J., Clark, D., & Lumpkin, G. T. 2021. Entrepreneurial mindset: Dispositional beliefs, opportunity beliefs, and entrepreneurial behavior. *Journal of Small Business Management*, DOI: 10.1080/00472778.2021.1907582

- Zhao, H., O'Connor, G., Wu, J., & Lumpkin, G. T. 2021. Age and entrepreneurial career success: A review and a meta-analysis. *Journal of Business Venturing*, 36(1), DOI: 10.1016/j.jbusvent.2020.106007
- Bacq, S., & Lumpkin, G. T. 2020. Social entrepreneurship and COVID-19. *Journal of Management Studies*, 58(1): 285-288. DOI: 10.1111/joms.12641
- Stambaugh, J. E., Lumpkin, G. T., Mitchell, R. K., Brigham, K., & Cogliser, C. (2020). Competitive aggressiveness, community banking, and performance. *Journal of Strategy and Management*, 13(2): 221-240.
- Diaz-Moriana, V., Clinton, E., Kammerlander, N., Lumpkin, G. T., & Craig, J. B. 2020. Innovation motives in family firms: A transgenerational view. *Entrepreneurship Theory & Practice*, 44(2): 256-287.
- Lumpkin, G. T. & Bacq, S. 2019. Civic wealth creation: A new view of stakeholder engagement and societal impact. *Academy of Management Perspectives*, 33(4): 383-404. **Winner of 2020 Academy of Management Perspectives Best Article Award.**
- Yu, A., Lumpkin, G.T., Parboteeah, K.P., & Stambaugh, J.E. 2019. Autonomy and family business performance: The joint effect of environmental dynamism and national culture. *International Small Business Journal*, 37(2): 153-185.
- Lumpkin, G. T., Bacq, S., & Pidduck, R. J. 2018. Where change happens: Community-level phenomena in social entrepreneurship research. *Journal of Small Business Management*, 56 (1): 24-50.
- Agarwal, R., Dushnitsky, G., Lumpkin, G. T., Wright, M., & Zott, C. 2017. *Strategic Entrepreneurship Journal* at 10: Retrospect and prospect. *Strategic Entrepreneurship Journal*, 11(3): 197-199.
- Stambaugh, J. E., Martinez, J., Lumpkin, G. T., & Kataria, N. 2017. How well do EO measures and entrepreneurial behavior match? *International Entrepreneurship and Management Journal*. 13(3): 717-737.
- Marvel, M. R. & Lumpkin, G. T. 2017. Domain learning and opportunity development in a high-tech context. *Journal of Enterprising Culture*, 25(1): 67-96.
- Markman, G. D., Russo, M., Lumpkin, G. T., Jennings, D., & Mair, J. 2016. Entrepreneurship as a platform for pursuing multiple goals: A special issue on sustainability, ethics and entrepreneurship. *Journal of Management Studies*. 53(5): 673-694.
- Martin, W., McKelvie, A., & Lumpkin, G. T. 2016. Centralization and delegation practices in family versus non-family SMEs: A Rasch analysis. *Small Business Economics*, 47: 755-769.
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- Brigham, K. W., Lumpkin, G. T., Payne, G. T., & Zachary, M. A. 2014. Researching long-term orientation: A validation study and recommendations for future research. *Family Business Review*, 27(1): 72-88.
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- Yu, A., Lumpkin G. T., Sorenson, R. L., & Brigham, K. H. 2012. The landscape of family business outcomes: A summary and numerical taxonomy of dependent variables. *Family Business Review*, 25(1): 33-57. **Honorable Mention - 2012 Family Firm Institute Best Paper Award.**
- Lumpkin, G. T., McKelvie, A., Gras, & Nason, R. 2012. Is strategy different for very small and very new firms? *Journal of Small Business Strategy*, 21(2): 1-26.
- Lumpkin, G. T., Steier, L., & Wright, M. 2011. Strategic entrepreneurship in family business. *Strategic Entrepreneurship Journal*, 5(4): 285-306.
- Pearson, A. W. & Lumpkin, G. T. 2011. Measurement in family business research: How do we measure up? *Family Business Review*, 24(4): 287-291.
- Lumpkin G. T., & Brigham, K. H. 2011. Long-term orientation and intertemporal choice in family firms. *Entrepreneurship Theory & Practice*, 35(6): 1147-1167.
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- Moss, T. W., Short, J. C., Payne, G. T., & Lumpkin, G. T. 2011. Dual identities in social ventures: An exploratory study. *Entrepreneurship Theory & Practice*, 35(4): 805-830.
- Lumpkin, G. T. 2011. From legitimacy to impact: Moving the field forward by asking how entrepreneurship informs life. *Strategic Entrepreneurship Journal*, 5(1): 3-9.

- Hansen, D. J., Lumpkin, G. T., & Hills, G. E. 2011. A multidimensional examination of a creativity-based opportunity recognition model. *International Journal of Entrepreneurial Behaviour & Research*, 17(5): 515-533.
- Lumpkin, G. T., Brigham, K. H., & Moss, T. W. 2010. Long-term orientation: Implications for the entrepreneurial orientation and performance of family businesses. *Entrepreneurship and Regional Development*, 22(3): 241-264.
- Hao, Z., Seibert, S., & Lumpkin, G. T. 2010. The relationship of personality to entrepreneurial intentions and performance: A meta-analytic review. *Journal of Management*, 36(2): 381-404.
- Short, J. C., Moss, T. W., & Lumpkin, G. T. 2009. Research in social entrepreneurship: Past contributions and future opportunities. *Strategic Entrepreneurship Journal*, 3:161-194.
- Rauch, A., Wiklund, J., Lumpkin, G. T., Frese, M. 2009. Entrepreneurial orientation and business performance: An assessment of past research and suggestions for the future. *Entrepreneurship Theory and Practice*. 33(3): 761-781. **Winner of 2015 Greif Research Impact Award.**
- Short, J. C., Payne, T.G. Brigham, K. H., & Lumpkin, G. T. & Broberg, J. C. 2009. Family firms and entrepreneurial orientation in publicly traded firms: A comparative analysis of the S&P 500. *Family Business Review*, 22(1): 9-24. **Winner of 2009 Family Firm Institute Best Paper Award.**
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- Lumpkin, G. T., Martin, W. L., Vaughn, M. 2008. Family orientation: Individual-level influences on family firm outcomes. *Family Business Review*, 21(2): 127-138.
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- Lumpkin, G. T., & Erdogan, B. 2004. If not entrepreneurship, can psychological characteristics predict entrepreneurial orientation? A pilot study. *The ICFAI Journal of Entrepreneurship Development*, 1 (1): 21-33.
- Lumpkin, G. T., Droegge, S. B., & Dess, G. G. 2002. E-commerce strategies: Achieving sustainable competitive advantage and avoiding pitfalls. *Organizational Dynamics*, 30(4): 325-340.
- Love, L. G., Priem, R. L., & Lumpkin, G. T. 2002. Explicitly articulated strategy and firm performance under alternative levels of centralization. *Journal of Management*, 28(5): 611-627.
- Lumpkin, G. T., & Dess, G. G. 2001. Linking two dimensions of entrepreneurial orientation to firm performance: The moderating role of environment and industry life cycle. *Journal of Business Venturing*, 16(5): 429-451.
- Johannessen, J-A, Olsen, B., & Lumpkin, G. T. 2001. Innovation as newness: What is new, how new, and new to whom? *European Journal of Innovation Management*, 4(1): 20-31.
- Lyon, D. W., Lumpkin, G. T., & Dess, G. G. 2000. Enhancing entrepreneurial orientation research: Operationalizing and measuring a key strategic decision making process. *Journal of Management*, 26(5): 1055-1085.
- Dess, G. G., Lumpkin, G. T., & McGee, J. E. 1999. Linking corporate entrepreneurship to strategy, structure and process: Suggested research directions. *Entrepreneurship Theory & Practice*, 23(3): 85-102.
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- Lumpkin, G. T., & Dess, G. G. 1995. Simplicity as a strategy making process: The effects of stage of organizational development and environment on performance. *Academy of Management Journal*, 38(5): 1386-1407.

Books

- Dess, G. G., & Lumpkin, G. T., Eisner, A., & McNamara, G. 2014. *Strategic management: Creating competitive advantages*, Seventh Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., Eisner, A., & McNamara, G. 2014. *Strategic management: Text and Cases*, Seventh Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., Eisner, A., & McNamara, G. 2012. *Strategic management: Creating competitive advantages*, Sixth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., Eisner, A., & McNamara, G. 2012. *Strategic management: Text and Cases*, Sixth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2010. *Strategic management: Creating competitive advantages*, Fifth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2010. *Strategic management: Text and Cases*, Fifth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2008. *Strategic management: Creating competitive advantages*, Fourth Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2008. *Strategic management: Text and Cases*, Fourth Edition. Burr Ridge, IL: McGraw-Hill.
- Dragoo, C., Lumpkin, G. T., Mitchell, R. K., Smith, D. 2007. *The possibilities project: A study of best practices aimed at enhancing systematic value creation from the university to the world. An organizing analysis of the Texas Tech technology transfer system, 2007*. Lubbock, TX: Texas Tech University.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2007. *Strategic management: Creating competitive advantages*, Third Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2007. *Strategic management: Text and Cases*, Third Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Eisner, A. 2006. *Strategic management: Text and Cases*, Second Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Taylor, M. L. 2005. *Strategic management: Creating competitive advantages*, Second Edition. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T., & Taylor, M. L. 2004. *Strategic management: Text and Cases*. Burr Ridge, IL: McGraw-Hill.
- Dess, G. G., & Lumpkin, G. T. 2003. *Strategic management: Creating competitive advantages*. Burr Ridge, IL: McGraw-Hill.

Edited Books

- Sorenson, R. L., Yu, A., Brigham, K. H., & Lumpkin, G. T., (Eds.). 2013. *The Landscape of Family Business*. Cheltenham, UK: Edward Elgar Publishing.
- Lumpkin, G. T., & Katz, J. A. (Eds). 2011. *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 13: Social and Sustainable Entrepreneurship*. Bingley, UK: Emerald Group Publishing.
- Stewart, A., Lumpkin, G. T., & Katz, J. A. (Eds). 2010. *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 12: Entrepreneurship and Family Business*. Bingley, UK: Emerald Group Publishing.
- Lumpkin, G. T., & Katz, J. A. (Eds). 2009. *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 11: Entrepreneurial Strategic Content*. Bingley, UK: Emerald Group Publishing.
- Lumpkin, G. T., & Katz, J. A. (Eds). 2007. *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 10: Entrepreneurial Strategic Processes*. Oxford, UK: Elsevier/JAI.

Book Chapters

- Hertel, C. J., Bacq, S., & Lumpkin, G. T. (In press). A holistic perspective on social performance in social enterprises: Disentangling social impact from operational sustainability. In A. Vaccaro & T. Ramus (Eds.), *Handbook of Social Innovation and Social Enterprises*. Berlin: Springer.
- Lumpkin, G. T., & Pidduck, R. J. 2021. Global entrepreneurial orientation (GEO): An updated, multidimensional view of EO. In A.C. Corbett, P. Kreiser, L. Marino, & W. Wales (Eds), *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 22: Entrepreneurial Orientation: Epistemological, Theoretical, & Empirical Perspectives.*, pp. 17-68. Bingley, UK: Emerald Group Publishing.
- Craig, J. B., Lumpkin, G. T., & Meyer, M. 2019. Innovation advantages of family firms: Navigating the trilemma of challenges. In D'Allura, G., Colli, A., & Goel, S. (Eds). *Family Firms and Institutional Contexts: Business Models, Innovation and Competitive Advantage*, pp. 210-231. Elgar.
- Gras, D. Lumpkin, G.T., & Nason, R. 2015. Strategizing by social entrepreneurs: A longitudinal analysis. In S. Newbert (Ed.) *Small Business in a Global Economy: Creating and Managing Successful Organizations*, pp. 135-155. Santa Barbara, CA: Praeger.
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- McKelvie, A., McKenny, A. F., Lumpkin, G. T., & Short, J. C. 2014. Corporate entrepreneurship in family businesses: Past contributions and future opportunities. In L. Melin, M. Nordqvist, & P. Sharma (Eds.), *The Sage Handbook of Family Business*, pp. 340-363. London, UK: Sage Publications.
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- Moss, T. W., Lumpkin, G. T., & Short, J.C. 2010. Social entrepreneurship: A historical review and research agenda. In H. Landstrom & F. T. Lohrke (Eds.), *Historical Foundations of Entrepreneurship Research*, pp. 318-340. Northhampton, MA: Edward Elgar.
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- Simon, M., Houghton, S., & Lumpkin, G. T. 2007. Making lemonade out of lemons: The role of information processing and strategy making in managing “misperceived” start-ups. In G. T. Lumpkin & J. A. Katz, (Eds.), *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 10: Entrepreneurial Strategic Processes*, pp. 131-157. Oxford, UK: Elsevier/JAI.
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- Shrader, R. C., Hills, G. E., & Lumpkin, G. T. 2004. Electronic commerce: Current understanding and unanswered questions. In Harold L. Welsch, (Ed.), *Entrepreneurship: The Road Ahead*, pp. 153-164. London: Routledge.
- Martin, W. L., & Lumpkin, G. T. 2003. From entrepreneurial orientation to "family orientation:" Generational differences in the management of family businesses. *Frontiers of Entrepreneurship Research, 2003*, pp. 309-321. Babson Park, MA: Babson College. **Winner of 2003 Raymond Family Business Institute Best Paper Award.**
- Lichtenstein, B. B., Lumpkin, G. T., Shrader, R. C. 2003. Organization learning by new ventures: Concepts, applications and opportunities. In J. A. Katz & D. A. Shepherd, (Eds.), *Advances in Entrepreneurship, Firm Emergence, and Growth, Vol. 6: Cognitive approaches to entrepreneurship research*, pp.11-36. Oxford, UK: Elsevier/JAI.
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Under Review and Working Papers

- Clark, D., Pidduck, R., Lumpkin, G. T., & Covin, J. G. Is it Okay to study EO at the individual level? Yes? NO! Maybe so? Invited to revise and resubmit to *Entrepreneurship Theory and Practice* in August, 2022.
- Lumpkin, G. T. Dealing with monopolies by bypassing them: The promise of civic wealth creation. Invited to revise and resubmit to *Academy of Management Perspectives* in August, 2022.
- Lumpkin, G. T., & Bacq, S. Social entrepreneurship as prosocial economic empowerment: Strategic implications and future directions.
- Lumpkin, G. T., Brigham, K., & Pidduck, R. J. Toward a theory of entrepreneurial orientation.
- Lumpkin, G. T., & Bacq, S. Civic wealth creation: A new source of economic strength.
- Lumpkin, G. T., & Bacq, S. Without the commons for context, social entrepreneurship is just . . .
- Yu, A., Lumpkin, G. T., Sorenson, R.L., Brigham, K., & Payne, G. T. Entrepreneurial orientation and competing family business outcomes: A configurational perspective.

Proceedings

- Wang, X., Wan, W. P., & Lumpkin, G. T. VC interlocks and alliance formation of entrepreneurial startups: A longitudinal cross-level study. 2012 Academy of Management annual meeting, Chicago, IL, *Best Paper Proceedings*, (electronic).
- Stambaugh, J., Lumpkin, G. T., Brigham, K. B., & Coglisier, C. C. 2009. What makes some firms more competitively aggressive than others? Evidence from the banking industry. 2009 Academy of Management annual meeting, Chicago, IL, *Best Paper Proceedings*, (electronic).
- Martin, W. L., & Lumpkin, G. T. 2005. A comparison of centralization and delegation practices in family versus non-family SMEs: A Rasch analysis. 2005 International Council of Small Business World Conference, Washington, D. C., *Proceedings*, (electronic).
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- Singh, R., Hills, G. E., Lumpkin, G. T., Hybels, R. 1999. The entrepreneurial opportunity recognition process: Examining the role of self-perceived alertness and social networks. 1999 Academy of Management annual meeting, Chicago, IL, *Best Paper Proceedings*, (electronic).
- Lumpkin, G. T., & Erdogan, B. 1999. If not entrepreneurship, can psychological characteristics predict entrepreneurial orientation? A pilot study. 1999 United States Association for Small Business and Entrepreneurship annual meeting, San Diego, CA, *Proceedings*, pp. 475-492.

- Singh, R., Hills, G. E., & Lumpkin, G. T. 1999. New venture ideas and entrepreneurial opportunities: Understanding the process of opportunity recognition. 1999 United States Association for Small Business and Entrepreneurship annual meeting, San Diego, CA, *Proceedings*, pp. 657-671.
- Hills, G. E., & Lumpkin, G. T. 1997. Opportunity recognition research: Implications for entrepreneurship education. 1997 IntEnt annual meeting, Monterrey, CA, *Proceedings*.
- Lumpkin, G. T. 1995. Organizational goals: An organizational culture perspective. 1995 Southern Management Association annual meeting, Orlando, FL, *Proceedings*, pp. 243-246.
- Lumpkin, G. T. 1993. Toward an organizational culture based typology of organizational goals. 1993 Texas Conference on Organizations, Lago Vista, TX, *Proceedings*, pp. 58-62.
- Lumpkin, G. T. 1993. Weick's concept of enactment: Combining managerial cognitions with organizational learning. 1993 Southwest Academy of Management annual meeting, New Orleans, LA, *Proceedings*, pp. 72-75.

Research Presentations

- Lumpkin, G. T. Publishing in academic journals: Quantitative studies. Research presented to the African Network of Social Entrepreneurship Scholars, November 12, 2020.
- Lumpkin, G. T. & Bacq, S. Civic wealth creation: Extensions and future research. Research presented to the U.S.E. Research Institute, Utrecht University, The Netherlands, October 20, 2020.
- Lumpkin, G. T. & Bacq, S. Civic wealth creation: Extensions and future research. Research presented at Colorado State University, Ft. Collins, CO, April 19, 2019.
- Lumpkin, G. T. & Bacq, S. Researching civic wealth creation. Research presented at the 2019 USASBE annual meeting pre-conference, St. Pete Beach, FL, January 24, 2019.
- Lumpkin, G. T. Beyond individuals and organizations: Social entrepreneurship as a societal-level phenomenon. 7th International Social Innovation Research Conference (Keynote Presentation), University of York, York, UK, September, 2015.
- Lumpkin, G. T. Understanding civic wealth creation: An integrative social entrepreneurship framework. Research presented at University of Queensland, Brisbane, QLD, February, 2015.
- Lumpkin, G. T. Opportunities and challenges in social entrepreneurship research. 11th Annual Conference on Social Entrepreneurship (Keynote Presentation), Northeastern University's D'Amore-McKim School of Business, Boston, MA, November, 2014.
- Lumpkin, G. T. What we're learning from social entrepreneurship about wealth creation. 5th GW Global Entrepreneurship Conference (Keynote Presentation), George Washington University School of Business, Washington, DC, October, 2014.
- Lumpkin, G. T. Understanding civic wealth creation: An integrative social entrepreneurship framework. Research presented at Bocconi University, Milan, Italy, September, 2014.

- Lumpkin, G. T. Understanding civic wealth creation: An integrative social entrepreneurship framework. Research presented at IE Business School, Madrid, Spain, September, 2014.
- Lumpkin, G. T. & Bacq, S. Researching civic wealth creation. Duke/Oxford Research Colloquium on Social Entrepreneurship (Plenary Session), Oxford University, Oxford, UK (in July, 2013).
- Lumpkin, G. T. Keynote Address. Sustainability, Ethics and Entrepreneurship (SEE) Conference (Keynote Presentation), Denver, CO, April, 2013.
- Lumpkin, G. T. & Bacq, S. Social entrepreneurship and the logics of civic wealth creation. 9th Annual Satter Conference of Social Entrepreneurs (Keynote Presentation), New York University Stern's Berkley Center for Entrepreneurship and Innovation, New York, NY, November, 2012.
- Lumpkin, G. T. Long-term orientation in entrepreneurial and family firms. Riata Distinguished Scholar Research Presentation presented at Oklahoma State University, Stillwater, OK, November, 2011.
- Lumpkin, G. T. & Gras, D. M. Strategies in social entrepreneurship: A longitudinal analysis. Duke/Oxford Research Colloquium on Social Entrepreneurship (Plenary Session), Duke University, Durham, NC, June 2011.
- Lumpkin, G. T. Using an entrepreneurial orientation perspective in social entrepreneurship research. III International Entrepreneurship Seminar, Pablo de Olavide University, Seville, Spain, April, 2011.
- Lumpkin, G. T. The entrepreneurial orientation of social enterprises. AGSE International Entrepreneurship Research Exchange (Keynote Presentation), Swinburne University of Technology, Melbourne, Victoria, Australia, February, 2011.
- Yu, A., Lumpkin G. T., Sorenson, R. L., & Brigham, K. H. Understanding the family business landscape: A numerical taxonomy based on ten years of family business research. Paper presented at Bond University, Gold Coast, Queensland, Australia, February 2011.
- Lumpkin, G. T. & Brigham, K. H. Long-term orientation and intertemporal choice in family firms. Paper presented at the Queensland University of Technology, Brisbane, Queensland, Australia, February, 2011.
- Lumpkin, G. T. Entrepreneurial processes in social contexts: How are they different, if at all? 7th Annual Satter Conference of Social Entrepreneurs (Keynote Presentation), New York University Stern's Berkley Center for Entrepreneurship and Innovation, New York, NY, November, 2010.
- Lumpkin, G. T. From legitimacy to impact: Moving the field forward by asking how entrepreneurship informs life, Entrepreneurship Research Exemplars Conference (Keynote Presentation), University of Connecticut, Storrs, CT, May, 2010.
- Lumpkin, G. T. Research in social entrepreneurship: Past contributions and future opportunities. 6th Annual Satter Conference of Social Entrepreneurs (Keynote Presentation), New York

University Stern's Berkley Center for Entrepreneurship and Innovation, New York, NY, November, 2009.

Lumpkin, G. T. Entrepreneurial orientation and entrepreneurial growth. 23rd RENT Conference (Keynote Presentation), Corvinus University, Budapest, Hungary, November, 2009.

Lumpkin, G. T., Martin, W. L., & Vaughn, M. Family orientation: Individual level influences on firm-level outcomes. 7th Annual IFERA Conference (Keynote Presentation), European Business School, Wiesbaden, Germany, June 2007.

Lumpkin, G. T. Entrepreneurial orientation in family businesses: Do family firms differ from non-family firms? EIASM Workshop on Family Firm Management Research (Keynote Presentation), Jönköping, Sweden, June, 2007.

Lumpkin, G. T. Beyond succession: Frameworks for investigating content and process in family business research. Research presentation at the University of Wisconsin at Milwaukee, November, 2006.

Lumpkin, G. T. Family orientation: Concept definition and future research directions. Family Firm Institute annual conference (Keynote Presentation), San Francisco, CA, October 2006.

Lumpkin, G. T. Entrepreneurial orientation: Recent findings and future research directions. Research seminar presented at Hong Kong Baptist University, March, 2005.

Rauch, A., Wiklund, J., Frese, M., & Lumpkin, G. T. Entrepreneurial orientation and performance: Results from two meta-analyses. Paper presented at Chinese University of Hong Kong, March, 2005.

Lumpkin, G. T. Entrepreneurial orientation: Recent findings and future research directions. Research seminar presented at the Queensland University of Technology, Brisbane, Queensland, Australia February, 2005.

Lumpkin, G. T. Do the dimensions of entrepreneurial orientation co-vary or vary independently: Comparing two dimensions of EO. Paper presented at Temple University, Philadelphia, PA, September, 1998.

Lumpkin, G. T. Do the dimensions of entrepreneurial orientation co-vary or vary independently: Comparing two dimensions of EO. Paper presented at University of Kentucky, Lexington, KY, March, 1997.

Lumpkin, G. T. Exploring the entrepreneurial orientation construct: Results of two field studies. Research seminar presented at the University of Illinois at Chicago, Chicago, IL, November, 1996.

Conference Presentations

Bacq, S., & Lumpkin, G. T. Civic wealth creation: Exploring the impact of social entrepreneurship. Featured presentation at the 2021 USASBE annual conference, presented virtually, January 6, 2021.

- Lumpkin, G. T. & Bacq, S. Civic wealth creation: Five principles that distinguish the phenomenon. Panel presentation to the 17th Annual Social Entrepreneurship Research Conference, Indiana University, Bloomington, IN, November 5, 2020.
- Lumpkin, G. T., & Bacq, S. Social entrepreneurship, collective agency, and common ownership. Paper to be presented at the 2020 Western Academy of Management Conference, Kona, HI, March, 2020 (but cancelled because of COVID).
- Bacq, S., Hertel, C. J., & Lumpkin, G. T. Entrepreneurship, community and societal impact. Paper presented at the 2020 SEE Conference, San Juan, Puerto Rico, February, 2020.
- Dickinson, B., Lumpkin, G.T., Than, M.A.V., & Mestiri, R. Social sustainability and innovation: From ideas to entrepreneurial action. Symposium panelist at the 2020 SEE Conference, San Juan, Puerto Rico, February, 2020.
- Lumpkin, G. T. Entrepreneurial orientation: The future of EO and the EO construct. Paper presented at the 2020 Rocky Mountain Entrepreneurship Research Conference at the University of Wyoming, Laramie, WY, January, 2020.
- Bacq, S., Townsend, D., Shepherd, D., Lumpkin, G. T., Welter, F., Baker, T., Hunt, R., & Gartner, W. Escaping Schumpeter's shadow: The power of contextualization in the rigor-relevance debate. PDW Panel presented at the 2019 Academy of Management annual meeting, Boston, MA.
- Bacq, S., & Lumpkin, G. T., & Civic wealth creation: A new view of stakeholder engagement and social impact. Symposium paper presented at the 2019 Academy of Management annual meeting, Boston, MA.
- Zheng, D., Parboteeah, K.P., & Lumpkin, G.T. Configurations of autonomy and financial performance of the entrepreneurial SME: A CATA Approach. Paper presented at the 2019 Academy of Management annual meeting, Boston, MA.
- Lumpkin, G. T., Bacq, S., & Craig, J. B. Family business, community embeddedness, and civic wealth creation. Paper presented at the 2019 IFERA Conference at the University of Bergamo, Italy, June, 2019.
- Faherty, C., Craig, J. B., & Lumpkin, G. T. Addressing a millennial generational challenge: Lessons from family firms how to establish clan control to increase trust and reduce agency costs. Paper presented at the 2019 Babson College Entrepreneurship Research Conference at Babson College, Wellesley, MA in June, 2019.
- Lumpkin, G. T., Lane-Zucker, L., Schnitzlein, C., & Zellweger, T. Impact investing by business families and family businesses. Organizer and panelist of Symposium panel at Family Enterprise Research Conference at the University of Vermont, Burlington, VT, May-June, 2019.
- Lumpkin, G. T. Workshop on social entrepreneurship research. Workshop presented at the 2019 California Entrepreneurship Educators Conference at San Diego State University, San Diego, CA in April, 2019.

- Lumpkin, G. T. Social entrepreneurship research: Challenges and new ways forward. Junior Faculty Doctoral Consortium (Keynote Presentation) presented at the 2019 SEE Conference, Miami, FL in April, 2019.
- Bacq, S., & Lumpkin, G. T., & Civic wealth creation: A new view of stakeholder engagement and social impact. Paper presented at the 2019 USASBE Mini-Research Conference, St. Pete Beach, FL.
- Bacq, S. & Lumpkin, G. T. Stakeholder value creation: From focal organizations to community action, Co-Organizer and panelist of Symposium panel at Strategic Management Society Annual Conference, Paris, France, September 2018.
- Bacq, S., Donaldson, T., Haugh, H., Lumpkin, G. T., & Mintzberg, H. Civil society in management and entrepreneurship research. Co-Organizer and panelist in Professional Development Workshop at Academy of Management annual meeting, Chicago, IL, August 2018.
- Pierre, K., Moss, T. W., & Lumpkin, G. T. On the emergence of institutional entrepreneurship to address climate change. Paper presented at the 2017 Babson College Entrepreneurship Research Conference in June, 2017 at the University of Oklahoma ***Winner of Oregon State University Award for Best Paper on the Topic of Ethics in Entrepreneurship***
- Lee, M., Lumpkin, G. T., Singh, J., & Zahra, S. Social entrepreneurship. Symposium panel at the 2016 Strategic Management Society annual meeting, Berlin, Germany.
- Lumpkin, G. T. & Bacq, S. Prosocial organizing through the lens of social entrepreneurship: The role of civic wealth creation. Symposium paper presented at the 2016 Academy of Management annual meeting, Anaheim, CA.
- Markman, G. D., Lumpkin, G. T., Russo, M., Mair, J., & Jennings, D. Sustainability, ethics and entrepreneurship. Symposium presented at the 2016 Academy of Management annual meeting, Anaheim, CA.
- Diaz-Moriana, V., Clinton, E., Craig, J., & Lumpkin, G. T. The impact of long-term orientation on family firms' innovation: A multiple case study. Paper to be presented at the 2016 Academy of Management annual meeting, Anaheim, CA.
- Pierre, K., Moss, T. W., & Lumpkin, G. T. Sustainable entrepreneurship and livelihoods: An integration and extension of perspectives in geography and entrepreneurship. Paper presented at the 2015 Academy of Management annual meeting, Vancouver, BC.
- Zhao, H. & Lumpkin, G. T. Is entrepreneurship a young person's game? A meta-analysis of age and entrepreneurship. Paper presented at the 2015 Academy of Management annual meeting, Vancouver, BC.
- Lee, C.K. & Lumpkin, G. T. Impact of institutions on social entrepreneurship: A cross-country analysis. Paper presented at the 2015 Babson College Entrepreneurship Research Conference at Babson College, Wellesley, MA in June, 2015.

- Bacq, S., Lumpkin, G. T., & Craig, J. B. Viewing family businesses as civic wealth creators: A community embeddedness perspective. Paper presented at Family Enterprise Research Conference, Burlington, VT in June, 2015.
- Craig, J. B., Meyer, M., & Lumpkin, G. T. Oxygen and life blood: Innovation in family enterprises. Paper presented at Family Firm Institute annual meeting, Washington, D.C. in October, 2014.
- Nason, R. S., Gras, D. A., & Lumpkin, G. T. The role of then family institution in economic activity: Evidence from Indian slum households. Paper presented at the 2014 Academy of Management annual meeting, Philadelphia, PA.
- Bacq, S. & Lumpkin, G. T. What can social entrepreneurship researchers learn from family business scholars? Professional Development Workshop presented at the 2014 Academy of Management annual meeting, Philadelphia, PA.
- Diaz-Moriana, V., Clinton, E., Craig, J., & Lumpkin, G. T. Long-term orientation and innovativeness in multi-generational family firms. Paper presented at the 2014 Babson College Entrepreneurship Research Conference at Ivey Business School in June, 2014.
- Lumpkin, G. T. & Bacq, S. Social entrepreneurship and the multiple logics of societal impact. Paper presented at the 2013 Academy of Management annual meeting, Lake Buena Vista, FL in August, 2013.
- Marvel, M. & Lumpkin, G. T. Learning while doing: Prior knowledge and learning in the opportunity development process. Paper presented at the 2013 Academy of Management annual meeting, Lake Buena Vista, FL in August, 2013.
- Wang, X., Wan, W. P., & Lumpkin, G. T. VC firms' role in portfolio firms' inter-firm collaboration: A network perspective. Paper presented at the 2013 Academy of Management annual meeting, Lake Buena Vista, FL in August, 2013.
- Marvel, M. & Lumpkin, G. T. Opportunity development and high-tech venture outcomes. Paper presented at the 2013 Babson College Entrepreneurship Research Conference at E. M. Lyon Business School in June, 2013.
- Nason, R., McKelvie, A., & Lumpkin, G.T. June 2013. The role of organizational size in the heterogeneous nature of corporate entrepreneurship. Paper presented at the Small Business Economics Conference, Warwick, England in June 2013.
- Gras, D. M., Nason, R., & Lumpkin, G. T. The role of family capital on impoverished household entrepreneurial performance. Paper presented at the 2013 Family Enterprise Research Conference, Vina del Mar, Chile in May, 2013.
- Lumpkin, G.T., Barney, J., Mitchell, R., Brush, C., Kirsner, S., Haynie, M., & Lenox, M. Engaging the media: Equipping management faculty to share their knowledge more effectively. Professional Development Workshop presented at the 2012 Academy of Management annual meeting, Boston, MA.

- Mueller, S., et al. Social entrepreneurship: Business models in the formal and informal economy. Professional Development Workshop presented at the 2012 Academy of Management annual meeting, Boston, MA.
- Nason, R. S., McKelvie, A., Lumpkin, G. T. The role of organization size in the heterogeneous nature of corporate entrepreneurship. Paper presented at the 2012 Academy of Management annual meeting, Boston, MA.
- Wang, X., Wan, W. P., & Lumpkin, G. T. VC interlocks and alliance formation of entrepreneurial startups: A longitudinal cross-level study. Paper presented at the 2012 Academy of Management annual meeting, Boston, MA.
- Gras, D. M. & Lumpkin, G.T. New venture diversification and failure in the microfinance industry. Paper presented at the 2012 Babson College Entrepreneurship Research Conference at Texas Christian University in June, 2012.
- Zachary, M. A., Brigham, K. H., Payne, G. T. & Lumpkin, G. T. Long-term orientation and firm performance: Construct validation and comparative analysis in public and private high-growth entrepreneurial firms. Paper presented at the 2012 Babson College Entrepreneurship Research Conference at Texas Christian University in June, 2012.
- Nason, R. S., McKelvie, A. & Lumpkin, G. T. Organization size redux. Paper presented at the 2012 Evolution and Future of Management Conference at Oxford University in March, 2012.
- Bacq, S. & Lumpkin, G. T. Dealing with competing demands: What social business ventures can learn from family business research. Paper presented at the NYU-Stern Social Entrepreneurship Conference in New York, NY in November, 2011.
- Gras, D. M., Lumpkin, G.T., Kickul, J., & Kistruck, G. Collecting data for quantitative methods of analysis in social entrepreneurship research. Workshop presented at the NYU-Stern Social Entrepreneurship Conference in New York, NY in November, 2011.
- Lumpkin, G.T., Moss, T.W., Gras, D.M., Kato, S., & Amezcua, A. Entrepreneurial processes in social contexts: An entrepreneurial orientation perspective. Paper presented at the 2011 Academy of Management annual meeting, San Antonio, Texas.
- Lumpkin, G.T., Gras, D. M, Short, J., Kickul, J., & Kistruck, G. Collecting data for quantitative methods of analysis in social entrepreneurship research. Professional Development Workshop presented at the 2011 Academy of Management annual meeting, San Antonio, Texas.
- Busenitz, L., Conger, M., Dacin, T., Kickul, J., Lumpkin, G.T. & Mair, J. The domain of social entrepreneurship research, present and future. Symposium presented at the 2011 Academy of Management annual meeting, San Antonio, Texas.
- Gras, D. M., & Lumpkin, G. T. Critical success factors in social entrepreneurship: A longitudinal analysis. Poster presented at the 2011 Great Lakes Entrepreneurship Network Conference, University of Western Ontario, London, Ontario, Canada.

- Lumpkin, G. T. & G. G. Dess. The Role of Strategy in Family Business: A Review of Recent Findings and Future Challenges. Paper presented at the 2010 Annual Conference on Family Capital, Family Business, and Free Enterprise at the University of St. Thomas, Milwaukee, Minnesota
- Lumpkin, G. T. & Brigham, K. H. Long-term orientation and intertemporal choice in family firms. Paper presented at the 2010 Theories of Family Enterprise Conference at the University of Alberta in Edmonton, Alberta, Canada.
- Lumpkin, G. T. & Brigham, K. H. Long-term orientation: Implications for competitive advantage. Paper presented at the 2010 Academy of Management annual meeting, Montreal, Quebec, Canada.
- Kato, S., Amezcua, A. S., & Lumpkin, G. T. A taxonomy of social values in social entrepreneurship: A human rights perspective. Paper presented at the 2010 Academy of Management annual meeting, Montreal, Quebec, Canada.
- Yu, A., Lumpkin, G. T., Sorenson, R.L., Brigham, K., & Payne, G. T. Entrepreneurial orientation and family business outcomes: Two competing configurational models. Paper presented at the 2010 Academy of Management annual meeting, Montreal, Quebec, Canada.
- Wang, X. & Lumpkin G. T. Economizing and strategizing in the resource evolution lifecycle: Resource management by new ventures and established firms. Paper presented at the 2009 Southern Management Association annual meeting, Asheville, NC.
- Moss, T. W., Lumpkin, G. T., & Short, J.C. A historical perspective on social entrepreneurship research. Paper presented at the 2009 Southern Management Association annual meeting, Asheville, NC.
- Stambaugh, J., Lumpkin, G. T., Brigham, K. B., & Coglisier, C. C. What makes some firms more competitively aggressive than others? Evidence from the banking industry. Paper presented at the 2009 Academy of Management annual meeting, Chicago, IL.
- Stambaugh, J., Lumpkin, G. T., & Mitchell, R. M. A multilevel examination of competitive aggressiveness: Firms, markets, and performance. Paper to be presented at the 2009 Academy of Management annual meeting, Chicago, IL.
- Yu, A., Lumpkin G. T., Brigham, K. H., & Sorenson, R. L. A numerical taxonomy of family business outcomes: Ten years of DVs in family business research. Paper presented at the 2009 Academy of Management annual meeting, Chicago, IL. **Winner of 2009 Cox Family Enterprise Center/AOM Entrepreneurship Division Best Family Business Paper Award.**
- Hansen, D. J. & Lumpkin, G. T. Testing and refining a creativity-based model of opportunity recognition. Paper to be presented at the 2009 Babson College Entrepreneurship Research Conference, Wellesley, MA.
- Short, J. C., Payne, G. T., Brigham, K.H., Lumpkin, G.T., & Broberg, J. C. Family firms and entrepreneurial orientation: A comparative analysis of the S&P 500. Paper presented at the 2008 Southern Management Association annual meeting.

- Moss, T. W., Short, J. C., & Lumpkin, G. T. Social entrepreneurship: A review and research agenda. Symposium paper presented at the 2008 Academy of Management Meetings, Anaheim, California.
- Cogliser, C., Brigham, K. H., & Lumpkin, G. T. Entrepreneurial orientation (EO) research: A comprehensive review and analyses of theory, measurement, and data-analytic practices. Paper presented at the 2008 Babson College Entrepreneurship Research Conference, Chapel Hill, N.C.
- Moss, T.W., Short, J. C., & Lumpkin, G. T. The dependent variables of social entrepreneurship. Paper presented at the 2008 Babson College Entrepreneurship Research Conference, Chapel Hill, N.C.
- Lichtenstein, B. B. & Lumpkin, G. T. 2008. Entrepreneurial organizing as action learning: How action inquiry can improve opportunity creation. Paper presented at the Organization Behavior Teaching Conference at Babson College in Wellesley, MA.
- Short, J. C., Moss, T. W., & Lumpkin, G. T. Research in social entrepreneurship: An analysis and critique. Paper presented at the Southern Management Association annual meeting, Nashville, TN, November, 2007.
- Lumpkin, G. T., Hansen, H., & Short, J. C. Understanding entrepreneurial insights. Paper presented at the 2007 Babson College Entrepreneurship Research Conference, Madrid, Spain.
- Lumpkin, G. T., Cogliser, C. C., and Schneider, D. R. Understanding and measuring autonomy: An entrepreneurial orientation perspective. Paper presented at the Max Planck Institute of Economics Annual Schloß Ringberg Entrepreneurship Conference, June, 2007.
- Hao, Z., Seibert, S., & Lumpkin, G. T. A meta-analytic review of the dynamic role of personality in entrepreneurship. Paper presented at the 2006 Academy of Management annual meeting in Atlanta, GA.
- Lumpkin, G. T. & Wales, W. J. Entrepreneurial orientation effect on new venture performance: The moderating role of venture age. Paper presented at the 2006 Academy of Management annual meeting in Atlanta, GA.
- Marvel, M. R., & Lumpkin, G. T. Opportunity recognition and innovation: How technology entrepreneurs use prior knowledge to create radical innovations. Paper presented at the 2006 Babson College Entrepreneurship Research Conference, Bloomington, IN.
- Wales, W. J., Lumpkin, G. T., & Ensley, M. D. Linking new venture entrepreneurial orientation to firm performance: A multidimensional model of organizational structure moderation. Paper presented at the 2006 Babson College Entrepreneurship Research Conference, Bloomington, IN.
- Shrader, R. C., Hills, G. E., Lumpkin, G. T., & Schwartz, R. Advances in opportunity recognition research. Symposium presented at 2006 USASBE annual meeting in Tucson, AZ. **Winner of 2006 USASBE Best Symposium Award.**

- Krueger, N., Lumpkin, G. T., Mair, J., & Robinson, J. "Gazelle" social ventures: Putting the entrepreneur into social entrepreneurship. Symposium presented at 2006 USASBE annual meeting in Tucson, AZ.
- Rauch, A., Lumpkin, G. T., Wiklund, J., & Frese, M. Who the entrepreneur is versus what the entrepreneur does: Comparing the empirical relevance of two dominant approaches. Paper presented at the 2005 Academy of Management annual meeting, Honolulu, HI.
- Martin, W. L. & Lumpkin, G. T. A comparison of centralization and delegation practices in family versus non-family SMEs: A Rasch analysis. Paper presented at the 2005 International Council of Small Business World Conference, Washington, D. C.
- Hansen, D. J., Hills, G. E., & Lumpkin, G. T. Testing the creativity model of opportunity recognition. Paper presented at the 2005 Babson College-Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA.
- Martin, W. L., Vaughn, M., Lumpkin, G. T. Towards a clarification of "family orientation": An integration of entrepreneurship and family business theories. Paper presented at the 2005 Babson College-Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA.
- Lichtenstein, B., Corbett, A., & Lumpkin, G. T. Spiral dynamics of entrepreneurial emergence: Generating knowledge through opportunity recognition, team formation, and new venture creation. Paper presented at the 2005 Lally/Darden/Fisher Entrepreneurship Scholars Retreat, Hocking Hills, Ohio.
- Rauch, A., Wiklund, J., Frese, M., & Lumpkin, G. T. Entrepreneurial orientation and performance: Results from two meta-analyses. Paper presented at the 2005 Australian Graduate School of Entrepreneurship International Research Exchange Conference, Melbourne, Australia.
- Hills, G.E., Singh, R., Lumpkin, G. T. & Baltrusaityte, J. 2004. Opportunity recognition: New findings and alternative search processes. Paper presented at the 2004 PSED Symposium, Clemson University, South Carolina.
- Lumpkin, G. T. Modeling the relationship of pioneering, adaptive, and imitative new entry to performance. Paper presented at the 2004 Academy of Management annual meeting, New Orleans, LA.
- Rauch, A., Wiklund, J., Lumpkin, G. T., & Frese, M. Entrepreneurial orientation and business performance: Cumulative empirical evidence. Paper presented at the 2004 Babson College-Kauffman Foundation Entrepreneurship Research Conference, Glasgow, Scotland.
- Hills, G. E., Singh, R., Lumpkin, G. T., & Baltrusaityte, J. Opportunity recognition: Examining how search formality and search processes relate to the reasons for pursuing entrepreneurship and impact firm founding. Paper presented at the 2004 Babson College-Kauffman Foundation Entrepreneurship Research Conference, Glasgow, Scotland.
- Lumpkin, G. T., & Dess, G. G. Value-adding strategies and Internet business models for entrepreneurial e-commerce. Paper presented at the 2004 USASBE annual meeting in Dallas, TX.

- Simon, M., Lumpkin, G. T., & Houghton, S. M. The evolving role of information processing in venture formation and success. Paper presented at the 2003 Lally/Darden Entrepreneurship Scholars Retreat, Rensselaersville, NY.
- Lichtenstein, B. B., Dooley, K. J., & Lumpkin, G. T. An Emergence Event in New Venture Creation: Measuring the Dynamics of Nascent Entrepreneurship. Paper presented at the 2003 Lally/Darden Entrepreneurship Scholars Retreat, Rensselaersville, NY.
- Lumpkin, G. T., Lichtenstein, B., & Shrader, R. C. Organizational learning in the opportunity recognition process: Implications for enhancing internal corporate venturing. Paper presented at the 2003 Academy of Management annual meeting, Seattle, WA.
- Martin, W. L., & Lumpkin, G. T. From entrepreneurial orientation to "family orientation:" Generational differences in the management of family businesses. Paper presented at the 2003 Babson College--Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA.
- Lichtenstein, B. B., Lumpkin, G. T., & Dooley, K. J. The dynamics of organization creation: Tracking the in-depth thoughts and actions of a nascent entrepreneur. Paper presented at the 2003 Babson College--Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA.
- Lumpkin, G. T., Clouse, W., D'Intino, R., & Stoica, M. Teaching entrepreneurial e-commerce. Symposium presented at the 2002 USASBE annual meeting in Reno, NV.
- Hills, G. E., Lumpkin, G. T., Singh, R., & Decker, M. Teaching opportunity recognition. Symposium presented at the 2002 USASBE annual meeting in Reno, NV.
- Lumpkin, G. T., Shrader, R. C., & Hills, G. E. Entrepreneurial opportunity recognition: A creativity-based model. Paper presented at the 2001 Academy of Management annual meeting, Washington, D.C.
- Simon, M., Houghton, S. M., & Lumpkin, G. T. Making lemonade out of lemons: The role of strategy in managing misperceived start-ups. Paper presented at the 2001 Academy of Management annual meeting, Washington, D.C.
- Lumpkin, G. T. & Sloat, C. B. Do family firms have an entrepreneurial orientation? Paper presented at the 2001 Babson-Kauffman Entrepreneurship Research Conference, Jonkoping, Sweden.
- Stoica, M., Lumpkin, G. T., Shrader, R. C., Gundry, L., & Kickul, J. Technology Start-ups: Unique or Generic E-Models? Symposium presented at the 2001 USASBE/SBIDA annual meeting in Orlando.
- Lumpkin, G. T., & Singh, R. P. Niche portals: Internet oxymoron or brave new entrepreneurial strategy? Paper presented at the 2000 Academy of Management annual meeting, Toronto, Canada.

- Manion, M., Hills, G. E., & Lumpkin, G. T. The effects of technological innovation on the recognition of new venture opportunities. Paper presented at the 2000 Babson College-Kauffman Entrepreneurship Research Conference, Wellesley, MA.
- Lichtenstein, B. Y., Carter, N. M., & Lumpkin, G. T. Is new venture emergence "chaotic?" New methods for exploring the non-linear nature of nascent entrepreneurship. Paper presented at the 2000 Babson-Kauffman Entrepreneurship Research Conference, Wellesley, MA.
- Lumpkin, G. T., Shrader, R. C., & Hills, G. E. Opportunity recognition as learning: Applying three models of learning to the opportunity recognition process. Paper presented in joint symposium entitled Learning and Entrepreneurial SME Growth at the 2000 ICSB Conference, Brisbane, Australia.
- Lichtenstein, B. Y., Lumpkin, G. T., & Walton, J. T. Organizational learning in new ventures: Enhancing entrepreneurial success in the new millennium. Paper presented at the 2000 USASBE/SBIDA National Conference, San Antonio, TX.
- Singh, R., Hills, G. E., Lumpkin, G. T., Hybels, R. The entrepreneurial opportunity recognition process: Examining the role of self-perceived alertness and social networks. Paper presented at the 1999 Academy of Management annual meeting, Chicago, IL.
- Lyon, D., Lumpkin, G. T., & Dess, G. G. Enhancing research into a key strategic decision process: Three approaches to measuring entrepreneurial orientation. Paper presented at the 1999 Academy of Management annual meeting, Chicago, IL.
- Hills, G. E., Shrader, R. C., & Lumpkin, G. T. Opportunity recognition as a creative process. Paper presented at the 1999 Babson College--Kauffman Foundation Entrepreneurship Research Conference, Columbia, SC.
- Singh, R., Hills, G. E., Hybels, R., & Lumpkin, G. T. Opportunity recognition through social network characteristics of entrepreneurs. Paper presented at the 1999 Babson College--Kauffman Foundation Entrepreneurship Research Conference, Columbia, SC.
- Lumpkin, G. T., & Erdogan, B. If not entrepreneurship, can psychological characteristics predict entrepreneurial orientation? A pilot study. Paper presented at the 1999 United States Association for Small Business and Entrepreneurship annual meeting, San Diego, CA.
- Singh, R., Hills, G. E., & Lumpkin, G. T. New venture ideas and entrepreneurial opportunities: Understanding the process of opportunity recognition. Paper presented at the 1999 United States Association for Small Business and Entrepreneurship annual meeting, San Diego, CA.
- Lumpkin, G. T. Do new entrant firms have an entrepreneurial orientation? Paper presented at the 1998 Academy of Management annual meeting, San Diego, CA.
- Johannessen, J-A., Olsen, B., & Lumpkin, G. T. Defining and measuring innovation as newness: What is new, how new, and new to whom? Paper presented at the 1998 Academy of Management annual meeting, San Diego, CA.

- Lumpkin, G. T., Shrader, R. C., & Hills, G. E. Does formal business planning enhance the performance of new ventures? Paper presented at the 1998 Babson College--Kauffman Foundation Entrepreneurship Research Conference, University of Gent, Belgium.
- Lumpkin, G. T., & Dess, G. G. Does "simplicity" moderate the strategy--performance relationship? Paper presented at the 1998 Midwest Academy of Management meeting, Kansas City, MO.
- Hills, G. E., & Lumpkin, G. T. Opportunity recognition research: Implications for entrepreneurship education. Paper presented at the 1997 IntEnt annual meeting, Monterrey, CA.
- Dess, G. G., Lumpkin, G. T., & McGee, J. E. Linking corporate entrepreneurship to strategy, structure and process: Suggested research directions. Paper presented at the 42nd ICSB World Conference, San Francisco, CA.
- Lumpkin, G. T., & Dess, G. G. Proactiveness versus competitive aggressiveness: Teasing apart key dimensions of an entrepreneurial orientation. Paper presented at the 1997 Babson Entrepreneurship Research Conference, Babson Park, MA.
- Hills, G. E., Lumpkin, G. T., & Singh, R. P. Opportunity Recognition: Perceptions and behaviors of entrepreneurs. Paper presented at the 1997 Babson Entrepreneurship Conference, Babson Park, MA.
- Dess, G. G., & Lumpkin, G. T. Beyond normative ideals: Does entrepreneurial orientation lead to performance? Paper presented at the 1996 Strategic Management Society meeting, Phoenix, AZ.
- Dess, G. G., Lumpkin, G. T., Van de Ven, A. H., & Venkataraman, S. Entrepreneurial processes: Substantive and methodological considerations. Joint symposium presented at the 1996 Academy of Management annual meeting, Cincinnati, OH.
- Lumpkin, G. T. Organizational goals: An organizational culture perspective. Paper presented at the 1995 Southern Management Association annual meeting, Orlando, FL.
- Lumpkin, G. T., & Dess, G. G. "Simplicity" as a moderator of the strategy--performance relationship: An exploratory field study. Paper presented at the 1995 Academy of Management annual meeting, Vancouver, BC.
- Lumpkin, G. T., & Dess, G. G. Stage of development as a moderator of the "simplicity"--performance relationship: An exploratory field study. Paper presented at the 1994 Academy of Management annual meeting, Dallas, TX.
- Lumpkin, G. T. Toward an organizational culture-based typology of organizational goals. Paper presented at the 1993 Texas Conference on Organizations, Lago Vista, TX.
- Lumpkin, G. T. Weick's concept of enactment: Combining managerial cognitions with organizational learning. Paper presented at the 1993 Southwest Academy of Management meeting, New Orleans.

TEACHING EXPERIENCE

2020 – present		Michael F. Price Chair and Professor of Entrepreneurship University of Oklahoma Seminar in Entrepreneurship (ENT 6970) Seminar in Social Entrepreneurship (ENT 6970) Strategic Entrepreneurship (ENT 5970)
2016 – 2020		C. S. Trosper Chair and Professor of Entrepreneurship University of Oklahoma Seminar in Social Entrepreneurship (ENT 6970) The Entrepreneurial Process (ENT 5902) Social Entrepreneurship (ENT 3193)
2009 – 2016		Chris J. Witting Chair of Entrepreneurship Syracuse University Introduction to Entrepreneurship (EEE 370) Social Entrepreneurship in Action (EEE 440) Social Entrepreneurship (EEE 640) Foundations of Entrepreneurship (EEE 620) Seminar in Social Entrepreneurship (EEE 900) Foundations of Entrepreneurship Research (EEE 930)
2006 - 2009		Hance Chair and Professor of Entrepreneurship Texas Tech University Advanced Strategic Management (MGT 6395) Colloquium in Management Research (MGT 6380) Entrepreneurship for Non-Profit Organizations (BA 7000) Educational Entrepreneurship (EDLD 5001) ENT I: New Venture Creation (MGT 3375)
2005	-	Visiting Professor of Management and Entrepreneurship Queensland University of Technology, Brisbane, QLD, Australia Internet Business Models & Strategy (GSN445)
1996 - 2006	-	Associate Professor of Management and Entrepreneurship University of Illinois at Chicago Internet Business Models & Strategy (MBA 590) Entrepreneurial E-Commerce (MGMT/MKTG 558) Entrepreneurship (MGMT/MKTG 502; MBA 510) Entrepreneurship: New Venture Formation (MGT/MKTG 555) Competitive Strategy (MGMT 495) Administrative Structure & Organizational Design (MGT 581)
1995 - 1996	-	Assistant Professor of Management Northeastern State University, Tahlequah, Oklahoma Strategic Management II (MGMT 5863) Business Policy (MGMT 4213) Principles of Management (MGMT 3183)

- 1995 - Interim Director of the Small Business Institute
University of Texas at Arlington
Entrepreneurship & Enterprise Development (BUSA 5332)
Small Business Analysis & Administration (BUSA 4338)
- 1991 to 1994 - Instructor and Research Assistant
University of Texas at Arlington
Business Policy & Administration (BUSA 4322)
Management Theory and Practice (MANA 3319)
- 1988 to 1990 - Instructor
New River Community College, Dublin, Virginia
Principles of Management
Ethical Issues in Management

WORK EXPERIENCE

Director, Lumpkin & Associates, Consultants

Floyd, Virginia 1988 to 1992

Owner/operator of business consulting firm with emphasis on small businesses and business start-ups. Primary activities included preparing business plans and financing proposals, cash flow analysis and budgeting, developing and implementing financial strategies and controls, market analysis and planning, writing and implementing personnel policies and procedures, and designing and implementing accounting and record keeping systems. Also taught business planning and small business management workshops.

Treasurer & Business Manager, FAEC, Ltd.

Floyd, Virginia 1985 to 1989

Directed overall corporate financial activity of ethanol manufacturer with forty employees and \$6 million in annual sales. Responsibilities included analyzing and planning new business opportunities, performing all treasury functions, maintaining relations with bankers, attorneys and public accountants, administering annual budget process and supervising the preparation of financial statements, activity reports and Federal and State tax and production reports.

Assistant Treasurer, City of Fairfax

Fairfax, Virginia 1980 to 1984

Supervised revenue collection, forecasted expenses, managed investments and disbursements, prepared daily activity reports and annual State and City budgets. Developed new accounting and cash management procedures for \$23 million budget to achieve greater internal control and optimal interest earnings. Supervised accounting staff and cashiers and worked with the public.

General Contractor, TLC Home Improvements

Falls Church, Virginia 1978 to 1980

Owner/operator of a home improvements business that marketed primarily to realtors who were assisting home owners in preparing their properties for sale. Provided handyman services including kitchen and bathroom upgrades, drywall repair and painting, insulation, cleaning, lawn care, and minor repairs.

ACADEMIC SERVICE

EDITORIAL

Guest Developmental Editor, *Academy of Management Review* paper development workshop on Advancing theory on enterprising families (and beyond), IFERA Conference, University of Bergamo, Italy, June, 2019

Co-Editor, 2012-2017, *Strategic Entrepreneurship Journal*

Guest Editor, 2014-2016, Special Issue of *Journal of Management Studies* on Sustainability, Ethics, and Entrepreneurship

Guest Editor, 2014-2016, Special Issue of *Family Business Review* - 1st Review Issue

Guest Editor, 2011, Special Issue of *Strategic Entrepreneurship Journal* on Strategic Entrepreneurship in Family Business

Guest Editor, 2011, Special Issue of *Entrepreneurship Theory and Practice* on Entrepreneurial Orientation

Member, 2014-2020, Editorial Review Board, *Group and Organization Management*

Member, 2011-present, Editorial Review Board, *Journal of Social Entrepreneurship*

Member, 2008-present, Editorial Review Board, *Family Business Review*

Member, 2003-present, Editorial Review Board, *Journal of Business Venturing*

Member, 2002-present, Editorial Review Board, *Entrepreneurship Theory & Practice*

Member, 2009-2011, Editorial Review Board, *Strategic Entrepreneurship Journal*

Member, 2010-2013, Editorial Review Board, *Academy of Management Journal*

Member, 2008-2011, Babson College Research Conference Board of Reviewers

Member, 2005-2011, Editorial Review Board, *Journal of Leadership and Organizational Studies*

Ad hoc Reviewer, 2007-2008, *Strategic Entrepreneurship Journal*

Ad hoc Reviewer, 2006-2007, *Family Business Review*

Ad hoc Reviewer, 2005, *Journal of Small Business Management*

Ad hoc Reviewer, 2005, *Journal of International Business Studies*

Ad hoc Reviewer, 2004-2006, 2008, *Journal of Management Studies*

Ad hoc Reviewer, 1998-2003, *Journal of Business Venturing*

Ad hoc Reviewer, 1997-2005, *Academy of Management Review*

Ad hoc Reviewer, 1997-2002, *Entrepreneurship Theory & Practice*

Ad hoc Reviewer, 1995-2008, *Academy of Management Journal*

Ad hoc Reviewer, 1997, 2001-2004, *Journal of Management*

Ad hoc Reviewer, 2000, *Strategic Management Journal*

Ad hoc Reviewer, 1995, *Journal of Management Inquiry*

Ad hoc Reviewer, 1994, *Organization Science*

Reviewer, 1995-2008, Academy of Management annual meeting, Entrepreneurship Division

Reviewer, 1994, 2003, Academy of Management annual meeting, Business Policy & Strategy Division

External Reviewer, 1999, Utah State University entrepreneurship research proposal

PROFESSIONAL SERVICE

Member, Best Paper Award Selection Committee, 2021, 2011, *Family Business Review*

Member, Senior Global Advisory Board, *Journal of Small Business Management*, 2021-present

Participant, 2021, 2020, 2011, 2009 Babson College Entrepreneurship Research Conference Doctoral Consortium

Co-Organizer, 2018-2019, 15th annual Family Enterprise Research Conference (FERC), University of Vermont, Burlington, VT

Member, Advisory Board, 2013-present, *Family Business Review*

Member, Board of Directors, 2013-2020, Collegiate Entrepreneurs Organization (CEO)

Member, Best Paper Award Selection Committee, 2016, *Family Business Review*

Participant, 2015, PhD Sustainability Academy, Ivey Business School, University of Western Ontario, London, Ontario, Canada.

Participant, 2015, 2014, 2013, 2011 Academy of Management, Entrepreneurship Division Doctoral Consortium

Chair, Awards Committee, 2009-2011, Academy of Management, Entrepreneurship Division

Representative-at-Large, 2006-2009, Academy of Management, Entrepreneurship Division

Co-Chair, Doctoral Consortium, 2004-2006, Academy of Management, Entrepreneurship Division

Heizer Dissertation Award Judge, 2005, Academy of Management, Entrepreneurship Division

Participant, 2004 Academy of Management Entrepreneurship Division Doctoral Consortium

Midwest Regional Liaison, 1997-2002, Academy of Management, Entrepreneurship Division

UNIVERSITY SERVICE

Executive Director, 2020-present, Tom Love Center for Entrepreneurship, Price College of Business, University of Oklahoma

Member, 2019-2020, Dean's Search Committee, Price College of Business, University of Oklahoma

Division Director, 2016-2020, Tom Love Division of Entrepreneurship and Economic Development (EED), Price College of Business, University of Oklahoma

Director, 2017-present, University Entrepreneurship Council, University of Oklahoma

Chair, 2017-present, Curriculum Committee, Tom Love Division of Entrepreneurship and Economic Development, Price College of Business, University of Oklahoma

Chair, 2017-2020, Michael F. Price Chair in Entrepreneurship Search Committee, Tom Love Division of Entrepreneurship and Economic Development, Price College of Business, University of Oklahoma

Chair, 2017-2019, Assistant/Associate Professor of Entrepreneurship Search Committee, Tom Love Division of Entrepreneurship and Economic Development, Price College of Business, University of Oklahoma

Chair, 2017-2018, Ranked Renewable Term Assistant Professor of Entrepreneurship Search Committee, Tom Love Division of Entrepreneurship and Economic Development, Price College of Business, University of Oklahoma

Interim Department Head, Spring, 2016 semester, Entrepreneurship & Emerging Enterprises Department, Whitman School of Management, Syracuse University

Member, 2015-present, Entrepreneurship and Emerging Enterprises Department Research Committee, Syracuse University

Member, 2014-present, Advisory Board, Mary Ann Shaw Center for Public and Community Service, Syracuse University

Member, 2014, Management Department Search Committee, Syracuse University

Member, 2014, Entrepreneurship and Emerging Enterprises Department Search Committee, Syracuse University

Defense Oral Chair, 2014, Dissertation defense by Angsuthon Srisuthisard, Management Department doctoral student

Faculty Advisor, 2013-present, Syracuse University chapter of Nourish International

Member, Selection Committee, 2014 Chancellor's Award for Public Engagement & Scholarship (CAPES), Syracuse University

Department Head, 2012-2014, Entrepreneurship & Emerging Enterprises Department, Whitman School of Management, Syracuse University

Member (elected), Promotion & Tenure Committee, 2011-2014, Whitman School of Management, Syracuse University

Vice Chair, 2012-2013, Dean's Search Committee, Whitman School of Management, Syracuse University

Chair, 2012-2013, Sustainability & Entrepreneurship position Search Committee, Syracuse University

Chair, 2011-2012, Bantle Chair Search Committee, Syracuse University

Member, 2009-2012, Falcone Real Estate Chair Search Committee, Syracuse University

Member, 2010-2012, Teaching Committee, Syracuse University

PhD Advisor and Chair, Doctoral Committee, 2006-2009, Texas Tech University, Area of Management

Member, Coordinating Council (Executive Advisory Committee), 2006-2009, Texas Tech University

Member, Promotion & Tenure Committee, 2006-2009, Texas Tech University, Rawls College of Business (elected)

Member, 2000-2006, Advisory Committee, UIC Department of Managerial Studies (elected)

Member, 2002-2005 UIC MBA Professional Development Programs (PDP) Oversight Committee

Member, 1999-2002 E-Commerce Advisory Committee, UIC Professional Development Programs

Member, 1999-2001, MBA Program Task Force, UIC College of Business Administration

Member, 1997, Search Committee, UIC Department of Managerial Studies

DISSERTATION COMMITTEES

Ryan Bailey, 2019-present, Chair

Claudia Moura, 2016-present, member, External member (Pontificia Universidad Católica de Chile)

Jessica Jones, 2018-2020, member, External member (University of Colorado, Boulder)

Rob Pidduck, 2017-2019, member

Shane Reid, 2016-2019, member

Mirza Tihic, 2014-2019, member, External member (Syracuse University)

Olivia Aronson, 2016-2017, member, External member (Texas Tech University)

Kiven Pierre, 2015-2017, Co-Chair, External member (Syracuse University)

C. K. Lee, 2016-2017, member, External member (Syracuse University)

E. J. Ko, 2016-2017, member, External member (Syracuse University)

Parvathi Jayamohan, 2015-2016, member

Jerrid Kalakay, 2014-2015, External member (Antioch University)

Lee P. Murphy, 2013-2014, External member (Benedictine University)

Robert S. Nason, 2013-2014, member

Miles Zachary, 2013-2014, External member (Texas Tech University)

David Gras, 2012-2013, Chair

Patrice Perry-Rivers, 2011-2013, External member (Rutgers University)

Shoko Kato, 2010-2013, member

Sharon Simmons, 2011-2012, member

Verona Edmond, 2009-2011, Chair

Abby Wang, 2009-2011, Co-Chair

David Brannon, 2009-2011, member

Dan Hsu, 2009-2011, member

Andy Yu, 2008-2009, Chair

Adam Bailey, 2008-2009, Member

Wei Chen, 2008-2009, Member

Aldo van Weezel, 2007-2009, External member, (Jönköping International Business School, Sweden)

Jeff Stambaugh, 2007-2008, Chair

Frank La Pira, 2007-2008, External dissertation reviewer, (Swinburne University, Australia)

Anjali Chaudhry, 2006-2007, Member

David Hansen, 2004-2007, Co-Chair

Matthew Marvel, 2004-2006, External member (University of Illinois, Urbana-Champaign)

Hao Zhao, 2004-2006, Member

Jurgita Baltrusaityte, 2005-2006, Member

Denis Gregoire, 2004-2005, External member (University of Colorado, Boulder)

Patrick Murphy, 2002-2004, Member

Monica Gavino, 2002-2004, Member

Peter Thompson, 1999-2003, Co-Chair

Andrew Corbett, 2001-2002, External member (University of Colorado, Boulder)

Berrin Erdogan, 2000-2002, Member

Mike Manion, 1999-2001, Member

Ikechi Ekeledo, 1998-2000, Member

Robert Singh, 1997-1999, Member

Maria Kraimer, 1997-1999, Member

Chris Leeds, 1997-1999, Member

PROFESSIONAL AFFILIATIONS

Academy of Management (BPS, ENT, OMT, SIM, ONE Divisions)

Strategic Management Society (SMS)

United States Association of Small Business & Entrepreneurship (USASBE)

HONORS AND SCHOLARSHIPS

2021 recipient of USASBE Social Entrepreneurship SIG Award for Excellence for Programs or Events for the Social Entrepreneurship Doctoral Seminar (sedocseminar.org).

2021 recipient of Lifetime Member Award from the Babson College Entrepreneurship Research Conference (BCERC).

2020 recipient of Academy of Management Best Article Award for the paper “Civic wealth creation: A new view of stakeholder engagement and societal impact” co-authored with Sophie Bacq and published in *Academy of Management Perspectives*.

2020 recipient of 10-year Impact Award from SAGE Publishing for the paper “Entrepreneurial orientation and business performance: An assessment of past research and suggestions for the future” published in 2009 and co-authored with Andreas Rauch, Johan Wiklund and Michael Frese

2018 recipient of the Mentor Award from the from the Entrepreneurship Division of the Academy of Management “for having provided exceptional mentoring in entrepreneurship education”

2018 recipient of the Oregon State University Award for Best Paper on the Topic of Ethics in Entrepreneurship with K. Pierre and T. Moss.

Named Distinguished Entrepreneurship Scholar by Miami University Farmer School of Business, November, 2017

2015 recipient of Greif Research Impact award from the University of Southern California for the paper “Entrepreneurial orientation and business performance: An assessment of past research and suggestions for the future” published in 2009 and co-authored with Andreas Rauch, Johan Wiklund and Michael Frese

2013, 2014 recipient of Distinguished Reviewer Award from the Entrepreneurship Division of the Academy of Management

2013 recipient of Family Firm Institute Best Article Published in 2012 in *Family Business Review* - Honorable Mention

2012 Recipient of Family Owned Business Institute Research Scholars Award

Named Riata Distinguished Entrepreneurship Scholar by Oklahoma State University School of Entrepreneurship, November 2011.

2011 recipient of Distinguished Scholar Award, Entrepreneurship & Emerging Enterprises Department, Whitman School of Management, Syracuse University

2010 recipient of Family Firm Institute Best Article Published in 2009 in *Family Business Review* Award

2009 recipient of the IDEA Awards Foundational Paper Award from the Entrepreneurship Division of the Academy of Management for a “classic and highly influential contribution to entrepreneurship

research that serves as a legacy for scholarly work in the field" for the paper "Clarifying the Entrepreneurial Orientation Construct and Linking it to Performance," published in 1996 with Gregory G. Dess

2009 recipient of the Jack A. Dinos/Cox Family Enterprise Center Best Family Business Paper Award with A. Yu, K. Brigham, and R. Sorensen

Inducted into 21st Century Entrepreneurship Research Fellows in 2008 (by the Global Consortium of Entrepreneurship Centers)

2008 Recipient of Family Owned Business Institute Research Scholars Award

2007 Recipient of Best Reviewer Award, IFERA Conference

2006 Recipient of JSBM/Office Depot Best Small Business Paper Award

Participant, 2005, 2003, 2002, 1999, Lally/Darden Entrepreneurship Research Scholars Retreat

2003 Recipient of Raymond Family Business Institute Best Paper Award

2000 Recipient of Best Reviewer Award, Entrepreneurship Division, Academy of Management

1998, 1999, 2000 Recipient of Coleman Foundation USASBE New Faculty Scholarship

1998 Recipient of UIC Campus Research Board research grant

1997 Recipient of UIC College of Business Administration Venture 2000 grant

1995 Recipient of the Ewing Marion Kauffman Foundation, Center for Entrepreneurial Leadership, Inc. Ph.D. Dissertation Fellowship

1995 Recipient of Ph.D. Student Research Award, University of Texas at Arlington

1992, 1993 Recipient of John Deane Stanley Scholarship

1985 President of Fairfax Jaycees, Fairfax, Virginia

1973-1978 Recipient of George F. Baker Scholarship

1973-1974 Senior Fellow in Philosophy, Hampden-Sydney College in Virginia

Inducted into Omicron Delta Kappa Honorary Leadership Society in 1973

Inducted into Pi Delta Epsilon Honorary Journalism Society in 1973