

Curriculum Vita
ROD SHRADER, Ph.D.,
Professor & Denton Thorne Chair in Entrepreneurship
Faculty Director, Institute for Entrepreneurial Studies
(Updated 4/20/2012)

CONTACT INFORMATION: Institute for Entrepreneurial Studies (MC 244)
University of Illinois at Chicago
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EDUCATION

Ph.D. (1996): Georgia State University, Atlanta, GA (Major: Strategic Mgmt; Minor: International Mgmt)
B.A. (1989): Ambassador University, Pasadena, CA
A.A. (1983): Ambassador College, Big Sandy, TX

DISSERTATION

Influences on and Performance Implications of Internationalization Among Publicly Owned U.S. New Ventures;
Committee: B.M. Oviatt (chair): P.P. McDougall, W. Bogner & L. Rue (1997 Heizer Award for Outstanding
Research in New Enterprise Development; funded by the Ewing Marion Kauffman Foundation).

ACADEMIC EXPERIENCE

Professor & Denton Thorne Chair in Entrepreneurship, University of Illinois at Chicago, 2010 to present.
Faculty Director, UIC Institute for Entrepreneurial Studies, University of Illinois at Chicago, 2009 to present.
Visiting Denton Thorne Chair in Entrepreneurship, University of Illinois at Chicago, 2009-2010.
Associate Professor, University of Illinois at Chicago, 2003 to 2010.
Assistant Professor, University of Illinois at Chicago, 1997 to 2003.

Teaching Ph.D. Seminar in Entrepreneurship, plus MBA and undergraduate courses in Technology Venture Formation, New Venture Formation, Entrepreneurship for Non-Business Majors, Internationalization of Electronic Commerce, International Management, and Strategic Management. Student evaluations of effectiveness routinely exceed 4.7 on a scale of 5.0.

Assistant Professor, University of Alberta, 1996-1997.

Taught MBA and undergraduate New Venture Creation and Business Policy. Student evaluations of teaching effectiveness ranged from 4.4 to 4.9 on a 5.0 scale.

Visiting Assistant Professor, Mississippi State University, 1995-1996.

Taught undergraduate Strategic Management and Cross Cultural Management. Student evaluations of teaching effectiveness ranged from 4.6 to 4.8 on a 5.0 scale.

Visiting Assistant Professor, Georgia Institute of Technology, 1994-1995.

Taught undergraduate Fundamentals of World Business, Strategic Management, and Principles of Management.

Teaching Assistant, Georgia State University, 1990-1994.

Taught undergraduate Principles of Management and Strategic Management. Student evaluations of teaching effectiveness ranged from 4.5 to 4.9 on a 5.0 scale.

English Instructor, Mahachulalongkornrajavidyalaya University, Bangkok, Thailand, 1987-1988, by invitation of the Thai royal family.

PEER REVIEWED SCHOLARLY PUBLICATIONS

Simon M. & Shrader, R.C. (forthcoming) Entrepreneurial Actions and Optimistic Overconfidence: The Role of Motivated Reasoning in New Product Introductions. *Journal of Business Venturing*.

Renko, M., Shrader, R.C., & Simon, M. (forthcoming) Perception of entrepreneurial opportunity: A general framework, *Management Decision*.

McWilliams, A & Shrader, R.C. (forthcoming) Toward measuring the social impact of entrepreneurial firms, *Journal of Ethics and Entrepreneurship*.

Hansen, D.J., Shrader, R.C., & Monllor, J.A., (2011) Defragmenting definitions of entrepreneurial opportunity. *Journal of Small Business Management* 49(2): 283-304.

Hansen, D.J., Shrader, R.C., & Monllor J.A. (2009) Composite Definitions of Entrepreneurial Opportunity and Their Operationalizations: Toward a Typology. *Frontiers of Entrepreneurship Research*.

Shrader, R.C. Monllor, J.A. & Shelton, L. (2009) Acquisition as a Growth Strategy: A Study of Young, High Growth IPO Firms. *Advances in Entrepreneurship Research*, 11: 77-101.

Shrader, R.C. & Siegel, D. (2007) Assessing the Relationship between Human Capital and Firm Performance: Evidence from Technology-Based New Ventures. *Entrepreneurship: Theory & Practice*, 31(6): 893-908.

Amason, A.C., Shrader, R.C., & Tompson, G.H. (2006) Newness and Novelty: Relating Top Management Teams to New Venture Performance. *Journal of Business Venturing* 21(1): 125-148.

Oviatt, B.M., Shrader, R.C. & McDougall P.P. (2004) The Internationalization of New Ventures: A Risk Management Model. In M. Hitt & J. Cheng (Eds.), *Advances in International Management: The Evolving Theory of the Multinational Firm*. Greenwich: JAI Press.

Shrader, R.C. & Hills G.E. (2003) Successful Entrepreneurs' Insights Into Opportunity Recognition. *Journal of Small Business Strategy*. 14(2): 92-108.

Shrader, R.C., McDougall, P.P., & Oviatt, B.M. (2003). A Comparison of International and Domestic New Ventures. *Journal of International Entrepreneurship* 1(1): 59-82

Lichtenstein, B.B. Lumpkin, G. T. & Shrader, R.C. (2003). Organizational Learning by New Ventures: Concepts, Strategies and Applications. In J. Katz and D. Shepard (Eds.), *Advances in Entrepreneurship, Firm Emergence and Growth, Vol. 6: Cognition and Decision Making in the Entrepreneurial Context*. Greenwich, CT: JAI Press: 11-36.

Shrader, R.C. (2001). Collaboration and Performance in Foreign Markets: The Case of Young, High-Technology Manufacturing Firms. *Academy of Management Journal* 44(1): 45-60.

- Shrader, R.C., Oviatt, B.M. & McDougall, P.P. (2000). How New Ventures Exploit Tradeoffs Among International Risk Factors: Lessons for the Accelerated Internationalization of the 21st Century. *Academy of Management Journal*. 43(6): 1227-1247.
- *also published in Audretsch, D. (Ed.) *International Entrepreneurship*. Edward Elgar Publishing Ltd: Gloucestershire, UK (forthcoming).
- Hills, G.E. & Shrader, R.C. (2000). Chancenerkennung im unternehmerischen prozess (Opportunity Recognition in the Entrepreneurship Process). *IGA—Zeitschrift Fur Klein—Und Mittelunternehmen*, 48(1): 1-11.
- Hills, G. E., Shrader, R. C., & Lumpkin, G. T. (1999). Opportunity Recognition as a Creative Process. *Frontiers of Entrepreneurship Research, Babson College*: 216-227.
- Hills, G. E. & Shrader, R. C. (1998). Successful Entrepreneurs' Insights Into Opportunity Recognition. *Frontiers of Entrepreneurship Research, Babson College*: 30-43.
- Lumpkin, G. T., Shrader, R. C., & Hills, G. E. (1998). Does Formal Business Planning Enhance the Performance of New Ventures? *Frontiers of Entrepreneurship Research, Babson College*: 180-189.
- Shrader, R. C., Steier, L., McDougall, P. P., & Oviatt, B. M. (1997). Venture Capital and Characteristics of New Venture IPOs. *Frontiers of Entrepreneurship Research, Babson College*: 513-524.
- Shrader, R.C. & Simon, M. (1997). Corporate Versus Independent New Ventures: Resource, Strategy and Performance Differences. *Journal of Business Venturing*, 12(1): 47-66.
- Oviatt, B.M., McDougall, P.P. Simon, M., & Shrader, R.C. (1994). Heartware International Corporation: A Medical Equipment Company "Born International." *Entrepreneurship: Theory & Practice*, 18(2): 111-128.*
- *also published in Pearce, J.A. II & Robinson, R.B. Jr. (Eds.) *Strategic Management: Formulation, Implementation, and Control 5th edition*. Irwin: Boston. 1994. pp. 851-868;
- *also published in Hisrich, R.D., McDougall P.P. & Oviatt B. M. (Eds.) *Cases in International Entrepreneurship*. Irwin: Boston 1997 pp.18-38.
- McDougall, P.P., Oviatt, B.M., Shrader, R.C. & Simon, M. (1994). Heartware International Corporation: An Entrepreneur's Roller Coaster Ride. *Entrepreneurship Theory and Practice*, 18(2): 129-135.
- McDougall, P.P., Oviatt, B.M. Shrader, R.C. & Simon, M. (1994). Heartware International Corporation: Failure of a Global Start-up. *Entrepreneurship Theory and Practice*, 18(2): 137-139.
- Jones, W.A., Jr. & Shrader, R.C. (1994). Ethics of Expectations: Student-Employee Attitudes Toward Their Dual Roles. *International Journal of Management* 12(1): 533-538.
- Shrader, R.C. (1993). Max Weber: Bloc Buster From the Past? *Human Systems Management* 12(3): 211-216.
- Oviatt, B. M., McDougall, P. P., Simon, M., & Shrader, R. C. (1991). A New Venture Without Geographic Limits: A Case Study of a Global Start-up, *Frontiers of Entrepreneurship Research, Babson College*: 64-78.

BOOK CHAPTERS

- Shrader, R.C. (2009) *Concept2Venture: The Business Plan Competition at University of Illinois at Chicago, Universities, Innovation and Entrepreneurship: Criteria and Examples of Good Practice*. London: OECD
- Shrader, R.C. (2007) Inward Investment to Marzhan-Hellersdorf. In Potter J. and Hofer A-R. (Eds.) *OECD-LEED Entrepreneurship Review in Marzhan-Hellersdorf*. London: OECD.
- Shrader, R.C. (2007) University Entrepreneurship Training and Knowledge Transfer in Halle. In Potter J. and Hofer A-R. (Eds.) *OECD-LEED Entrepreneurship Review in Halle*. London: OECD.
- Shrader, R.C. & Hills, G.E. (2005) *Entrepreneurship. Introduction to Business*. Chicago, IL.
- Shrader, R.C. & Wiewel, W. (2004) Federal, State and Municipal Programs Used to Stimulate Entrepreneurship in Distressed Areas of Chicago. In *Entrepreneurship and Economic Development in Distressed Urban Areas*. London: OECD
- Shrader, R.C., Hills, G.E. & Lumpkin, G. T. (2004) Electronic Commerce: Current Understanding and Unanswered Questions. In H. Welsch (Ed.), *Entrepreneurship: The Way Ahead*: London. Routledge: 153-164.
- Lumpkin, G.T., Hills, G.E., & Shrader, R.C. (2004) Entrepreneurial Opportunity Recognition. In H. Welsch (Ed.), *Entrepreneurship: The Way Ahead*: London. Routledge: 73-90.
- McDougall, P. P., Shrader, R. C., & Oviatt, B. M. (2000). International Entrepreneurs: Risk Takers or Risk Managers? In S. Birley & D. Muzyka (Eds.), *Mastering Entrepreneurship*. London: Financial Times.

PUBLISHED COMPETITIVE WHITE PAPERS

- Shrader, R.C., Hills, G.E., & Lumpkin, G.T. (2002) Electronic Commerce: Current Understanding and Unanswered Questions. Funded and Published by the Coleman Foundation.
- Lumpkin, G.T., Hills, G.E., & Shrader, R.C. (2002) Entrepreneurial Opportunity Recognition. Funded and Published by the Coleman Foundation.

PRACTITIONER PUBLICATIONS

- Shrader, R.C. (2011) At the Intersection of Entrepreneurship and Change: Healthcare Legislation and the Economy. **Huffington Post**, March 25
- Shrader, R.C. (2010) Social Entrepreneurship Growing Despite (or Perhaps Because of?) Economic Challenges. **Huffington Post**, Sept. 15
- Shrader, R.C. (2010) The Chicago/China Connection. **Huffington Post**, March 25.
- Shrader, R.C. (2010) Celebrating the Contributions of Chicago Entrepreneurs. **Huffington Post**, Feb. 19.
- Shrader, R.C. (2009) An Early Indicator of Recovery: Keep an Eye on the Students. **Huffington Post**, Dec. 3.
- Shrader, R.C. (2009) Bringing Chicago Innovation into the Sunshine. **Huffington Post**, July 29.

Shrader, R.C. (2009) Family Businesses May Have Advantages in Dealing With Recession. **Huffington Post**, April 24.

Shrader, R.C. (2009) The Pink Slip: Women and Layoffs in the Recession. **Huffington Post**, April 13.

Shrader, R.C. (2009) Entrepreneurs and Optimism. **Huffington Post**, March 27.

UNDER REVIEW

Hansen, D.J., Shrader, R.C., and Monllor, J.A., An inventory of conceptual and operational definitions related to entrepreneurial opportunity. *Small Business Economics*.

WORKING PAPERS

McWilliams, A. & Shrader, R.C. (2012) Leapfrogging Corporate Social Responsibility in Transitioning Economies: The Roles of Entrepreneurs. To be submitted to *Strategic Entrepreneurship Journal*.

G.T. Lumpkin, Hansen, D.J, Shrader, R.C. and Hills, G.E. Creativity and Entrepreneurial Opportunity. Was rejected by Academy of Management Review. Now being revised for submission to *Strategic Entrepreneurship Journal*.

Shrader, R.C. Acquisition as a New Venture Growth Strategy: A Study of Young, High-Growth IPO Firms. Empirical paper currently being revised for submission to *Strategic Entrepreneurship Journal*.

Renko, M., Kundu, S. & Shrader, R.C. Liabilities of Newness and Liabilities of Foreignness. Conceptual paper rejected by *Journal of Business Venturing*.

ACADEMIC PRESENTATIONS

McWilliams, A. & Shrader, R.C. (2012) Leapfrogging Corporate Social Responsibility in Transitioning Economies: The Roles of Entrepreneurs, Strategic Management Society Conference, Prague, Czech Republic.

McWilliams, A. & Shrader, R.C. (2012) Toward Measureing the Social Impact of Entrepreneurial Firms, United States Association of Small Business and Entrepreneurship Annual Meeting, New Orleans, LA.

Ofstein, L., Shrader, R.C. & Renko, M. (2011) Boundary Spanning in the Entrepreneurial Firm: Effects on Innovation and Firm Performance. Academy of Management Annual Meeting, Boston, MA.

Shrader, R.C. (2010) The Role of Universities and Strategic Partnerships in Promoting Birth and Growth of New Enterprises. OECD LEED Forum on Partnerships and Local Governance. Trento, Italy.

Shrader, R.C. (2010) Partnerships and Strategic Positioning in Promoting the Birth and Growth of New Enterprises. OECD LEED Forum on Partnerships and Local Governance. Trento, Italy.

Shrader, R.C. (2010) Searching Entrepreneurial Opportunities in Trento: Taking it Further. OECD LEED Forum on Partnerships and Local Governance. Trento, Italy.

- Shrader, R.C. (2010) Good Practices: UIC Concept2Venture Business Plan Competition. OECD LEED Forum on Partnerships and Local Governance. Trento, Italy.
- Shrader, R.C. (2009) Employing Student Groups to Create and Launch New Ventures in the Biotechnology Industry: University of Illinois at Chicago Successes. International Entrepreneurship Forum. Istanbul, Turkey.
- Hansen, D.J., Shrader, R.C. Monllor J.A. (2009) Composite Definitions of Entrepreneurial Opportunity and Their Operationalizations : Toward a Typology, Babson College Entrepreneurship Research Conference. Chapel Hill, North Carolina.
- Shrader R.C. & Monllor, J.A. (2008) Acquisition and Growth. UIC Symposium on Research at the Interface of Marketing and Entrepreneurship.
- Shrader R.C. & Monllor, J.A. (2007) Acquisition as a Growth Strategy for New Ventures. Babson College Entrepreneurship Research Conference. Madrid, Spain.
- Hansen, D. & Shrader, R. (2007) Opportunity: An 11-Letter Word. Babson College Entrepreneurship Research Conference. Madrid, Spain.
- Shrader, R.C., P. Vidyarthi, G.E. Hills and D. Hansen (2006) TMT-Strategy Fit and the Performance of High Potential New Ventures. Babson College Entrepreneurship Research Conference. Bloomington, IN.
- Shrader, R.C. (2006) Perception and Pursuit of Opportunity. UIC Symposium on Research at the Interface of Marketing and Entrepreneurship. Chicago, IL.
- Shrader, R.C. (2006) Reconciling Diverse Theories of Entrepreneurial Opportunity Recognition. Internationalizing Entrepreneurship Education and Training Conference. Sao Paulo, Brazil.
- Shrader, R.C., Hills, G.E., Lumpkin, G.T. and Schwartz, R. (2006) Advances in Opportunity Recognition Research. USASBE annual meeting in Tucson, AZ. Winner of “Best Workshop” award.
- Shrader, R.C., Hills, G.E., Lumpkin, G.T. & Hansen, D. (2005) Formal New Venture Planning: Time Well Spent? UIC Research Symposium on Marketing and Entrepreneurship. San Francisco, CA.
- Gaglio, C-M., Hansen, D.J., Hills, G.E., Kasouf, C. & Shrader, R.C. (2005) Is Opportunity Recognition at the Marketing/Entrepreneurship Interface? A Panel Discussion. UIC Research Symposium on Marketing and Entrepreneurship. San Francisco, CA.
- Hills, G.E., Shrader, R.C. & Lumpkin, G.T. (2004) Should Universities Advocate the Writing of Formal Business Plans? Internationalizing Entrepreneurship Education and Training Conference. Napoli, Italy
- Hansen, D. & Shrader, R.C. (2004) An Examination of the Antecedents of Born Globals in the U.S. McGill International Entrepreneurship Conference. Montreal, Canada.
- Murphy, P.J. & Shrader, R.C. (2004) Entrepreneurial Discovery and Prediction: Knowledge-based shadow options for research efforts. Academy of Management Annual Meeting, New Orleans, LA.
- Murphy P.J. & Shrader, R.C. (2004) A Knowledge-based Approach to Opportunity Recognition. Babson-Kauffman Entrepreneurship Research Conference. Glasgow, Scotland.

- Hills, G.E. Baltrusaityte, J. & Shrader R.C. (2004). Babson-Kauffman Entrepreneurship Research Conference. Glasgow, Scotland.
- Shrader, R.C. (2004). Entrepreneurship at the University of Illinois at Chicago. Invention to Venture Workshop, Chicago, IL.
- Shrader, R.C. and Wiewel, W. (2003). Zones and area-based policies for entrepreneurship in the USA. Entrepreneurship and Economic Development in Distressed Urban Areas, a conference sponsored by the Organization for Economic Cooperation and Development, Rome, Italy.
- Shrader, R.C. and Hills, G.E. (2003 poster session) Entrepreneurial Alertness and Opportunity Recognition. Babson-Kauffman Entrepreneurship Research Conference, Boston, MA.
- Lumpkin, G.T. Lichtenstein B.B. & Shrader R.C. (2003) Organizational Learning in the Opportunity Recognition Process: Implications for Corporate Venturing. Academy of Management Annual Meeting.
- Shrader, R.C. (2002). Top Management Team Characteristics and Internationalization of Young High Technology Firms. *Human Resource Management: Global Perspectives*. Oak Brook, IL.
- Shrader, R.C., McDougall, P.P., & Oviatt, B.M. (2002). Early Internationalization of U.S. Based New Ventures. *McGill Conference on International Entrepreneurship*. Montreal, Canada.
- Shrader, R.C. & Hills, G.E. (2002) The Moderating Effects of Entrepreneurial Alertness on Opportunity Recognition. *UIC Research Symposium on Marketing and Entrepreneurship (Best Paper Proceedings)*. San Diego, CA.
- Hills, G.E., Shrader, R.C., Baltrusaityte, J., & Izberk-Bilgin, E. (2002). Opportunity Recognition Dimensions: Relationship to Opportunities Identified/Pursued and Firm Growth. *Babson Entrepreneurship Research Conference*. Boulder, CO.
- Lumpkin, G.T., Shrader R.C., & Hills, G.E. (2001) A Learning-Based Model of Entrepreneurial Opportunity Recognition. *Academy of Management*. Washington, D.C.
- Shrader, R.C. (2001) Award Winning Dissertations in the Field of Entrepreneurship. *Academy of Management*. Washington, D.C.
- Lumpkin, G.T., Hills, G.E., & Shrader R.C. (2001) Is Opportunity Recognition a Form of Organizational Learning?: Issues and Research Directions. *The International Conference on Entrepreneurship and Learning*. Napoli, Italy.
- Shrader R.C. & Lumpkin, G.T. (2001) E-Commerce: Challenges and Opportunities. *UIC Research Symposium on Marketing and Entrepreneurship*. Washington, D.C. (Best Paper Proceedings)
- Shrader, R.C. & Shelton, L.M. (2001). Influences on and Performance Implications of New Venture Growth Via Acquisition. *Babson Entrepreneurship Research Conference*. Jonkoping, Sweden.
- Shrader, R.C. (2001) Internationalization of Electronic Commerce: Preliminary Findings. *United States Association of Small Business and Entrepreneurship*. Orlando, Florida.
- Lumpkin, G.T., Shrader R.C., & Hills, G.E. (2000). Opportunity Recognition as Learning: Applying Three Models of Learning to the Opportunity Recognition Process. *International Council for Small Business*. Brisbane, Australia.

- Manion, M., Hills, G.E., Lumpkin, G.T., & Shrader R.C. (2000) An Empirical Examination of Entrepreneurial Opportunity Recognition. *UIC/AMA Research Symposium on Marketing and Entrepreneurship*. Newcastle, Australia. (Best Paper Proceedings)
- Shrader, R.C. (1999). Ownership Advantages, Collaboration and Performance in Foreign Markets: The Case of Young, High-Technology, Manufacturing Firms. *UIC/AMA Research Symposium on Marketing and Entrepreneurship*. Nice, France. (Best Paper Proceedings)
- Manion, M., Hills, G.E., Lumpkin, G.T., & Shrader R.C. (1999) The Pursuit of New Business Opportunities: The Search For a Model. *UIC/AMA Research Symposium on Marketing and Entrepreneurship*. San Francisco, CA. (Best Paper Proceedings)
- Hills, G.E., Shrader, R.C., & Lumpkin, G.T. (1999). Opportunity Recognition as a Creative Process. *Babson College/Kauffman Foundation Entrepreneurship Research Conference*. Columbia, S.C.
- Hills, G.E. & Shrader, R.C. (1998). Dimensions of opportunity recognition. *Babson College/Kauffman Foundation Entrepreneurship Research Conference*. Gent Belgium.
- Lumpkin, G.T., Shrader, R.C., & Hills, G.E. (1998). Does Formal Business Planning Enhance the Performance of New Ventures? *Babson College/Kauffman Foundation Entrepreneurship Research Conference*. Gent Belgium.
- Shrader, R.C., Oviatt, B.M., & McDougall, P.P. (1997). Overcoming Foreign Market Risks: The Case of New Ventures. *Academy of Management*. Boston, MA (1997 Mescon Best Empirical Paper Award for the Entrepreneurship Division).
- Amason, A.C., Shrader, R.C., & Thompson, G.H. (1997). Relative Newness, Top Management Teams and New Venture Performance: Contingencies in New Ventures. *Academy of Management*. Boston, MA.
- Shrader, R.C., Steier, L., McDougall, P.P., & Oviatt, B.M. (1997). Venture Capital and Characteristics of New Venture IPOs. *Babson College/Kauffman Foundation Entrepreneurship Research Conference*. Boston, MA.
- Shrader, R.C., Oviatt, B.M., & McDougall, P.P. (1996). A Risk-Taking Perspective on the Internationalization of New Ventures. *Academy of Management*, Cincinnati, Ohio.
- Shrader, R.C., McDougall, P.P., & Oviatt, B.M. (1996). Early Internationalization of U.S. Based New Ventures. *Strategic Management Society*, Phoenix, Arizona.
- Shrader, R.C. & Simon, M. (1995). Resource, Strategy, and Performance Differences Between Corporate and Independent New Ventures. *Academy of Management*, Vancouver, BC.
- Zahra, S.A., Simon, M., & Shrader, R.C. (1994). Technology Strategy and Performance: Differences Between Corporate and Independent New Ventures *Academy of Management*, Dallas, TX.
- Zahra, S.A., Shrader, R.C., Huse, M., & Simon, M. (1994). Ownership, Board Composition, and Corporate Entrepreneurship: A Comparison of Norwegian and U.S. Companies *Southern Management Association*, New Orleans, LA. Proceedings: M. Schnake (ed.) pp. 312-314.
- Oviatt, B.M., Bruton, G., & Shrader, R.C. (1994). Organization Distress and Retrenchment Activities *Southern Management Association*, New Orleans, LA. Proceedings: M. Schnake (ed.) pp. 58-60.

- Shrader R.C. Barriers to Entrepreneurship in Former Command Economies. (1993). *Society for the Advancement of Socio-Economics*, New York, NY.
- Zahra, S.A., Shrader, R.C., & Simon, M. (1993). Dimensions of Corporate Entrepreneurship and Their Associations with Firm Performance, *Southern Management Association*, Atlanta, GA. Proceedings: M. Schnake (ed.) pp. 71-73.
- Shrader R.C. (1993). Governance, Strategic Thrust, and Firm Performance in High and Low Technology Firms, *Georgia Conference on Strategy*, Athens, GA.
- Shrader, R.C. (1992). Bloc Busters From the Past: Transformations Toward Free Market Economies in Czechoslovakia, Hungary and Poland Examined Within the Framework of Selected 'Classic' Sociology and Management Literature, *Southwestern Academy of Management*, San Antonio, TX. Proceedings: K.A. Vaverek (ed.) pp. 47-49.
- Jones, W.A., Shrader, R.C., & McLain, J. (1992). Student Perceptions of Small Business Consulting Experience, *Small Business Development Center Directors Conference, Southeastern Region*, Atlanta, GA.
- Oviatt, B.M., McDougall, P.P., Simon, M., & Shrader, R.C. (1991). A New Venture Without Geographic Limits: A Case Study of a Global Start-up, *Babson Entrepreneurship Conference*, Pittsburgh, PA.
- Shrader, R.C. & Collins, P. (1991). Colliding Cultures and the New Kids on the Bloc: An Examination of Cultural Variables That May Impede Development of an Entrepreneurial Class in Czechoslovakia, Hungary and Poland, *Southern Management Association*, Atlanta, GA. Proceedings: D. F. Ray (ed.) pp. 64-67.
- Oviatt, B.M., McDougall, P.P., & Shrader, R.C. (1991). An Introduction to Global Start-ups, *Georgia Conference on Strategy*, Athens, GA.

PRACTITIONER PRESENTATIONS

- Lenway, S., Shrader, R.C., and Brunke, T. (2008) Entrepreneurship, Innovation and Technology Commercialization at the UIC College of Business Administration. Chicago Economic Development Council
- Shrader, R.C. (2008). UIC Technology Ventures Program. Licensing Executives Society. Chicago.

SEMINARS

- Shrader, R.C. (1993). Andragogy, Training Strategies and the Evaluation of Training. Training of Trainers Impact Seminar (5-day seminar for Agency for International Development and Atlanta Management Institute), Atlanta, GA.

SYMPOSIA

- Zimmerman, M., Simon, M., Dickson, P., McEwen, T., Minnis, M. Rutherford, M., Shrader, R., Teal, E. Wakefield,

M. and Wisnieski, J. 2003. Sustaining the Entrepreneurial Movement: The Coleman Foundation's Junior Faculty Mentoring Program. USASBE annual meeting in Hilton Head, SC.

Stoica, M., Lumpkin, G.T. Shrader, R., Gundry, L. & Kickul, J. 2001. Technology Start-ups: Unique or Generic E-Models? Symposium presented at the 2001 USASBE/SBIDA annual meeting in Orlando, FL.

Member of discussion panel. (1993). The Interplay of Economics and Politics in Economic Transformations in Russia and Central Europe. *Society for the Advancement of Socio-Economics*. New York, NY, 1993.

PROFESSIONAL SERVICE

Editorial Boards:

Editor, Journal of Research in Marketing and Entrepreneurship, 2005-present.

Ad hoc reviewer, Journal of Management, 2004-present.

Ad hoc reviewer, Academy of Management Review, 2001 – present.

Ad hoc reviewer, Academy of Management Journal, 1998 - present.

Ad hoc reviewer, Journal of Business Venturing, 1998 - present.

Ad hoc reviewer, Entrepreneurship: Theory & Practice, 1996 - present.

Associate Editor, Journal of Small Business Management, 2004-2009.

Reviewer, Entrepreneurship: Theory and Practice, 2005 special issue on Entrepreneurial Cognition.

Reviewer, Strategic Management Journal, 2000 (special issue).

Ad hoc reviewer, Journal of Business Research, 2002

Service to Professional Associations:

Chair, Advisory/Editorial Board, UIC/AMA Research Symposium on Entrepreneurship & Marketing, 2001-present.

2007-2008 Heizer Dissertation Award Committee, Academy of Management, Entrepreneurship Division.

Participant, Round Table on Entrepreneurship Education, Stanford University, 2002-2007.

Reviewer, United States Association of Small Business and Entrepreneurship, 2003.

Track Chair, Session Chair, Reviewer and Discussant; Midwest Decision Sciences Institute, 2001.

Mentor Award Committee, Academy of Management Entrepreneurship Division, 2000.

Reviewer, Academy of Management Entrepreneurship Division, 2000, 1995.

Reviewer, UIC/AMA Research Symposium on Entrepreneurship & Marketing, 2000, 1999.

Membership Committee, Academy of Management Entrepreneurship Division, 1999-2002.

Chair, Quality Improvement Task Force, UIC-AMA Research Symposium, 1999-2000.

Reviewer, Southern Management Association, 1998, 1994, 1993, 1992.

Chair, Local Arrangements Committee, Academy of Management Entrepreneurship Division, 1999, 1998.

International Committee, Academy of Management, Entrepreneurship Division, 1998.

Faculty representative, Collegiate Entrepreneurs of the Southwest, 1998.

Judge, regional business plan competition hosted by University of Nebraska, 1998.

International Committee, Academy of Management, Entrepreneurship Division, 1997.

Discussant, Academy of Management, Entrepreneurship Division, 1995.

Discussant, Southern Management Association, 1993.

Reviewer, Southwest Academy of Management, 1992.

Business Policy & Strategy Doctoral Consortium, Academy of Management, 1994.

OUTREACH ACTIVITIES

2011-2012, Judge NFTE Business Plan Competition for Chicago Public High Schools students
 2009, Keynote address at National Association for Community College Entrepreneurship
 2009, Teaching workshop for professors at City Colleges of Chicago
 2003-2009, Managing Board, Chicago West Side Entrepreneurship Center
 2003-2009, UIC liaison to Chicago West Side Entrepreneurship Center
 2003-present, Awards Committee, Illinois Department of Commerce and Economic Opportunity
 2009 Illinois Institute for Entrepreneurship Education Young Entrepreneurs Conference, College and University Panel
 “Finding the Right School and Program for Your Student
 2008 Organized and hosted the Chicago Biomedical Consortium Business Plan Competition that featured competitors
 from UIC, Northwestern and University of Chicago.
 2007 Judge, Magnet High School business plan competition
 2004-2007 Advisory Board, Innovate Illinois
 2004-2006 Judge, Innovate Illinois
 2005-2006 Judge, City of Chicago Treasurer’s Office Business Plan Competition
 2007 Advisor to UC-Berkeley MBA team, Nanoray, prior to their competing in Hong Kong competition.
 2005 Consultant/mentor, City of Chicago Treasurer’s Office
 2005 Board, Chicago-wide MBA student business plan competition (with Northwestern, Chicago & DePaul).
 2004 Worked with group of 48 undergraduate students to develop new recruitment campaign for the U.S. Army.
 2004 Invited speaker, Invention to Venture.
 2000 Panelist, Midwest Entrepreneurship Forum.

UNIVERSITY SERVICE

2011-present, Faculty Advisor for MBA student group Innovation Incubator
 2009-present, UIC liaison to Center for Enterprise Development and the Certificate in Business Administration
 Program
 2009-present, UIC liaison to Leadership Advisory Board and its Certificate in Emotional Intelligence Program for
 Managers and Entrepreneurs
 2005-present, Founder and Director of UIC Technology Ventures Program.
 2005-present, Founder and Director of Concept2Venture Business Plan Competition
 2008-present, Chair Graduate Academic Programs Committee
 2007-present, Member of Managerial Studies Department Advisory Committee
 2007-present, Attended MBA student recruitment dinners organized by Liautaud Graduate School
 2007-present, Attended MBA student orientations organized by Liautaud Graduate School
 2009-present Corporate Partner Award Selection Committee
 2011-2012, successfully led effort to revise undergraduate curriculum in entrepreneurship
 2012, 2012, led effort to seek official recognition of entrepreneurship as a faculty in the CBA.
 2012, voluntarily helped team teach the Ph.D. seminar in Entrepreneurship in addition to required load.
 2011, voluntarily taught MBA course, Entrepreneurial Consulting, in addition to required load.
 2010-2011 Entrepreneurship Faculty Search Committee
 2009-2012, UIC liaison to Family Business Council
 2010 Search committee UIC Vice Chancellor for Academic Affairs
 2008-2009 Entrepreneurship Faculty Search Committee
 2008-2009 Strategy Faculty Search Committee
 2008-2009 Represented the CBA in UIC Academic Leaders Development Seminar Series.
 2008 Secretary for Entrepreneurship Undergraduate Curriculum Committee, wrote report to Department Head.
 2008 Wrote detailed report to Coleman Foundation re: UIC cross campus activities.
 2007-2008 Created partnership between UIC TEC and the Motorola Innovation Center.
 2007-2009 Organized and managed formal student mentoring program in partnership with the iBIO Institute.
 2007-2009 Organized and managed formal student mentoring program in partnership with the Chicagoland Chamber

of Commerce.

2007-2009 Organized and managed formal student mentoring program in partnership with the Licensing Executives Society.

2008 Represented UIC and presented at the Chicago Economic Development Council.

2008 Represented UIC and presented at the Licensing Executives Society Board Meeting.

2008 Represented UIC at the Illinois Business and Investors Forum.

2008 Helped organize and host UIC alumni event in San Francisco to pitch UIC TEC.

2008 Organized, raised funds for and hosted Concept2Venture 2007.

2007 Developed proposal to create the UIC Technology Entrepreneurship Center

2007 Formalized curriculum for UIC Technology Ventures Program

2007 Wrote detailed 6 mo. and 12 mo. Reports to Coleman Foundation re: UIC cross campus activities.

2007 Represented UIC at the VCs-Deans Summit in Washington, DC organized by the National Science Foundation (NSF), the National Institutes for Health (NIH), and the National Council for Entrepreneurial Tech Transfer (NCET²)

2007 Organized joint UIC/UIUC faculty workshop on entrepreneurship

2007 Guest lecturer UIC College of Medicine Certification Program

2007 Guest lecturer UIC College of Nursing Certification Program

2007 Organized student-faculty-alumni event to celebrate successes of business plan teams

2007 Judge UIC inaugural live case competition

2006 Organized, raised funds for and hosted Concept2Venture 2006

2006-2008 Elected to Department Advisory Committee

2006-2007 Chair, Managerial Studies Faculty Search Committee

2006-2006 Chicago CONNECT task force with Stefanie Lenway, Abigail McWilliams, and David Gulley.

2006 Presented about UIC's Technology Ventures Program at Federal Reserve Bank

2006 Presented about UIC's Technology Ventures Program at national meeting of Directors of Part-time MBA Programs.

2005 Founded UIC Technology Ventures Program.

2005 Wrote "Stretch Action" for CBA, which was adopted by Chancellor and Provost for UIC strategic plan.

2005 Founded, organized, raised funds for and hosted Concept2Venture UIC's first campus-wide business plan competition.

2005 Helped draft IES strategic plan.

Chair, Entrepreneurship Curriculum Committee, 2001-present (Successfully introduced undergraduate degree in Entrepreneurship in Fall 2004)

Chair, Managerial Studies Faculty Search Committee, 2005 (Successfully hired Mark Shanley and Tom Murtha).

Cross-Campus Entrepreneurship Curriculum Committee, 2005 (Working with Vice Chancellor Gislason to create entrepreneurship curriculum in all 15 UIC colleges).

Advisor, Alumni Entrepreneurship Association, 2005 (Working with Vice Chancellor Norsym)

Committee to promote Business Literacy at UIC, 2005 (Working with Vice Chancellor Woodard)

BioEntrepreneurship Curriculum Committee (worked with IES, MBA office, and Bioengineering to develop curriculum for specialized masters program).

Client, MBA consulting project: Marketing the UIC Undergraduate Major, 2005

Voluntarily taught five 2.5-hour lectures in entrepreneurship for students in the arts, sciences, and engineering.

Managerial Studies Advisory Board, 2004-2005 (Responsible for annual faculty reviews and hiring decisions).

Search Committee, IES Assistant Directors and other stuff, 2002-present

Elected to UIC faculty senate, 2002-2007 term

Director, 911 Memorial Outreach Project (Recruited by the dean), 2002

Chair, MBA Program Strategic Marketing Plan Task Force, 2001-2002

Attended 2001 meeting of Entrepreneurship Center Directors to accept the NASDAQ Award for Entrepreneurial Excellence on behalf of UIC's Institute for Entrepreneurial Studies.

Member, E-Commerce Advisory Committee, UIC Professional Development Programs, 2000-2001

Member, Entrepreneurship Hall of Fame nominee screening committee, 1998-2001

Chair, Quality Improvement Task Force, UIC-AMA Research Symposium, 1999-2001
 Judge, Collegiate Entrepreneurs Organization best business idea competition, 2000-2001
 Faculty search committee, Managerial Studies Department, UIC, 2000, 2001
 Preliminary examinations committee, Managerial Studies Department, UIC, 2001, 2000, 1997
 Advisory board, E-Commerce Professional Development Program, 2000
 Strategic planning committee, UIC Entrepreneurship Program, 1999-present.
 Search committee for Associate Director of Institute for Entrepreneurial Studies, 1999.
 Secretary, Managerial Studies Department, 1997-1998.
 Externally Oriented Goals Sub-committee, Managerial Studies Repositioning Committee, UIC, 1998.

AWARDS AND HONORS

2012 Journal of Ethics and Entrepreneurship Best Paper in Ethics and Entrepreneurship Award, USASBE 2012 Conference, New Orleans, LA
 2010 UIC Excellence in Teaching Award (\$5,000 permanent increase to base pay)
 2010 UIC Teaching Recognition Program Award (\$1,500 permanent increase to base salary)
 2010 Invited to give keynote address at OECD Meeting in Trento, Italy: Partnerships and Universities: Trends in Entrepreneurship Education.
 2009 Invited to give keynote address at OECD Meeting in Halle, Germany: Youth, Entrepreneurship and Innovation: An OECD Good Practice Exchange Workshop.
 2009 UIC Favorite MBA Professor Honorable Mention
 2006 UIC Favorite MBA Professor Honorable Mention
 2006 UIC CBA Service Award Honorable Mention
 2006 Best Workshop Award, USASBE 2006 Conference, Tucson, AZ
 2002 Invited to present research to faculty at Harvard Business School
 2002 Selected as one of 10 junior faculty members nationally to attend the Coleman Foundation Junior Faculty Mentoring Program in Buena Vista, Colorado.
 1999-2002 Invited participant, Young Scholars Retreat hosted by *Journal of Business Venturing*.
 2002 Recipient of Kauffman Foundation grant to attend the Roundtable on Entrepreneurship Education for Engineers hosted by Stanford, University.
 2003, 2002, 2001, 2000 Recipient of Coleman Foundation New Faculty USASBE Scholarship
 2001 Accepted NASDAQ Award for Entrepreneurial Excellence on behalf of UIC's Institute for Entrepreneurial Studies.
 1998 Invited keynote speaker, Young Scholars Retreat hosted by *Journal of Business Venturing*.
 1997 Heizer Dissertation Award for Excellent Research in New Enterprise Development.
 1997 Mescon Best Empirical Paper Award, Entrepreneurship Division, Academy of Management.
 1995/1996 Ewing Marion Kauffman Foundation Dissertation Fellowship.
 1995 Selected to attend Strategic Management Entrepreneurship Consortium at Academy of Management
 1994 Waino W. Soujanen Research Excellence Award.
 1994 Babson Entrepreneurship Doctoral Consortium Scholarship.
 1994 State funded doctoral research assistantship.
 1993 Graduate Teaching Assistant Teaching Excellence Award, College of Business Administration, Georgia State University.

GRANTS

2010-2012 \$250,000 Grant from the IL Department of Commerce and Economic Opportunity to support the Sustainability Initiative of the Illinois SBDC at UIC
 2012 \$100,000 Grant from the US Small Business Administration and IL Department of Commerce and Economic

Opportunity to support the Illinois Small Business Development Center at UIC.

2012 \$100,000 Grant from the US Small Business Administration and IL Department of Commerce and Economic Opportunity to support the TIES Program within the Illinois Small Business Development Center at UIC.

2012 \$14,460 Grant from Illinois Board of Higher Education to fund entrepreneurship internships

2011 \$100,000 Grant from the US Small Business Administration and IL Department of Commerce and Economic Opportunity to support the Illinois Small Business Development Center at UIC.

2011 \$50,000 Job Act Grant from IL Department of Commerce and Economic Opportunity

2011 \$16,480 Grant from Illinois Board of Higher Education to fund entrepreneurship internships

2011 \$25,000 Grant from Pritzker Family Foundation to support Concept2Venture.

2010-2011 \$250,000 Grant from the IL Department of Commerce and Economic Opportunity to support the Sustainability Initiative of the Illinois SBDC at UIC

2010 \$100,000 Grant from the US Small Business Administration and IL Department of Commerce and Economic Opportunity to support the Illinois Small Business Development Center at UIC.

2010 \$2,500 Grant from Coleman Foundation to support Concept2Venture

2010 \$9,250 Grant from Coleman Foundation to support Chicago Area Entrepreneurship Hall of Fame.

2010 \$21,500 from Illinois Board of Higher Education to fund entrepreneurship internships.

2009 \$2,000 grant from Coleman Foundation to support UIC Technology Ventures Program

2009-2010 \$64,500 from Coleman Foundation to support IES initiatives.

2009 \$15,000 for Coleman Foundation Faculty Fellows Program.

2009 Requested \$2,000,000 federal grant to fund the UIC Technology Assessment Clinic.

2009 Requested/not approved \$10,000 (along with PI, Maija Renko) from North American Case Research Association.

2008 \$40,393.06 Coleman Foundation to support IES cross-campus entrepreneurship initiatives.

2008 \$33,500 Illinois Department of Commerce and Economic Opportunity to support UIC's efforts on Chicago West Side Entrepreneurship Center.

2008 \$35,000 from the Chicago Biomedical Consortium to fund the CBC inaugural business plan competition.

2007 \$102,381.94 Coleman Foundation to support IES cross-campus entrepreneurship initiatives.

2007 \$43,520, Illinois Department of Commerce and Economic Opportunity: Chicago West Side Entrepreneurship Center.

2008 \$156,405 Coleman Foundation to support IES cross-campus entrepreneurship initiatives.

2006 \$300,000 DCEO, Coleman Foundation and others: to fund Innovate Illinois 2006 event.

2006 \$43,520, Illinois Department of Commerce and Economic Opportunity: Chicago West Side Entrepreneurship Center.

2006 \$4,000 Schurz High School: to help implement a business plan course.

2005 \$156,035 Coleman Foundation to support IES cross-campus entrepreneurship initiatives.

2005 \$200,000 DCEO, Coleman Foundation and others: Innovate Illinois 2005 event.

2005 \$400,000 Illinois Department of Commerce and Economic Opportunity: Chicago West Side Entrepreneurship Center.

2004 \$300,000 Illinois Department of Commerce and Economic Opportunity: Chicago West Side Entrepreneurship Center.

2003 \$13,000 Fors Family: Endowment of Entrepreneurial Excellence Award.

2002 \$11,000 Anonymous donor to the CBA: 911 Memorial Project.

2001 \$15,000 Coleman Foundation: Funded white paper.

2001 \$2,500 Coleman Foundation: Funded white paper.

2001 \$10,125 Campus Research Board: Internationalization of e-commerce.

2001 \$496 Graduate College: Faculty Foreign Travel Award.

1999 \$10,112 Campus Research Board: Entrepreneurial Team-Strategy Fit, and New Venture Performance. (Awarded \$4250 more than requested because reviewers thought the proposal was "elegant").

1998 \$270 Graduate College: Faculty Foreign Travel Award.

1998 \$500 John Nuveen Center for International Affairs: International Development Seed Fund.

1995 \$15,000 Ewing Marion Kauffman Foundation Center for Entrepreneurial Leadership: Dissertation Fellowship.

REVENUE GENERATING ACTIVITIES

FY 2012 \$14,565 from Certificate in Business Administration Program
FY 2012 \$25,000 from Leadership Advisory Board
FY 2012 \$18,125 from Entrepreneurial Student Teams Projects
FY 2011 \$15, 735 from Certificate in Business Administration Program
FY 2011 \$25,000 from Leadership Advisory Board
FY 2011 \$20,000 from Entrepreneurial Student Teams Projects
FY 2010 \$31,978 from Certificate in Business Administration Program
FY 2010 \$22,533 from Entrepreneurial Student Teams Projects

FUND RAISING

2012 \$69,575 cash from various donors to support IES operations.
2012 \$47,500 cash from various corporations to support Chicago Area Entrepreneurship Hall of Fame.
2011 \$37,500 cash plus \$70,000 in kind services from various sources to fund Concept2Venture.
2011 \$60,000 cash from various donors to support IES operations.
2011 \$52,500 cash from various corporations to support Chicago Area Entrepreneurship Hall of Fame.
2010 \$15,000 cash plus \$70,000 in kind services from various sources to fund Concept2Venture.
2009 \$60,000 cash plus \$70,000 in kind services from various sources to fund Concept2Venture.
2008 \$68,000 cash plus \$50,000 in kind services from various sources to fund Concept2Venture.
2007 \$74,000 cash plus \$50,000 in kind services from various sources to fund Concept2Venture.
2006 \$87,000 cash plus \$35,000 in kind services from various sources to fund Concept2Venture.
2005 \$45,000 cash plus \$35,000 in kind services from various sources to fund Concept2Venture.

STUDENT ADVISING

Ph.D. Student Dissertation Committees:

2012 Chair, Laurel Ofstein
2011 Janice Gries, DNP, School of Nursing
2009 Cheryl Luczak
2005 Jesus Bravo
2004 Yili Huang
2002 John Stovall
1998 Rob Singh

2012 Jim Downing
2011 Chair, Javier Mollnor
2006 Co-Chair, Jurgita Baltrusaityte
2004 Chair, Patrick Murphy
2002 Debra Malewicki
2000 Mike Manion
1998 Maria Kraimer

Ph.D. Qualifying Exam Committees:

Jurgita Baltrusaityte, 2005
Jesus Bravo, 2005
Debra Malewicki, 2001
Gary Vanderlinden, 2000

Patrick Murphy, 2003
John Stovall, 2001
Chris Leeds, 1999

Yili Huang, 2003
Berin Erdogan, 2000
Peter Thompson, 1999

Non-CBA Theses:

2010, Janice Gries
 2003, Kathy Rojan, M.S. Bioengineering

MBA Independent Studies:

Chirag Patel, 2006a	Caralynn Nowinsky, 2006a	
Anna-Lisa Somera, 2006	Kirk Purcell, 2006	Chirag Patel, 2006b
Caralynn Nowinsky, 2006b	Mark Kwatia, 2005	Kirk Purcell, 2005
Anna Lisa Somera, 2005	Matthew Christian, 2005	Colin James, 2005
Claudia Tinca, 2005	Bridget Cooney, 2005	Tanya Jackson, 2003
Greg Janeka, 2003.	Julianna Cole, 2002.	Avinash Jain, 2002.
Charlie Cassell, 2002.	David Garcia-Shelton, 2000.	Anthony Papadados, 2001
Mike Noland, 2001	Deana Arroyo, 2000.	Cindy Atchley, 2000.
Walter Albecker, 1999.	Soongwon Yoo, 1999.	Denise Walker, 1998.

Faculty Advisor to Student Groups:

2011-Present, Advisor to Innovation Incubator (MBA student group)
 2012 Faculty advisor, MBA team: **NovoView Diagnostics** (Dominic Blank, Joe Sheehan, Michelle Shah)
 2012 Faculty advisor, MBA team: **IOMI Technologies** (Scott Green, Ryan Roberts, Hares Noman, Demetri Sepsis)
 2012 Faculty advisor, MBA team: **OnMe Advertising** (Ricardo Macias, Julio Yumpe, Jennifer Hollenbeck)
 2002-2011, Advisor to UIC chapter of Collegiate Entrepreneurs Organization
 2011 Faculty advisor, MBA team: **Stabilis** (Udai Jayakumar, Brad Tarras, Thor Perplies)
 2011 Faculty advisor, MBA team: **Exciton Systems** (John Howe, Ahmed Mujovic, April Gardner)
 2011 Faculty advisor, MBA team: **Hydro2All** (Nathan Murdock, Margo Snyder, Lee-Lin Wang)
 2011 Faculty advisor, MBA team: **CabTracker** (Nathan Jungheim, Nathan Murdock)
 2006-2010, Advisor to Motorola Scholars
 2010 Faculty advisor, MBA team: **Thermal Conservation Technologies** (Laura Klibanow, Jacob Kist, James Parks)
 2010 Faculty advisor, MBA team: **MMPe Technologies** (Diane Gaffney, Rebecca Hirschboeck, Jennifer Schoenberger)
 2010 Faculty advisor, MBA team: **Apana** (Gino Rigitano, Diana Burritt, Brian Pendergast)
 2010 Faculty advisor, MBA team: **Zyger Bioscience** (Ben Wood, Jessica Gaito, Jason Fitzpatrick)
 2009 Faculty advisor, MBA team: **Pax Neuroscience** (Chris Shoemaker, David Miller, Aben Cooper)
 2009 Faculty advisor, MBA team: **Optical Insight** (Daniel Ripes, Amanda So)
 2009 Faculty advisor, MBA team: **ROS Therapies** (Craig Berkovitz, Joe Barnett, Kesha Burch)
 2008 Faculty advisor, MBA team: **HeartSounds** (Amir Bastawrous, Matt Norris, Mike McCoy)
 2008 Faculty advisor, MBA team: **BioRegenix** (Gokul Kumar, Darius Kaulius, Tom Triantifflou)
 2007 Faculty advisor, MBA team: **Optimal Vision Corporation** (Srijay Vijayan, Kelly Liebl, Kristin Ware)
 2007 Faculty advisor, MBA team: **Flow Diagnostics** (Karen Tovey, Santhosh Anand)
 2006 Faculty advisor, MBA team: **SanoGene Therapeutics** (Caralynn Nowiski, Chirag Patel)
 2006 Faculty advisor, MBA team: **OrthoAccel Technologies** (Kirk Purcell, Anna Lisa Somera, Matthew Christian, Colin James, Mark Kwatia).
 2005 Faculty advisor, MBA team: **Stirred Chef** (Colleen Farrel).
 2004 Faculty advisor, MBA team: **Medical Tourism** .
 2002 Faculty advisor, MBA team: **Handimed** (Julianna Cole, Avinash Jain).
 2001 Faculty advisor, MBA team, Illinois Department of Commerce and Chicagoland Chamber of Commerce competition "In Illinois, Creativity Pays!"

2000 Faculty advisor, MBA team: **Aspirenet**
1999 Faculty advisor, MBA team: **J.H Reid** (Walter Albecker).

STUDENT PRIZES

2012 \$xx in prize money won by UIC Technology Ventures teams.
2011 \$xx in prize money won by UIC Technology Ventures teams.
2010 \$xx in prize money won by UIC Technology Ventures teams.
2009 \$17,000 in prize money won by UIC Technology Ventures teams.
2008 \$4,450 in prize money won by UIC Technology Ventures teams.
2007 \$39,000 in prize money won by UIC Technology Ventures teams.
2006 20,000 in prize money won by UIC Technology Ventures teams.

AWARDS WON BY STUDENT ADVISEES

2012 MBA team I coached, **NovoView Diagnostics:**

- Semi-finalist, Venture Labs Investment Competition, Austin, TX
- Semi-finalist, Licensing Executives Society International Business Plan Competition, Boston, MA;
- Semi-finalist (placed 12 among over 400 entrants), Rice University Business Plan Competition, Houston, TX;
- 2nd Place, EMC Venture Challenge, San Diego, CA;
- 2nd Place, Cardinal Challenge, Louisville, KY;
- Semi-finalist, Georgia Bowl, Atlanta, GA;
- 1st Place Winner, Concept2Venture, Chicago, IL.

2012 MBA team I coached, **IOMI Technologies:**

- Semi-finalist (among top 10%), Rice University Business Plan Competition, Houston, TX;
- Semi-finalist, New Venture Challenge, Portland, OR;
- 3rd Place, Nebraska Innovation Competition, Lincoln, NE

2011 MBA team I coached, **Stabilis:**

- Finalist, Chicago Biomedical Consortium, Chicago, IL;
- Semi-finalist, EMC Venture Challenge 2010, San Diego, CA;
- Semi-finalist, UC Spirit of Enterprise, Cincinnati, OH;
- Semi-finalist, Cardinal Challenge, Louisville, KY;
- Semi-finalist, Concept2Venture, Chicago, IL

2011 MBA team I coached, **Hydro2All:**

- First Place (\$5,000 prize), Loyola Business Plan Competition, Chicago, IL
- Semi-finalist, New Venture Championship, Eugene, OR
- Dell Social Innovation Competition
- Semi-finalist, Concept2Venture, Chicago, IL

2011 MBA team I coached, **Exciton Systems:**

- Semi-finalist, Rice University Business Plan Competition
- Finalist, Concept2Venture, Chicago, IL

2011 MBA team I coached, **CabTracker:**

- Finalist, Concept2Venture, Chicago, IL

2010 MBA team I coached, **MMPe Technologies:**

- Finalist, Chicago Biomedical Consortium, Chicago, IL
- Semi-finalist, Spirit of Enterprise, Cincinnati, OH;
- Semi-finalist, University of San Francisco International Business Plan Competition, San Francisco, CA;

- 1st Place Graduate Division, Concept2Venture 2009 (\$7,500 prize), Chicago, IL
- 2010 MBA team I coached, **Thermal Conservation Technologies:**
 - Semi-finalist, CleanTech Venture Challenge, Denver, CO;
 - Semi-finalist, Cardinal Challenge, Louisville, KY;
 - Semi-finalist, Venture Challenge 2010, San Diego, CA;
 - 2nd Place Graduate Division, Concept2Venture 2009 (\$2,500 prize), Chicago, IL
- 2010 MBA team I coached, **Apana :**
 - Finalist, Chicago Biomedical Consortium
 - Semi-finalist, New Ventures World Championship, Lincoln, NE;
 - Finalist Graduate Division, Concept2Venture 2009
- 2009 MBA team I coached, **Pax Neuroscience:**
 - 2nd Place tie, Chicago Biomedical Consortium Business Plan Competition, Chicago, IL;
 - 1st Place, Licensing Executives Society Graduate Student Licensing Competition, Montreal, Canada;
 - Finalist, Venture Challenge 2009, San Diego, CA;
 - Invited presenters, Greater Cincinnati Venture Association, Cincinnati, OH;
 - Semi-finalist and Fast pitch winner (\$1,000 prize), Spirit of Enterprise, Cincinnati, OH;
 - Semi-finalist (\$750 prize), Cardinal Challenge, Louisville, KY;
 - 1st Place Graduate Division, Concept2Venture 2008 (\$7,500 prize), Chicago, IL.
- 2009 MBA team I coached, **Optical Insight:**
 - 2nd Place tie, Chicago Biomedical Consortium Business Plan Competition, Chicago, IL;
 - Semifinalist (travel stipend) and Best Elevator Pitch (\$1,250), Stuart Clark Venture Championship, Manitoba, Canada;
 - Semifinalist, Wake Forest Elevator Competition, Winston-Salem, NC;
 - 2nd Place, McGinnis Venture Competition, Pittsburgh, PA;
 - Semifinalist and Best Elevator Pitch (\$1,000), University of San Francisco International Business Plan Competition, San Francisco, CA;
 - Semifinalist, Georgia Bowl, Atlanta, GA;
 - 2nd Place Graduate Division (\$2,500) and Best Elevator Pitch (\$1000), Concept2Venture 2008, Chicago, IL.
- 2009 MBA team I coached, **ROS Therapies:**
 - Semifinalist, New Ventures World Competition, Lincoln, NE;
 - Finalist, Concept2Venture 2008, Chicago, IL.
- 2008 MBA team I coached, **HeartSounds:**
 - First Place (\$10,000) in the Chicago Biomedical Consortium Business Plan Competition (finishing ahead of 5 teams from Northwestern and University of Chicago).
 - Challenge round winner (\$1,000) and top 20 globally at Moot Corp Competition (several hundred competitors), Austin, TX.
 - Grand Prize (\$15,000) Louisville Cardinal Challenge
 - 6th place finalist (\$3,000) at Rice University Business Plan Competition (280 entrants).
 - NASA Earth/Space Life Science Innovation Award (\$20,000)
 - Semi-finalist University of San Francisco Business Plan Competition
 - Finalist Midwest Venture Summit
 - Semi-finalist McGinnis Challenge at Carnegie-Mellon University
 - First Place (\$10,000) in Concept2Venture 2007.
- 2008 MBA team I coached, **BioRegenix:**
 - Second Place in the Chicago Biomedical Consortium Business Plan Competition (finishing ahead of 4 teams from Northwestern and University of Chicago).
 - Finalist (\$1,000) in Licensing Executives Society Business Plan Competition.

- Second Place (\$5,000) at Louisville Cardinal Challenge
 - Semi-finalist (\$500) and 2nd place elevator pitch (\$750) at Rice University Business Plan Competition (>280 entrants). 11th place finish among 280 entrants.
 - Semifinalist (\$300), best limo pitch (\$1,000) and 2nd place exhibit (\$200) at Spirit of Enterprise.
 - Finalist (\$1,000) Wake Forest elevator pitch contest.
 - Second Place (\$5,000) and best elevator pitch (\$1,000) in Concept2Venture 2007.
 - Secured \$5,000 grant from Illinois Department of Commerce and Economic Opportunity to assist with the pursuit of a Federal STTR grant.
- 2007 MBA team I coached, **Optimal Vision Corporation:**
- Best Written Plan and Best Presentation, as well as top 8 finisher (\$2,000) at the Global Moot Corp Competition (>400 competitors), Austin, TX
 - Semifinalist for Boomer Business Plan Competition, Santa Clara, CA.
 - First Place (\$10,000) and Best Elevator Pitch (\$1,000) at the University of San Francisco International Business Plan Competition (80 competitors), San Francisco;
 - Second Place (\$3,000) in the Illinois Fast Pitch Competition (65 competitors), Chicago, IL;
 - Third Place (\$2,000) and Best Technology Plan (\$500) in Spirit of Enterprise Business Plan Competition, Cincinnati, OH;
 - Best Intellectual Property Award (\$2,000) and semifinalist (\$450) in Rice University Business Plan Competition, Houston, TX (140 competitors);
 - First Place (\$10,000) and Best Elevator Pitch (\$1,000) in the UIC Concept2Venture Business Plan Competition, Chicago, IL;
 - First Place (\$10,000) in Licensing Executives Society Business Plan Competition, Atlanta, GA;
 - Best Elevator Pitch (\$1,000) and semifinalist (\$1,000) in New Venture Championship, Eugene, OR.
 - Finalist, Midwest Venture Summit
 - Finalist, Pursue Life Sciences Competition
 - Finalist, Illinois Fast Pitch Competition
- 2007 MBA team I coached, **Flow Diagnostics:**
- 2nd place (\$1,000) in Licensing Executives Society Business Plan Competition, Atlanta, GA;
 - First Place Challenge Round (\$750) and semifinalist at Rice University Business Plan Competition (140 competitors), Houston, TX;
 - Third Place Finalist (\$1,000) in Concept2Venture Business Plan Competition, Chicago, IL;
 - Third Place Finalist (\$3,000) in the Stuart Clark Business Plan Competition, Winnipeg, Canada;
 - Semifinalist in the Jungle MBA Business Plan Competition, New York, NY.
 - Finalist, Illinois Fast Pitch Competition
 - Finalist, Concept2Venture
- 2007 UC-Berkeley MBA team I coached, **NanoRay:**
- First Place, Hong Kong
- 2006 MBA team I coached, **SanoGene Therapeutics:**
- First Place (\$50,000) Midwest Venture Summit, Chicago IL.
 - First Place (\$10,000) and Best Elevator Pitch (\$1000) in the University of San Francisco International Business Plan Competition, San Francisco;
 - First Place (\$10,000) in the Licensing Executives Society of North America's Business Plan Competition, Philadelphia, PA;
 - First Place (\$15,000) in Stuart Clark Business Plan Competition, Winnipeg, Canada;
 - First Place (\$10,000) in Spirit of Enterprise Business Plan Competition, Cincinnati, OH;
 - First Place (\$10,000) in Concept2Venture Business Plan Competition, Chicago, IL;
 - First Place (\$3,500) in Chicago City Treasurer's Business Plan Competition, Chicago, IL;
 - Finalist (\$1,500) in Purdue Life Sciences Business Plan Competition;

- Top 8 semifinalist (\$2,000) at Moot Corp Business Plan Competition, Austin, TX;
- Finalist at McGinnis Venture Competition, Pittsburgh, PA.
- 2006 MBA team I coached, **OrthoAccel Technologies:**
 - Acquired in February 2007 by SimplexityMD in Houston, TX.
 - Best Marketing Plan and Best Intellectual Property Awards and placed among finalists at Rice University Business Plan Competition, Houston, TX;
 - Golden Phone Award and Finalist at Venture Challenge 2006, San Diego, CA.;
 - Finalist at Nu Venture Challenge, Lincoln Nebraska.
 - 2nd Place (\$5,000) in Concept2Venture.
- 2005 MBA team I coached, **Stirred Chef:**
 - Semi-finalist, Venture Challenge, San Diego, CA
- 2004 MBA team I coached, **Medical Tourism:**
 - Semi-finalist and Golden Phone Award at Venture Challenge, San Diego, CA
- 2002 MBA team I coached, **Handimed:**
 - Semi-finalist and Golden Phone Award at Venture Challenge, San Diego, CA.
- 2001 MBA team I coached won third place at “In Illinois, Creativity Pays,” a statewide competition sponsored by the Illinois Department of Commerce and the Chicagoland Chamber of Commerce.
- 2000 MBA team I coached, **Aspirenet:**
 - Semifinalist, Indiana University Invitational Business Plan Competition
- 1999 MBA team I coached, **J.H. Reid:**
 - Second place, Indiana University Invitational Business Plan Competition
 - Semi-finalist, Moot Corp.

SELECTED EXAMPLES OF MEDIA ATTENTION

- 2011 – May 5, **Chicago Tribune**, Partnerships: Startups, Students Strategize,
- 2011 – April, **CBS News**, Channel 2, Entrepreneurs and Job Creation in Chicago
- 2010 – Oct. 10, **Chicago Sun Times**, Hispanic-owned Businesses in Chicago
- 2010 – July 5, **Chicago Tribune**, GreatPoint Goes Green with BlueGas
- 2009 – Oct. 5, **Chicago Public Radio**, Chicago’s 2016 Loss: Good or Bad for the City?
- 2009 – August 31, **Chicago Tribune**, Entrepreneurship Classes on Rise, Foster Start-ups, Ann Meyer
- 2009 – July 7, **Wall Street Journal**, Rewards Help Soothe Hard Times, Raymund Flandez
- 2009 – April 15, **CNN Money**, Where are they now? Aiming for investors’ hearts—and patients’.
- 2009 – April 15, **CNN Money**, 7 Business plan superstars: A bright smile dazzles the judges.
- 2008 – Special StartUps issue, **Entrepreneur Magazine**, Nothing to lose, Sara Wilson
- 2008 – May 19, **Chicago Sun Times**, The accomplishment gene: SanoGene Therapeutics CEO also looks at deals for local venture capital firm, Brad Spirrison.
- 2008 – April 10, **NASA News**, U. of Illinois-Chicago team wins first NASA Life Science Award, Willam Jeffs.
- 2008 – April 7, **Houston Chronicle**, And the winners are..., David Kaplan
- 2008 – April 7, **CNN Money** and **Fortune Small Business**, Student Grudge Match
- 2008 – April 7, **CNN.com** and **YouTube.com**, Heart Check.
- 2008 – April 7, **CNN.com** and **YouTube.com**, Bioregenix Wins.
- 2008 – April 8, **Near West Gazette**, UIC Update
- 2008 – March 7, **Houston Business Journal**, OrthoAccel Polishes Up Business Plan with State Funding, Monica Perin.
- 2008 – Feb. 28, **Gov. Perry Re-election Campaign Website**, Governor Perry announces Texas Technology Fund Investment in OrthoAccel Technologies, Inc.
- 2007 – Nov. 15, **Houston Business Journal**, OrthoAccel Receives Life Science Award, Monica Perin

- 2007 – Fall, **Princeton Review**, **Entrepreneur Magazine**, and **Entrepreneur.com** Top 10 Graduate Programs (Tech ventures program credited for UIC rank).
- 2007 – Oct. 28, **Chicago Tribune**, Class projects lay groundwork for business, Carol Monaghan.
- 2007 – Oct. 29, **Chicago Tribune**, Value in alliances: Forming partnerships helps companies rise above competition, Ann Meyer.
- 2007 – Aug. 6, **Chicago Sun Times**, SanoGene Awarded First Place in Chicago City Treasurer's Business Plan Competition.
- 2007 – July, 9 **Houston Business Journal**, People on the Move
- 2007 – June 29 **Houston Business Journal**, Rice Alliance event boosts life science companies.
- 2007 – June 4, **Chicago Tribune**, Lack of schooling no bar to success, Ann Meyer
- 2007 – May 16, **Chicago Sun Times**, UIC Business Students Win Plan Competition, Sandra Guy
- 2007 – April 13, **The Oregonian**, "Winner of New Venture Championship Announced."
- 2007 – April 10, **Chicago Sun Times**, "An Eye on the Future," Sandra Guy.
- 2007 – April 5, **Houston Daily Business News**, "Optimal Vision Corporation Wins Fish & Richardson IP Powerhouse Award: Law Firm Presents Rice Business Plan Competition Award to Team from University of Illinois at Chicago."
- 2007 – March 28, **Houston Chronicle**, "Optimal Vision Corporation Wins Fish & Richardson IP Powerhouse Award."
- 2007 – March 28, **Forbes.com**, "Optimal Vision Corporation Wins Fish & Richardson IP Powerhouse Award."
- 2007 – March 28, **Yahoo Finance**, "Optimal Vision Corporation Wins Fish & Richardson IP Powerhouse Award."
- 2007 – March 28, **Google Finance**, "Optimal Vision Corporation Wins Fish & Richardson IP Powerhouse Award."
- 2007 – March 23, 2007, **Houston Chronicle D1**, "According to Plan: Rice Contest Pairs Students with Investors to Launch Technology Companies, Products," Anastasia Ustinova
- 2007 – March, **Startup Magazine**
- 2007 – March, **IP Investor**, "Student Spin-outs: Two Pionnering School Programs Put Students in the Driver's Seat," Dave Keating, Vol. 1(5) pp. 22-25.
- 2007 – March 12, **Chicago Tribune**, "Information Sites Seek Way to Turn Profit," Ann Meyer.
- 2007 – Feb. 19 **Chicago Tribune**, "Students at UIC Turning Ideas into Real Businesses."
- 2007 – Feb. 19 **Anatomy News**, "Students at UIC Turning Ideas into Real Businesses."
- 2007 – Feb. 12 **Healthcare Finance News**, "SimplexityMD Takes Over Orthodontia Company."
- 2007 – Feb. 5 **Houston Business Journal**, "SimplexityMD Takes Over Orthodontia Company" (online version of the article was included in the newspaper's most viewed and most e-mailed lists).
- 2007 – Feb. 5 **San Antonio Business Journal**, "SimplexityMD Takes Over Orthodontia Company."
- 2007 – Feb. 5 **Forbes**, "SimplexityMD Takes Over Orthodontia Company."
- 2007 – Feb. 5 **Yahoo Small Business**, "SimplexityMD Takes Over Orthodontia Company."
- 2007 – Feb. 2 **Crain's Chicago Business**, "Former UIC Students Sell Firm to Entrepreneur," Brandon Glenn.
- 2006 – Dec. 20 **Business POV**, "The Business Plan: Time Well Spent or a Waste of Time."
- 2006 – Nov. 14 Google.com **AdSense** "SanoGene Wins \$50,000 in Business Schools' Inaugural Competition."
- 2006 – Nov. 6 **IVCA News**, "Midwest Venture Summit All Business."
- 2006 – Nov. 3 **Chicago Sun Times**, "SanoGene Wins \$50,000 in Business Schools' Inaugural Competition."
- 2006 – Sept. 15, **Inside Indiana Business**, "Pittsburgh Company Wins Purdue Life Sciences Competition."
- 2006 – June 17 **WGN Radio**. Guest on "The Money Show" with Bill Moller.
- 2006 – June 14 **Chicago Sun Times**. "UIC Prize-Winners Peddle Killer Business Plan."
- 2006 – May 6 **NPR**. Students from my class interviewed.
- 2006 – March 27 **New York Times**, "Cancer Cure Company Wins Business Plan Challenge."
- 2006 – March 27 **Fog City Journal**, "University of Illinois Chicago Team Takes Top Honor at the University of San Francisco's International Business Plan Competition."
- 2006 – March 27 **San Francisco Sentinel**, "Cancer Cure Company Wins Business Plan Challenge."
- 2006 – March 27 **C-NET News**, "Start-ups Vie for Best Elevator Pitch."
- 2006 – March 27 **The Longevity Meme**, "RNAi Versus Cancer."

- 2006 – March 26 **C-NET News**, “Cancer Cure Company Wins Business Plan Challenge.”
- 2005 – Dec. 12 **Chicago Sun Times**. Cited heavily by Michael Krauss in extremely favorable article about first Concept2Venture business plan competition.
- 2000 – April 26 **Chicago Tribune**. Prairie Roundup. Cited as instructor in Michele Fitzpatrick’s “UIC’s e-commerce program makes French connection.”
- 2000 – Jan. 4, 2000 **Chicago Tribune**. Cited as an expert in David Young’s “‘Autobus’ inventor finds it hard to get his dream off the ground.”
- 1999 – August **Inc. Magazine**, UIC’s students from my class featured extensively in Michael Warshaw’s “The best business plans on the planet.”

OTHER RELEVANT WORK EXPERIENCE

Advisor on the startup of technology-based new ventures

NovoView Diagnostics, Chicago, IL, 2011-present

IOMI Technologies, Chicago, IL 2011-present

Thermal Conservation Technologies, 2011-present

Duggan Sisters, Chicago, IL 2010 to present

Ibogen, Miami, FL 2009-present

Ibocure, Miami, FL 2009-present

Pax Neuroscience, Chicago, IL 2009-present

Chrysalis, Rockford, IL 2008-2009

HeartSounds, Chicago, IL 2008-present

New Level Innovations, Chicago, IL 2008-2009

Optimal Vision Corporation, Chicago IL 2007-present

OrthoAccel Technologies, Chicago IL 2006-present

SanoGene Therapeutics, Chicago IL 2006-2011

Board of Directors, Chrysalis, Inc., Rockford, IL, 2007-present

Board of Directors, MicroDesigners, Rockford, IL 1997-present

Strategic Planning Consultant:

Sol Source Technologies, Chicago, IL, 1999.

ActiveSchedule.com, Chicago, IL, 1999.

FullLifeCenters.com, Chicago, IL, 1999.

GreenBubble.com, Chicago, IL, 1999.

Lowe's Enterprises, Atlanta, GA, 1990.

Ingersoll Milling Machine Company, Rockford, IL

Technical Writer (Nov. 1984 to Aug. 1986 and Mar. 1987 to Aug. 1987)

Training Specialist/Coordinator of Customer Training (Jun. 1989 to Aug. 1990)

Technical Editing Consultant (Dec. 1990)

REFERENCES

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