**David M. Townsend, Ph.D.**

**Schulze Distinguished Professor of Entrepreneurship**



Union Junior Faculty Fellow in Entrepreneurship | Associate Professor of Entrepreneurship Department of Management | Pamplin College of Business | Virginia Tech

Email: dtown@vt.edu | Phone: (540) 231-4553



**ACADEMIC EMPLOYMENT**

**EDUCATION**

**Virginia Polytechnic Institute & State University** *Associate Professor (Tenured): June 2020 – Present Assistant Professor: July 2014 – May 2020*

**The University of Oklahoma, Norman**

*Ph.D. Business Administration:*

*Strategy & Entrepreneurship, 2004-2008*

**North Carolina State University** *Visiting Professor: July 2012 – July 2014 Assistant Professor: July 2008 – July 2011*

*Dissertation: Resource valuation & capital acquisition in technology-based entrepreneurial ventures*

**The University of Oklahoma, Norman** *Assistant Professor: August 2011 – July 2012 Ph.D. Student: August 2004 – July 2008*

**Oral Roberts University**

*M.Mgt.: 2002 - 2004 (Highest Honors)*

*B.A.: 1994 - 1998 (Magna cum laude)*



**REFEREED PUBLICATIONS**

Pidduck, R., **Townsend, D.M.,** & Busenitz, L. (2024). Non-probabilistic reasoning in navigating entrepreneurial uncertainty: A psychology of religious faith lens. *Journal of Business Venturing, Conditional Acceptance.*

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* Entrepreneurial Action. *The Academy of Management Annals, 12*(2): 659-687*. 2018 Holtzman Research Award.*

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**BOOK CHAPTERS, BEST PAPER AWARDS, CONFERENCE PROCEEDINGS, & EDITORIALS**

Rady, J., **Townsend, D.M.,** Hunt, R.A., & Simpson, J. (2023). The Expectations Game: The Contingent Value of Hype in Resource Mobilization Processes among AI Startups. *2023 Frontiers of Entrepreneurship Research, Babson College Entrepreneurship Research Conference.*

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**Townsend, D.M.,** Forbes, D., Eckhardt, J., Deeds, D., Wetherbe, J., & Buday, C. (2023). EIX’s Editorial Guidelines for the Use of Generative AI Tools. *Entrepreneur & Innovation Exchange* – *Editor’s Note*



**Townsend, D.M.** & Buday, C. (2023). Announcing Our New Partnership with Entrepreneurship Theory



* Practice. *Entrepreneur & Innovation Exchange* – *Editor’s Note*

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**Townsend, D.M.**, Mitchell, J.R., Busenitz, L.W., & Mitchell, R.K. (2014). The Eclipse and New Dawn of Individual Differences Research. *Routledge Companion on Entrepreneurship,* (Frederike Welter & Ted Baker, eds.), *pp. 89-101.*

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**Townsend, D.M.** & Harkins, J.A. (2005). Clairvoyance or Something Less Sinister: A Cognitive Model of Market Insights and Entrepreneurial Opportunity Recognition. *Best Paper Proceedings – 2005 Academy of Management Meetings in Honolulu, Hawaii*.



**PAPERS UNDER REVIEW**

Hunt, R.A.\*, **Townsend, D.M.\*,** Nugent, R., Simpson, J., & Stallkamp, M. (2024). Platforms, Panopticons, & Playgrounds: Power Dynamics & Governance on Digital Platforms. *Revise & Resubmit (3rd) at the Academy of Management Annals.*

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Smith, B., Lawson, A., Barbosa, S., & **Townsend, D.M.** (2024). Religion & Entrepreneurship: An Analytical Review. *Revise & Resubmit (1st) at the International Journal of Management Reviews.*

Rady, J., **Townsend, D.M.,** Hunt, R.A. (2024). Cyborgs, Centaurs, & Companions: Theorizing AI-Entrepreneur Collaboration in Opportunity Identification Processes. *Under Review at the Academy of Management Review.*

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**WORKING PAPERS**

Rady, J., **Townsend, D.M.,** Hunt, R.A. (2024). Algorithmic Hallucinations: Generative AI as Faithful Companion or Reckless Guide? *In the final stages of preparation to the Journal of Business Venturing.*

Rady, J., **Townsend, D.M.,** Hunt, R.A. (2024). Paradoxum ex machina: Theorizing AI through Four Organizational Paradoxes. *Under development for Special Issue on AI & Organization Theory at the Academy of Management Review.*

Manocha, P., Hunt, R.A., & **Townsend, D.M.** (2024). The Causes and Consequences of Opacity in the External Enablement of Entrepreneurial Action. *Under Development for Submission to the Journal of Business Venturing.*

**Townsend, D.M.** (2024). Unshackled: Machine Agency as an Organizational Design Problem. *Under Development for Submission to the Academy of Management Review.*

**Townsend, D.M.,** Hunt, R.A., Lewis, T., Rady, J., Manocha, P., & Bozdag, E. (2024). The Paradox of Speed: Entrepreneurial Strategy & AI Product Design in Technology-Based Ventures. *Under Development for Submission to the Journal of Business Venturing.*

Rady, J., **Townsend, D.M.,** & Hunt, R.A. (2024). Blurry Decisions: Algorithm Uncertainty, Artificial Intelligence, & the Adoption of AI Tools in Entrepreneurial Decision-Making. *Under Development for Submission to the Journal of Business Venturing.*

Isaak, A., Ibrahimli, U., Rady, J., & **Townsend, D.M.** (2024). Cleaning dirty digits: Bridging and blending strategies in resource mobilization processes of sustainable AI ventures. *Under Development for Submission to Administrative Science Quarterly.*

Rady J., **Townsend D.M.,** & Hunt R.A. (2024). Bot Is My Copilot: Generative Artificial Intelligence, Algorithmic Hallucinations, & Human Imaginativeness in Entrepreneurial Ideation Processes. *Under Development for Submission to the Academy of Management Journal.*

Rady, J., **Townsend D.M.,** & Hunt R.A. (2024). All Our Data Belongs to You? Property Rights Strategies

* Resource Mobilization Processes among Generative AI Startups. *Under Development for Submission to the Academy of Management Journal.*



**CONFERENCE PRESENTATIONS\*\***

**Townsend, D.M.** & Hunt, R.A. (2020). Are the Futures Computable? Knightian Uncertainty & Entrepreneurial Action. *Presentation at Chalmers University Research Seminar.*

Busenitz, L.W., **Townsend, D.M.,** Bradley, S., & Renko, M. (2020). Social entrepreneurship, human

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emancipation, and the dignity of work. *2020 Social Entrepreneurship Conference.*

**Townsend, D.M.,** Hunt, R.A., Beal, D., & Jin, J-H (2020). Venturing into the Unknown: A Meta-Analytic Assessment of Uncertainty in Entrepreneurship Research. *2020 Strategic Management Society. 2020 Academy of Management Meetings.*

**Townsend, D.M.** & Hunt, R.A. (PDW Session Co-Chairs – 2019). Entrepreneurial Action and Artificial Intelligence: Implications for Theory, Research, and Practice. *2019 Academy of Management Meetings, Boston, MA.*

Bacq, S. & **Townsend, D.M.** (PDW Session Co-Chairs -- 2019). Escaping Schumpeter’s Shadow: The Power of Contextualization in the Rigor-Relevance Debate. *2019 Academy of Management Meetings, Boston, MA.*

Mitchell, R.K., Mitchell, R.M., Hunt, R.A., **Townsend, D.M.,** & Lee, J-H (2019). A Knowledge Problems Approach to Conceptualizing Stakeholder Engagement Research. *2019 Academy of Management Meetings, Boston, MA.*

**Townsend, D.M.** & Hunt, R.A. (2019). Addressing Entrepreneurship’s False Dichotomization of Risk And Uncertainty Through Modal Logics. *2019 Academy of Management Meetings, Boston, MA.*

Hunt, R.A., **Townsend, D.M.** & Jin, J-H (2019). The Contingent Value of Entrepreneurial Orientation In Venturing Through Corporate Acquisitions. *2019 Academy of Management Meetings, Boston, MA.*

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**Townsend, D.M.,** Hunt, R.A., & Joshi, A. (2019). Muddying the Waters: Induced Equivocality as a Strategic Response to De-institutionalization Pressures. *2019 SEE Conference, Miami, FL., 2019 SMS Conference, Minneapolis, MN.*

Hunt, R,A., & **Townsend, D.M.,** Mitchell, R.A., & Mitchell, R.M. (2019). The Battle to Define Science: A Knowledge-problem Approach to Sustainability Challenges (Symposium). *2019 SEE Conference, Miami, Fl.*

Hunt, R.A. & **Townsend, D.M.** (2019). Assessing the Long-term Viability of Quaker Enterprises: The Illuminating Case of Quaker Entrepreneurs, 1650 – 1850. *2019 SEE Conference, Miami, FL. 2019 BCERC Conference, Boston, MA.*

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Naar, A. & **Townsend, D.M.,** (2018). Re-Imagining Rural Entrepreneurship: Towards a Multi-Paradigm Research Agenda. *2018 Academy of Management Meetings, Chicago, IL.*

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Mondry, M., **Townsend, D.M.** & Hunt, R.A. (2018). Blockchain Technologies & Business Model Innovation: A Mixed-methods Analysis of the Processes of Transactional Organizing. *Babson College Entrepreneurship Research Conference.* Waterford, Ireland

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Hunt, R.A., Ortiz-Hunt, A.B. & **Townsend, D.M.** (2018). Sustainable Human Healthcare: The Centrality of Intrapreneurial Nurses. *Sustainability, Ethics & Entrepreneurship Conference.* Washington, D.C.

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Naar, A. & **Townsend, D.M. (**2017) Stories of Good Works: The Role of Aesthetics in Legitimizing Social Entrepreneurs. *2017 Babson College Entrepreneurship Research Conference, Norman, OK.*

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2014 Academy of Management Meetings, Philadelphia, PA.

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Pearlstein, J., **Townsend, D.M.,** & Brouthers, K. (2012). Resource-Based Bargaining and Underpricing in Initial Public Offerings. *2012 Babson College Entrepreneurship Research Conference, Fort Worth, TX.*

**Townsend, D.M.,** Simon, M., Kim, J. & Houghton, S. (2012). Overconfidence and Cognitive Entrenchment in Entrepreneur Decision-Making: Is the Treatment Worse than the Disease? *2012 Babson College Entrepreneurship Research Conference, Fort Worth, TX.*

Nelson, D.M., Cho, S.Y., Arthurs, J.D., & **Townsend, D.M.** (2012). Founders and Post IPO Decisions: A Behavioral Agency Perspective. *2011 Academy of Management Meeting, San Antonio, TX.*

Rhoads, K., **Townsend, D.M**., & Busenitz, L.W. (2011). Novel Business Models and Radical Technologies under Capital Constraints: Complements or Liabilities? *2011 Babson College Entrepreneurship Research Conference, Syracuse, NY.*

**Townsend, D.M.** & Busenitz, L.W. (2010)**.** Heterogeneous Resource Endowments and Seed Capital Acquisition in Technology Ventures. *2010 Babson College Entrepreneurship Research Conference in Geneva, Switzerland. 2010 Brown International Advanced Research Institute, Providence, RI.*

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**Townsend, D.M.** & Busenitz, L.W. (2010)**.** Resource Complementarities, Trade-Offs, and Undercapitalization in Technology-Based Ventures: An Empirical Analysis. *2010 Academy of Management Conference, Montreal, QC. 2009 Babson College Entrepreneurship Research Conference, Boston, MA. 2009 Brown International Advanced Research Institute, Providence, RI.*

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Arthurs, J.A., Busenitz, L.W., **Townsend, D.M.**, & Liu, C. (2007). Does the Market Perceive Psychological Ownership? *2007 Babson College Entrepreneurship Research Conference in Madrid, Spain.*

**Townsend, D.M.**, Busenitz, L.W., & Arthurs, J.D. (2006). To Start or Not To Start? Ability and Outcome Expectations in the Decision to Start to a New Entrepreneurial Venture. *2006 Lally-Darden-Humboldt Young Entrepreneurship Scholars Retreat in Berlin, Germany.*

Arthurs, J.D., Busenitz, L.W., **Townsend, D.M.**, & Liu, C. (2006). Psychological Ownership in Entrepreneurs and their Relationship with Venture Capitalists. *2006 Lally-Darden-Humboldt Young Entrepreneurship Scholars Retreat in Berlin, Germany.*

**Townsend, D.M.** & Hart, T.A. (2006). Institutional Antecedents of Organizational Form Choice in Social Entrepreneurial Ventures. *2006 Ethics and Entrepreneurship Conference at the University of Minnesota. 2006 Academy of Management Meetings in Atlanta, GA.*

Arthurs, J.D., Harkins, J.A., & **Townsend, D.M.** (2006). Undervalued Strategic Factors and Organizational Attractiveness: An Extension of Resource Base Theory. *2006 Academy of Management Meetings in Atlanta, GA.*

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Sharfman, M.P., Busenitz, L.W., **Townsend, D.M.**, & Harkins, J.A. (2006). The Theoretical Domain of For-Profit Social Entrepreneurship. *2006 Academy of Management Meetings in Atlanta, GA.*

**Townsend, D.M.** & Harkins, J.A. (2005). Clairvoyance or Something Less Sinister: A Cognitive Model of Market Insights and Entrepreneurial Opportunity Recognition. *2005 Academy of Management Meetings in Honolulu, Hawaii*.

Sharfman, M.P., Busenitz, L.W., **Townsend D.M.**, & Harkins, J.A. (2005). Examining the Social Entrepreneurship Phenomenon: A Process Model of Social Venture Choice. *2005 Academy of Management Meetings in Honolulu, Hawaii*.

\*\*Conference presentations not regularly updated post-2020



**TEACHING EXPERIENCE**

**Virginia Tech** (Fall 2014 – Present)

Entrepreneurship Residential Experience (MGT 1064 – Fall 2014) Cornerstones of Entrepreneurship (MGT 3064 – Spring 2015 – Winter 2018) Foundations of Management Theory, Ph.D. Seminar (MGT 6024 – Fall 2016 – Present) Leadership in Technology-based Organizations, MIT/MBA Programs (MGT 5804 – Fall 2017 – Present)

Mixed Methods in Organizational Research, Ph.D. Seminar (MGT 5984 – Ph.D. Independent Study – Spring 2016)

Entrepreneurship Theory, Ph.D. Seminar (MGT 5984 – Ph.D. Independent Study – Spring 2018; Spring 2019; Fall 2022)

Technology & Innovation Strategy, Executive MBA (MGT 5894 – Summer 2018)

Creativity & Design Thinking for Executives, Executive MBA (MGT 5984 – Fall 2018 – Present)

Technology-based Entrepreneurship, MIT/MBA Programs (MGT 5824 – Summer 2021 – Present)

**Ph.D. Student Supervision**

Ph.D. (co-) Chair: Esin Bodzag (2022 – Present): Coursework In-Process

Ph.D. Chair: Judy Rady (2021 – Present): Proposal Defended

Ph.D. Chair: Ju Hyeong Jin (2017 – 2022): Dissertation Defended

Ph.D. Chair: Howard Haines (2018 – 2022): Dissertation Defended

Ph.D. (Outside) Committee Member: Dini Hajarrahmah (2023 – Present): Proposal Defended

Ph.D. (Outside) Committee Member: Huihui Zhang (2023 – Present): Proposal Defended

Ph.D. Committee Member: Parul Manocha (2018 – 2023): Dissertation Defended

Ph.D. Committee Member: Felipe Calvano (2020 – 2022): Dissertation Defended

Ph.D. Committee Member: Elham Asgari (2016 – 2019): Dissertation Defended

Ph.D. Committee Member: Yue Song (2014-2017): Dissertation Defended

**North Carolina State University** [Fall 2008 – Spring 2011 (Assistant Professor); Summer 2012 – Summer 2015 (Visiting Professor)]

Business Policy & Strategy (MIE 480): Fall 2013 – Spring 2014

Management of Technology & Innovation (MBA 550): Spring 2014 – Present

Managing the Growth Venture (MBA 570): Summer 2013

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Global Strategy (MBA 580: Full & Part-time Program): Summer 2012-Spring 2013

MBA Statistics (MBA 504: 001 & Online MBA): Spring 2013

Global Management Simulation (MBA 508): Fall 2008

Entrepreneurship (MIE 410): Fall 2008; Spring 2009

Opportunity Development (MIE 410): Spring 2011

Entrepreneurship Practicum (MIE 419): Spring 2009; Fall 2009

Intro to Entrepreneurship (MIE 310 & Distance Ed): Fall 2009-Spring 2011 (One of four NC State classes broadcasted weekly on Time Warner Ch. 18)

**The University of Oklahoma** (Fall 2004 – Summer 2008; Fall 2011 – Spring 2012) New Venture Development II: Fall 2011; Spring 2012

Entrepreneurial Finance: Fall 2011

Fundamentals of Strategic Leadership (MGT 4710): Winter Intersession 2005; Spring Intersession 2006; Summer 2007

Business Plan (ENT 4603): Spring 2008

Business Policy and Strategy (B AD 4013): Summer 2005; Fall 2005; Spring 2006; Summer 2006; Fall 2006; Spring 2007; Fall 2007; Spring 2012.



**PROFESSIONAL SERVICE**

Outstanding Reviewer Award – 2023 *Academy of Management Review* Senior Editor for *EIX.org* (2022 – Present)

Editorial Board Member for *Academy of Management Review* (2021 – 2023)

Editorial Board Member for *Journal of Business Venturing* (2011 – Present)

Editorial Board Member for *Strategic Entrepreneurship Journal* (2015 – Present)

Editorial Board Member for *Entrepreneurship Theory & Practice* (2016 – Present)

Board of Reviewers, Babson College Entrepreneurship Research Conference (2021 – 2023)

Guest Editor: Artificial Intelligence: Organizational Possibilities & Challenges (Special Issue at *Journal of Management Studies*)

Outstanding Reviewer Award – 2010 *Journal of Business Venturing*

Outstanding Reviewer Award – 2011 *Journal of Business Venturing*

Guest Faculty: Brown International Advanced Research Institute – Technology Entrepreneurship Track (June 2009 & June 2010)

Session Facilitator/Reviewer: Academy of Management Doctoral Consortium – Entrepreneurship Division (2012 – 2013; 2016-Present)

Doctoral Consortium – Co-coordinator SMS Special Conference on Entrepreneurship & Coopetition (June 2016)

Lead Instructor: NASA Entrepreneurship Academy & Bootcamps (2020-2022)

*Ad hoc* Reviewer for the *Organizational Studies* (2022-Present)

*Ad hoc* Reviewer for *Journal of Management Studies* (2021-Present)

*Ad hoc* Reviewer for *Academy of Management Review* (2018-2021, 2023-Present)

*Ad hoc* Reviewer for *Academy of Management Perspectives* (2019-Present)

*Ad hoc* Reviewer for *Strategic Management Journal* (2013-Present)

*Ad hoc* Reviewer for *Journal of International Business Studies* (2018-Present)

*Ad hoc* Reviewer for *Journal of Management* (2014-Present)

*Ad hoc* Reviewer for *Social Psychology Quarterly* (2012-Present)

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*Ad hoc* Reviewer for *Journal of Business Venturing* (2008-2011)

*Ad hoc* Reviewer for *Strategic Entrepreneurship Journal* (2011-2014)

*Ad hoc* Reviewer for *Entrepreneurship Theory and Practice* (2009-2016)

*Ad hoc* Reviewer for *Journal of Management Studies* (2008)

*Ad hoc* Reviewer for *Family Business Review* (2009-2011)

*Ad hoc* Reviewer for *Small Business Economics* (2010-Present)

*Ad hoc* Reviewer for *Journal of Business Research* (2014-Present)

Reviewer for the Academy of Management Conference ENT Division (2006-2007, 2009-2011)

Reviewer for the Academy of Management Conference BPS Division (2005-2007, 2009-2011)



**UNIVERSITY SERVICE**

Virginia Tech – Academic Director of Apex Center for Entrepreneurs (2017-2022; 2023-Present)

* 2022 USASBE Model Entrepreneurship Program Winner
* 2020 Global Consortium of Entrepreneurship Centers: Excellence in Entrepreneurship Research Award (Co-winners with Texas A&M)
* 2018 Global Consortium of Entrepreneurship Centers: Outstanding Emerging Entrepreneurship Center (Co-winners with Sydney School of Entrepreneurship & Vanderbilt)

Virginia Tech – Innovate Steering Committee (2014-Present)

Virginia Tech – Apex Steering Committee (2014-Present)

Virginia Tech – Faculty Search Committee (2015-Present)

Virginia Tech – Graduate Studies Committee (2016-Present)

Virginia Tech – MIT Curriculum Committee (2018-Present)

Virginia Tech – Taskforce for Online Learning (2020-2021)

Virginia Tech – Management Department Promotion, Tenure, & Personnel Committee (2020-2021; 2022-2023)

Virginia Tech – Hospitality & Tourism Management Department Promotion & Tenure Committee (Outside Member – 2023-2024)

Virginia Tech – Creativity, Innovation, and Entrepreneurship Destination Area – Program Leads (2020-2021)

NC State University – AACSB Case Assessment Committee (2012-2013)

The University of Oklahoma – Undergraduate Programs Committee (2011-2012)

NC State University – MIE New Faculty Recruitment Committee (2008-2009)

NC State University – COM UG Entrepreneurship Curriculum Committee (2008-Present)

NC State University – MIE Research Awards Committee (2009-Present)

Michael F. Price College of Business Doctoral Student Association – President (2006-2007)



**BUSINESS PRESS**

Business Insider: “These are the books top professors at the best business schools in the country are having their MBA students read” <http://www.businessinsider.com/books-mba-professors-business-school-harvard-stanford-kellogg-recommend>

WalletHub: “2016’s Best Cities to Start a Business” <https://wallethub.com/edu/best-cities-to-start-a-business/2281/#david-m-townsend>

News & Observer: In ‘Startup Madness,’ ACC entrepreneurs pitch their products. March 27, 2013.

Raleigh Public Record: Raleigh’s Bet on Electric Cars: Only Time will Tell. July 9, 2012.

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BizEd: Profit and Purpose. May/June 2011.

TechCrunch: Startups: Poverty is Underrated. Be Glad that You’re Not Rich. June 5, 2010.

BusinessWeek: Why less is more for startups. June 23, 2009.

The Journal Record: Businesses can survive despite low budgets. June 9, 2009.

The New York Times/Gigaom.com: Lack of funding doesn’t have to lead to failure: Study. June 2, 2009.

Guest Appearance on The Burrill Report (June 5, 2009): What you know about funding startups is wrong.

TechJournal South: Lack of capital not a ‘death sentence’ for startups. June 3, 2009.

News & Observer: Moms who make it work. May 10, 2009.



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