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Editor *Entrepreneurship Theory and Practice*

Professor of Management (University of North Carolina – Charlotte)

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### **University of North Carolina – Charlotte**

**Full Professor of Management (with tenure)** 08/13 – present

**Addison H. & Gertrude C. Reese Endowed Chair in International Business** 08/13 – present

### **WHU (Otto Beisheim School of Management, Germany)**

**Associated Faculty Member (Professor)** 09/08 – present  
**(INTES Center for Family Enterprises)**

### **Prior Academic Experience (University of Tennessee - Knoxville)**

**Full Professor of Management (with tenure)** 08/12 – 08/13

**Associate Professor of Management** 08/10 – 07/12

**Director: Organizations & Strategy Ph.D. Program** 08/10 – 02/13

### **Prior Academic Experience (Mississippi State University)**

**Associate Professor of Management (with tenure)** 08/08 – 7/10

**Henry Family Notable Scholar** 09/07 – 7/10

**Charles P. Hews Notable Scholar** 04/10 – 7/10

**Richard C. Adkerson Notable Scholar** 03/09 – 03/10

**Founding Fellow — MSU Center of Family Enterprise Research (COFER)** 08/07 – 7/10

**Assistant Professor of Management** 08/03 – 07/08

### **Academic Experience (Other)**

**Family–Owned Business Institute Research Scholar** 2006 & 2012  
**(Sponsored by Grand Valley State University)**

**Visiting Professor, Mercator School of Management at the University** 05/06 & 06/08  
**Duisburg – Essen (Germany)**

### **Education**

**University of Connecticut – Ph.D. in Strategic Management** 08/99 – 06/03

**Dissertation Topic: Strategic Consensus on Resource Accumulation Decisions**

**Committee: Dr. Steven W. Floyd (Chair), Dr. Michael H. Lubatkin & Dr. John Mathieu**

**Indiana University of Pennsylvania – MBA** 09/97 – 09/98

**Gerhard—Mercator—Universität Duisburg – Dipl.–Kfm** 10/94 – 08/99

### **Total Citations (08/01/2013):**

- 701 Social Science Citation (lagging indicator)
- 2616 Google Scholar Citation (leading indicator)

### **Publications – Books**

Mazzola, P. and Kellermanns F.W (Eds.) 2012. *Handbook of Research on Strategy Process*. Edward Elgar Publishing, Cheltenham, UK. (Paperback – Identical to Hardcover)

Mazzola, P. and Kellermanns F.W (Eds.) 2010/2011. *Handbook of Research on Strategy Process*. Edward Elgar Publishing, Cheltenham, UK. (Hardcover)

Floyd, S. W., Ross, J., Jacobs, C. & Kellermanns, F. W. (Eds.) 2005. *Innovating Strategy Process*. Strategic Management Society Book Series. Blackwell Publishing, Oxford.

### **Edited Dissertation Series**

Hack, A., Calabró, A., Frank, H., Kellermanns, F.W., Zellweger, T. (Eds.) Dissertation Series on: Familienunternehmen und KMU [Family firms and small and mid-sized businesses]. Springer Gabler, Wiesbaden, Germany.

- Wessel, S. (2013): Goals, controls and conflicts in family offices. Springer Gabler, Wiesbaden, Germany.
- Hauswald, H. (2013): Stakeholder trust in family businesses. Springer Gabler, Wiesbaden, Germany.
- Kammerlander, N. (2013): Organizational adaptation to discontinuous technological change: The effects of family influence and organizational identity. Springer Gabler, Wiesbaden, Germany.
- Kraiczy, N. (2012): Innovations in small and medium sized family firms. Springer Gabler, Wiesbaden, Germany.

### **Publications – Journal Articles**

Memili, E., Chang, E. P. C., Kellermanns, F. W., Welch, D. H. P. Role conflicts of family members in family firms. Conditionally Accepted at the *European Journal of Work and Organizational Psychology*.

Pearson, R., Barnett, T., Pearson, A. & Kellermanns, F. W. The Role of Personality in the Unified Theory of Acceptance and Use of Technology (UTAUT). Conditionally accepted at the *European Journal of Information Systems*.

Veiga, J. F., Keupp, M. M., Floyd, S. W. & Kellermanns, F. W.: A moderated mediation model of the impact of prelaunch disposition and organizational support on the development of ERP system adopters' level of competence. Forthcoming at the *European Journal of Information Systems*.

### **Publications – Journal Articles – Continued**

Kraiczy, N. D., Hack, A. & Kellermanns, F. W. Family firm specific TMT diversity and its moderating role on the relationship between TMT innovation orientation and new product portfolio performance. Forthcoming at the *Journal of Business Research*.

Kellermanns, F. W., Walter, J., Crook, R., Kemmerer, B. & Narayanan, V. K. Resource-Based Theory in Entrepreneurship: A content-analytical comparison of researchers' and entrepreneurs' views. Forthcoming at the *Journal of Small Business Management*.

Walter, J., Kellermanns, F. W., Floyd, S. W., Veiga, J. F. & Matherene, C. Strategic alignment: A missing link in the relationship between strategic consensus and organizational performance. Forthcoming at *Strategic Organization*.

Eddleston, K. A., Kellermanns, F. W., Floyd, S. W., Crittenden, V. L. & Crittenden, W. F. Planning for growth: Life stage differences in family firms. Forthcoming at *Entrepreneurship Theory and Practice*.

Ring, K., Kellermanns, F. W., Barnett, T., Pearson, A. & Pearson, R. The use of a web-based course management system: Causes and performance effects. Forthcoming at the *Journal of Management Education*.

Kellermanns, F. W. Spirituality and religion in family firms. Forthcoming at the *Journal of Management, Spirituality and Religion*.

Madison, K. & Kellermanns, F. W. Is the spiritual bond bound by blood? An exploratory study of spiritual leadership in family firms. Forthcoming at the *Journal of Management, Spirituality and Religion*.

Kellermanns, F. W., Rau, S., Kidwell, R. W., Eddleston, K. A., Cater III, J. J. 2013. Familienunternehmen: Vermeiden Sie den Fredo-Effekt [Family Firms: Avoiding the Fredo-Effect]. *Harvard Business Manager*, 28(8), 46-52.

Morris, M. L. & Kellermanns, F. W. 2013. Family relations and family business. Introduction to special issue on family relations and family business interface. (Both authors contributed equally). *Family Relations*. 62(3), 379-383.

Koropp, C., Grichnik, D., & Kellermanns, F. W. 2013. Financial attitudes in family firms: Opening the black box. *Journal of Small Business Management* 51(1), 114-137.

Mazzola, P., Sciascia, S. & Kellermanns, F. W. 2013. Non-linear effects of family sources of power on performance. *Journal of Business Research* 66(4). 568-574.

Zellweger, T., Kellermanns, F. W., Eddleston, K. & Memili, E. 2012. Building a family firm image: How family firms capitalize on their family ties. *Journal of Family Business Strategy*. 3(4), 239-250.

#### Publications – Journal Articles – Continued

Kidwell, R. W., Eddleston, K. A., Cater III, J. J. & Kellermanns, F. W. 2012. How one bad family member can undermine a family firm: Preventing the Fredo effect. *Business Horizons*, 56(1): 5-12.

Kellermanns, F. W., Eddleston, K. & Zellweger, T. 2012. Extending the socioemotional wealth perspective: A look at the dark side. *Entrepreneurship Theory and Practice*, 36 (6), 1175-1182.

Walter, J., Kellermanns, F. W. & Lechner, C. 2012. Decision making within and between organizations: Rationality, politics and alliance performance. *Journal of Management*, 38(5), 1582-1610.

Kemmerer, B., Walter, J., Kellermanns, F. W., & Narayanan, V. K. 2012. A judgment analysis perspective on resource evaluation frameworks. *Journal of Business Research*, 60(7), 698-710.

Gedajlovic, E., Carney, M., Chrisman, J.J. & Kellermanns, F. W. 2012. The adolescence of family firm research: Taking stock and planning for the future. *Journal of Management*, 38(4), 1010-1037.

Zellweger, T. M., Kellermanns, F. W., Chrisman, J. J. & Chua, J. 2012. Family control and family firm valuation by family CEOs: The importance of intentions for transgenerational control. *Organization Science*, 23(3), 851-868.

Eddleston, K., Kellermanns, F. W. & Zellweger, T. (Authors contributed equally) 2012. Exploring the entrepreneurial behavior of family firms: Does the stewardship perspective explain differences? *Entrepreneurship Theory and Practice*, 36 (2), 347-367.

Kidwell, R. E., Kellermanns, F. W., & Eddleston, K. A. 2012. Harmony, justice, confusion and conflict in family firms: Implications for ethical climate and the “Fredo effect.” *Journal of Business Ethics*, 106(4), 175-184.

Kellermanns, F. W., Eddleston, K., Sarathy, R. & Murphy, F. 2012. Innovativeness in family firms: A family influence perspective. *Small Business Economics Journal*, 38 (1): 85-101.

Uhlaner, L.M., Kellermanns, F. W., Eddleston, K. A., Hoy, F. 2012. The entrepreneuring family: Is it time for a new paradigm? *Small Business Economics Journal*. (Introduction to the special family firm issue), 38 (1): 1-11.

Wright, M. & Kellermanns, F. W. 2011. What can family firm research learn from management and entrepreneurship? *Journal of Family Business Strategy*, 2(4): 187-198.

Chua, J. H., Chrisman, J. J., Kellermanns F.W. & Wu, Z. 2011. Family Involvement and new venture debt financing. *Journal of Business Venturing*, 26(4): 472-488.

Kellermanns, F. W., Walter, J. Lechner, C., Floyd, S. W. & Shaw, J. 2011. To agree or not to agree? A meta-analytical review of the relationship between Strategic consensus and organizational performance. *Journal of Business Research*, 64(2): 126-133.

### Publications – Journal Articles – Continued

Memili, E., Chrisman, J.J., Chang, E. P. C. & Kellermanns, F. W. 2011. Der Einfluß von Marktorientierung und innerfamiliären Nachfolgeintentionen auf die Wettbewerbsposition von Kleinunternehmen [The influence of market orientation and intro-family succession intentions on the competitive positioning of small firms]. *Betriebswirtschaftliche Forschung und Praxis* (Special Family Firm Issue), 63(6): 606-627.

Chang, E. P., Chrisman, J. J. & Kellermanns, F. W. 2011. The determinants of new venture creation in American counties: Testing the Minnitti and Bygrave framework at the community level. *Journal of Business Venturing*, 26(2): 200-211.

Memili, E., Chrisman, J. J., Chua, J. H., Chang, E. P. C, & Kellermanns, F. W. 2011. The determinants of family firms' subcontracting: A transaction cost perspective. *Journal of Family Business Strategy*, 2(1), 26-33.

Memili, E., Eddleston, K. A., Zellweger, T. M., Kellermanns, F. W. & Barnett, T. 2010. The critical path to family firm success through entrepreneurial risk taking and image. *Journal of Family Business Strategy*, 1(4): 200-209.

Ling, Y. & Kellermanns, F. W. 2010. The effects of family firm specific diversity: The moderating role of information exchange frequency. *Journal of Management Studies* 47(2): 332-344.

Zellweger, T. M., Eddleston, K. A. & Kellermanns, F.W. 2010. Exploring the concept of familiness: Introducing family firm identity. *Journal of Family Business Strategy*. 1(1): 54-63. (Reprinted in: *Corporate Governance in Small and Medium Sized Firms*, Audretsch, D. B & Lehmann, E.E. (Eds.))

Chrisman, J. J., Kellermanns, F. W, Chan, K. C. & Liano, K. 2010. Intellectual foundations of current research in family business: An identification and review of 25 influential articles. *Family Business Review* 23(1): 9-26.

Sharma, P. & Kellermanns, F. W. 2009. Editor's Notes: The craft of reviewing. *Family Business Review* 22(4): 305-308.

Chang, E. P. C, Memili, E., Chrisman, J., Kellermanns, F. W. & Chua, J. 2009. Family social capital, venture preparedness and start-up decisions: A study of Hispanic Entrepreneurs in New England. *Family Business Review* 22(3): 279-292.

Chrisman, J. J., Chua, J. H. & Kellermanns F. W. 2009. Priorities, resource stocks, and performance in family and non-family firms. *Entrepreneurship Theory and Practice*. 33(3): 739-760.

DuFrene, D., Lehman, C., Kellermanns, F. W., & Pearson, R. 2009. Do business communication tools meet learner needs? *Business Communication Quarterly*. 72(2): 146-162.

### Publications – Journal Articles – Continued

- Otondo, R., Barnett, T., Kellermanns, F. W., Pearson, A. & Pearson, R. 2009. Assessing Information Technology Use over Time with Growth Modeling and Hierarchical Linear Modeling: A Tutorial. *Communications of the Association for Information Systems*, 25: 607-640.
- Debicki, B., Matherne, C., Kellermanns, F.W. & Chrisman, J. 2009. Family business research in the new millennium: An overview of the who, the where, the what and the why. *Family Business Review* 22(2): 151-166.
- Barnett, T., Eddleston, K. & Kellermanns, F. W. (Authors contributed equally). 2009. The effects of family versus career role salience on the performance of family and nonfamily firms. *Family Business Review* 22(1): 39-52.
- Kellermanns, F. W. & Barnett, T. 2008. What were they thinking? The role of family firm mental models on threat recognition. *Entrepreneurship Theory and Practice* 32(6): 999-1006.
- Chrisman, J. J., Chua, J. H., Kellermanns, F. W., Matherne III, C. F. & Debicki, B. J. 2008. Management journals as venues for publication of family business research. *Entrepreneurship Theory and Practice*. 32(5): 927-934.
- Walter, J., Lechner, C. & Kellermanns, F. W. 2008. Disentangling alliance processes: Managerial decision making in strategic alliances. *Journal of Management Studies* 45(3): 530-560.
- Eddleston, K., Otondo, R. & Kellermanns, F. W. 2008. Conflict, participative decision making, and multi-generational ownership: A multi-level analysis. *Journal of Small Business Management* 47(1): 456-484.
- v. Schlippe, A. & Kellermanns, F. W. 2008. Emotionale Konflikte in Familienunternehmen. *Zeitschrift für KMU und Entrepreneurship (ZfKE)* 56(1/2): 40-58. (Reprinted in: Beiträge zur Theorie des Familienunternehmens. In the series of: Schriften zu Familienunternehmen).
- Klein, S. B. & Kellermanns, F. W. 2008. Understanding the non-economic motivated behavior in family firms: An introduction. *Family Business Review*, 20(2): 121-125.
- Chang, E. P., Chrisman, J. J., Chua, J. H. & Kellermanns, F. W. 2008. Regional economy as a determinant of the prevalence of family firms in the United States: A preliminary report. *Entrepreneurship Theory and Practice*, 32(3): 559-574.
- Kellermanns, F. W., Eddleston, K., Barnett, T. & Pearson, A. 2008. An exploratory study of family member characteristics and involvement: Effect on entrepreneurial behavior in the family firm. *Family Business Review*, 21(1): 1-14.
- DuFrene, D., Lehman, C., Kellermanns, F. W. & Pearson, R. 2008. Assessing learning styles to improve instruction in business communication. *Mountain Plains Business Education Association Journal*, 3(1): 5-11.

### Publications – Journal Articles – Continued

- Eddleston, K., Kellermanns, F. W. & Sarathy, R. 2008. Resource configuration in family firms: Linking resources, strategic planning and environmental dynamism to performance. *Journal of Management Studies*, 45(1): 26-50.
- Kellermanns, F. W., Floyd, S, Pearson, A. & Spencer, B. 2008. The interactive effects of shared mental models and constructive confrontation on decision quality. *Journal of Organizational Behavior*, 29: 119-137.
- Kellermanns, F. W. & Eddleston, K. A. 2007. Family Perspective on when conflict benefits family firm performance. *Journal of Business Research*, 60: 1048-1057.
- Chrisman, J. J., Chua, J. H., Kellermanns, F. W. & Chang, E. P. 2007. Are family managers agents or stewards? An exploratory study in privately-held family firms. *Journal of Business Research*: 60: 1030-1038. (Reprinted in: Corporate Governance in Small and Medium Sized Firms, Audretsch, D. B & Lehmann, E.E. (Eds.))
- Walter, J., Lechner, C. & Kellermanns, F. W. 2007. Knowledge transfer between and within alliance partners: Private versus collective benefits of social capital. *Journal of Business Research*, 60: 698-710.
- Dewald, J. R., Hall, J., Chrisman, J. J. & Kellermanns, F. W. 2007. The governance paradox: Preferences of small vulnerable firms in the homebuilding industry. *Entrepreneurship Theory and Practice*, 31(2): 279-297.
- Eddleston, K. & Kellermanns, F. W. 2007. Destructive and productive family relationships: A stewardship theory perspective. *Journal of Business Venturing*. 22(4): 545-565.
- Barnett, T., Kellermanns, F. W., Pearson, A. & Pearson, R. 2006-2007. Measuring system usage: Replication and extensions. *Journal of Computer Information Systems*. 47(2): 76-85.
- Islam, M. & Kellermanns, F. W. (Authors contributed equally.) 2006. Firm and individual level determinants of Balanced Scorecard usage. *Canadian Accounting Perspectives*, 5(2):181–208.
- Barnett, T. & Kellermanns, F. W. (Authors contributed equally.) 2006. Are we family? Nonfamily employees' perceptions of justice in the family firm. *Entrepreneurship Theory and Practice*, 30 (6): 837–854. (Reprinted in: *Small Business Management*, 4<sup>th</sup> Canadian Ed.)
- Kellermanns, F. W. & Eddleston, K. 2006. Corporate venturing in family firms: Does the family matter? *Entrepreneurship Theory and Practice*, 30(6): 809–830.
- Kellermanns, F. W. 2005. Family firm resource management: Commentary and extensions. *Entrepreneurship Theory and Practice*, 29(3), 313–319.
- Kellermanns, F. W., Walter, J., Lechner, C., & Floyd, S. W. 2005. The lack of consensus in strategic consensus research: Advancing theory and research. *Journal of Management*, 31(5): 719–737.

### **Publications – Journal Articles – Continued**

Kellermanns, F. W. & Eddleston, K. 2004. Feuding families: When conflict does a family firm good. *Entrepreneurship Theory and Practice*, 28(3): 209–228.

Martins, L. & Kellermanns, F. W. 2004. Student acceptance of a web-based course management system. *Academy of Management Learning and Education*, 3(1): 7–26.

Kellermanns, F. W. & Islam, M. 2004. US- and German- Activity-Based Costing: A critical comparison and system acceptability propositions. *Benchmarking: An International Journal*, 11(1): 31–51.

Kellermanns, F. W. 1998. Lehrstellenkrise. Ein hausgemachtes Problem [The crisis in the German apprenticeship system]. *Civis mit Sonde*: 26–28.

### **Publications – Book Chapters**

Schlippe, A.v. & Kellermanns, F. W. Forthcoming. Konflikte in der Unternehmerfamilie erkennen, managen und damit umgehen. In Koeberele-Schmid, A. Managementbuch: *Governance in Familienunternehmen*. Erich Schmidt Verlag, Berlin.

McKee, D., Madden, T.M., Kellermanns, F.W. & Eddleston, K.A. (2014). Conflicts in family firms: The good and the bad. In SAGE Handbook of Family Business. Edited by Melin, L., Nordqvist, M., & Sharma, P. Sage Publications: London, U.K.

Chrisman, J. & Kellermanns, F. W. Entrepreneur. In M. Morris & D. Kuratko (Eds.) 2013/forthcoming. In *Blackwell Encyclopedia of Entrepreneurship Research (3<sup>rd</sup> Ed.)*, Blackwell Publishing, Oxford.

Madden, T., Kellermanns, F.W., Eddleston, K. Family Emotions. In M. Morris & D. Kuratko (Eds.) 2012/forthcoming. In *Blackwell Encyclopedia of Entrepreneurship Research (3<sup>rd</sup> Ed.)*, Blackwell Publishing, Oxford.

Kellermanns, F.W. & Stanley, L. J. 2013. A Second Look and Commentary on the Landscape of Family Business Outcomes. In Sorenson, R. & Deeds, D. (Eds). *Outcomes in Family Business*.

Matherne, C. F., Debicki, B. J., Kellermanns, F. W. & Chrisman, J. J. 2013. Review of Institutional and Individual Family Business Research. In Poutziouris, P. & Smyrnios, K. (Eds.) *Family Business Research Handbook*, (2<sup>nd</sup>. Ed.), 17-39. Edward Elgar Publishing, Northampton, MA.

Kellermanns, F. W. & Schlippe, A.v. 2011. Beziehungskonflikte in Familienunternehmen und ihre Bedeutung für die Unternehmensführung (slightly modified and updated). In Koeberele-Schmid, A. (2nd. Ed.) *Governance in Familienunternehmen*. 437-449. Erich Schmidt Verlag, Berlin.



### Publications – Book Chapters – Continued

Siebke, V. J., Kidwell, R. E., Kellermanns, F.W., Eddleston, K. A & Klein, S. B. 2011. Der Fredo-Effekt in Familienunternehmen: Harmonie und Gerechtigkeit oder Verwirrung und Konflikt. In Equal Stiftung (Ed.). *Equa Festschrift : Gesellschafterkompetenz*. 163-178, Bonn, Germany.

Mazzola, P. & Kellermanns, F. W., 2010/2011. Introduction. In Mazzola, P. & Kellermanns, F. W (Eds.) *Handbook of Research on Strategy Process*, xxiii-xxxiv, Edward Elgar.

Memili, E., Eddleston, K. A., Zellweger, T. M., Kellermanns, F. W. & Barnett, T. 2010. The importance of looking toward the future and building on the past: Entrepreneurial risk taking and image in family firms. In Stewart, A., Lumpkin, G. T. & Katz, J. A. (Eds.) *Advances in Entrepreneurship, Firm Emergence and Growth*, 3-30, Emerald, Bingley, UK.

Kellermanns, F. W. & Schlippe, A.v. 2010. Beziehungskonflikte in Familienunternehmen und ihre Bedeutung für die Unternehmensführung. In Koeberle-Schmid, A. (Ed.) *Governance in Familienunternehmen*, 309-320, Erich Schmidt Verlag, Berlin.

Chang, E. P., Chrisman, J. J., Chua, J. H. & Kellermanns, F. W. 2008. Regional determinants of family business in the U.S. In Gupta, V., Levenburg, N., Moore, L., Motwani, J. & Schwarz, T., (Eds.) *Family Business Models Around the World Compendium*, 113-133, ICFAI University Press.

Chang, E. P., Kellermanns, F. W., & Chrisman, J. J. 2007. From intentions to venture creation: Planned entrepreneurial behavior among Hispanics in the U.S. In Habbershon, T. & Rice, M. (Eds.) *Perspectives on Entrepreneurship, Volume 3*, 119–145, Westport, CT, Praeger.

Kellermanns, F. W. & Eddleston, K. 2006. Feuding families: The management of conflict in family firms. In Poutziouris, P., Smyrnios, K. & Klein, B. (Eds.) of the *Family Business Research Handbook*, 358–368, Edward Elgar Publishing, Northampton, Ma.

Chrisman, J. & Kellermanns, F. W. Entrepreneur. In M. Hitt & R. D. Ireland (Eds.) 2005. *The Blackwell Encyclopedic Dictionary of Entrepreneurship*, 61–63, Blackwell Publishing, Oxford.

Kellermanns, F. W. & Floyd, S. W. 2005. Strategic consensus and constructive confrontation: Unifying forces in the resource accumulation process. In Floyd, S. W., Ross, J., Jacobs, C. & Kellermanns, F. W. (Eds.). *Innovating Strategy Process*, 149–162, Blackwell Publishing, Oxford.

Floyd, S. W., Ross, J., Jacobs, C. & Kellermanns, F. W. 2005 Introduction. In Floyd, S. W., Ross, J., Jacobs, C. & Kellermanns, F. W. (Eds.) *Innovating Strategy Process*, xii–xxi, Blackwell Publishing, Oxford.

Kellermanns, F. W. & Floyd, S. 2005. The effects of strategic consensus on organizational flexibility. In Kaluza, B & T. Blecker (Eds.). *Flexibilität – Aktuelle Entwicklungen aus betriebswirtschaftlicher und ingenieurwissenschaftlicher Sicht*, 55–70, Erich Schmidt Verlag, Berlin.

## **Publications – Proceedings**

Madden, L., Kellermanns, F. W., Eddleston, K. A., Pankaj, P. 2012. Wanted dead or alive: An investigation of the impact of the sudden death of executive in family and non-family firms. *Recontres de St-Gal 2012 Proceedings*, St. Gallen, Switzerland.

Rousseau, M.B., Patel, P.C., Kellermanns, F.W. & Eddleston, K. 2011. Perceptions of bullying in the workplace: The moderating effect of employee control. *Southern Management Association Proceedings*, Savannah, Georgia.

Tapis, G.P., Kellermanns, F.W. and Breithecker, V. 2011. Organizational change and the German nascent entrepreneur: An exploratory analysis. *Eastern Academy of Management International Conference Proceedings*, Bangalore, India.

Zellweger, T., Kellermanns, F. W., Eddleston, K. & Memili, E. Building a family firm image: How family firms capitalize on their family ties. *Recontres de St-Gal 2010 Proceedings*, St. Gallen, Switzerland.

Patel, P. C., Kellermanns, F. W. & Eddleston, K. 2009. Commitment, Formalization and Performance in Family Firms: An Investigation of Complex Relationships. *International Family Enterprise Research Academy Proceeding*, Cypress.

Memili, E., Chang, E., & Kellermanns, F. W. 2009. The determinants of role conflict in family firms: A stewardship theory perspective. *International Family Enterprise Research Academy Proceeding*, Cypress.

Litchfield, S. & Kellermanns, F. W. 2009. Investigating the relationship between perceptions and attitudes toward family firms and intentions to buy. *International Family Enterprise Research Academy Proceedings*, Cypress.

Tapis, G., Kellermanns, F. W., Barnett, T. & Breithecker, V. 2009. An investigation of German nascent entrepreneurs: An Organizational Change perspective. *United States Association for Small Business and Entrepreneurship Proceedings*, Anaheim, California.

Memili, E., Chang, E., Chrisman, J. J., Chua, J. & Kellermanns, F. W. 2009. The determinants of family firms' subcontracting: A transaction cost perspective. *United States Association for Small Business and Entrepreneurship Proceedings*, Anaheim, California.

Patel, P. C., Kellermanns, F. W. & Eddleston, K. 2008. Family Firm Commitment and Performance: A Moderated Mediation Analysis. (First Author: Winner of the Best Overall Doctoral Paper and Winner of Best Doctoral Paper in Strategic Management/ Organizational Theory for the 2008 Southern Management Association). *Southern Management Association Proceedings*, St. Petersburg, Florida.

Chang, E. P., Chrisman, J. J. & Kellermanns, F. 2008. The determinants of new venture creation in American counties: Testing the Minnitti and Bygrave framework at the community level. *Proceedings of Rencontres de St-Gall*, St. Gallen, Switzerland.

### **Publications – Proceedings – Continued**

Eddleston, K., Kellermanns, F. W., & Zellweger, T. 2008. (Winner of the JSBM Office Depot Best Paper Award; Authors contributed equally) Corporate entrepreneurship in family firms: A stewardship perspective. *United States Association for Small Business and Entrepreneurship Proceedings*, San Antonio, Texas.

Chang, E. P., Chrisman, J. J. & Kellermanns, F. 2007. The determinants of entrepreneurship in U.S. counties. *Southern Management Association Proceedings*, Nashville, Tennessee.

Eddleston, K., Otondo, R. & Kellermanns, F. W. 2007. Conflict, participative decision making, and multi-generational ownership: A multi-level analysis. *United States Association for Small Business and Entrepreneurship Proceedings*, Orlando, Florida.

Ring, J. K., Kellermanns, F. W., Lehman, C., DuFrene, D., & Pearson, R. 2006. Technology mediated learning environment's impact on classroom attendance. *Southern Management Association Proceedings*, 241–246, Clearwater, Florida.

Lehman, C. M., DuFrene, D. D, Kellermanns, F. W., & Pearson, R. 2006. Technology mediated learning: Do technology tools meet learner needs? *Proceedings of the Association for Business Communication*, Southwestern U.S. Region, 38–58, Oklahoma City, Oklahoma.

Walter, J., Lechner, C. & Kellermanns, F. W. 2005. Disentangling alliance capability: Managerial decision making in strategic alliances. 581–623. *Eastern Academy of Management Proceedings*, Springfield, Massachusetts.

Sarathy, R., Eddleston, K. & Kellermanns, F. W. 2005. Resource configuration in family firms: Linking resources, strategic planning and environmental dynamism to performance. *United States Association for Small Business and Entrepreneurship Proceedings*, Indian Wells, California.

Kemmerer, B., Kellermanns, F. W. & Narayanan, V. K. 2004. More than what's in the textbooks: Practitioner conceptualizations of resources. *Southern Management Association Proceedings*, 286–291, San Antonio, Texas.

Chrisman, J. J., Chua, J. H. & Kellermanns F. W. 2004. A comparative analysis of organizational capabilities of family and non-family firms. *Southern Management Association Proceedings*.238–243, San Antonio, Texas.

Kellermanns, F. W., Lechner, C., Walter, J. & Floyd, S. W. 2004. The lack of consensus in strategic consensus research: A future research agenda. *Eastern Academy of Management Proceedings*, 274–297, Providence, Rhode Island.

Kellermanns, F. W. & Islam, M. 2004. Firm-level determinants of Balanced Scorecard usage. *Global Business Perspectives of the International Academy of Business Discipline*, Vol. XI: 646–650, San Antonio, Texas.

### **Publications – Proceedings – Continued**

Kellermanns, F. W. & Floyd, S. W. 2003. The “lack” of consensus in strategic consensus research. An empirical and theoretical extension. *Southern Management Association Proceedings*, 748–754, Clearwater, Florida.

Kellermanns, F. W. & Floyd, S. 2002. Social context, conflict and consensus in the resource accumulation process, *Southern Management Association Proceedings*, 350–354, Atlanta, Georgia.

Kellermanns, F. W. & Eddleston, K. 2002. Opening the black box of family firm conflict, *Eastern Academy of Management Proceedings*, New Haven, Connecticut.

Martins, L. & Kellermanns, F. W. 2001. User acceptance of a web-based information system in a non-voluntary context, *International Conference on Information Systems (ICIS) Proceedings*, 607–612, New Orleans, Louisiana.

Kellermanns, F. W. 2001. Strategic consensus in resource accumulation decisions. *Southern Management Association Proceedings*, 491–495, New Orleans, Louisiana.

Kellermanns, F. W. 2001. Vertical strategic consensus. *Eastern Academy of Management Proceedings*, 303–306, New York, New York.

Kellermanns, F. W. 2001. The technology acceptance model: Refinements at the organizational level. *International Academy of Business Disciplines Proceedings*, 306–310, Orlando, Florida.

Kellermanns, F. W. 2001. US and German activity-based costing: A critical comparison. *International Academy of Business Disciplines Proceedings*, 355–359, Orlando, Florida.

### **Conference Presentations**

Rousseau, M.B. & Kellermanns, F. W., 2013. A real option perspective on the influence of the appropriability framework on external commercialization. *Southern Management Association*, New Orleans, Louisiana.

Rousseau, M.B. & Kellermanns, F. W., 2013. Innovation outside firm boundaries: A real options perspective on appropriability, commercialization strategies and firm performance. *Strategic Management Society Meeting*, Atlanta, Georgia.

Madison, K., Kellermanns, F. W., & Zellweger, T. 2013. Performance consequences of socio-emotional wealth. *Academy of Management Meeting*, Orlando, Florida.

Xi, J., Filser, M., Kellermanns, F. W. & Kraus, S. 2013. Past trends and future directions of family business research. *GICA*, Valencia, Spain.

Madison, K. & Kellermanns, F. W. 2013. Merging two intersections: Exploring the role of spiritual leadership within family firms. *Family Enterprise Research Conference*, Viña de Mar, Chile.

### Conference Presentation – Continued

Madden, L., Kellermanns, F. W., Eddleston, K. A., Pankaj, P. 2013. An investigation of the impact of sudden death of executives in family and non-family firms. *United States Association for Small Business and Entrepreneurship*, San Francisco, CA.

Madden, L., Kellermanns, F. W., Eddleston, K. A., Pankaj, P. 2012. Wanted dead or alive: An investigation of the impact of the sudden death of executive in family and non-family firms. Paper accepted at *Recontres de St-Gal 2012*, St. Gallen, Switzerland.

Debicki, B., Spencer, B., Kellermanns, F. W., Pearson, A. & Chrisman, J. 2012. Development and validation of socio-emotional wealth construct. Paper accepted for presentation at *the Southern Management Association*, Fort Lauderdale, Florida.

Madden, L., Kellermanns, F. W., Eddleston, K. A., Litzky, B. E. & Kidder, D. 2012. Getting by with a little help from friends: Social support for contingent employees. Paper accepted for presentation at *the Southern Management Association*, Fort Lauderdale, Florida.

Day, K. & Kellermanns, F.W. 2012. Is the spiritual bond bound by blood? An exploratory study of leadership in family firms. Paper presented at the *Academy of Management Meeting*, Boston, Massachusetts.

Stommel, E.; Hack, A., Eddleston, K & Kellermanns, F. W. 2012. A second look on reference point formation: Risk, ownership and managerial reference points. Paper presented at the *International Family Enterprise Research Academy*, Bordeaux, France.

Eddleston, K. A., Kellermanns, F. W., Floyd, S. W., Crittenden, V. L. & Crittenden, W. F. 2012. Planning for growth: Life stage differences in family firms. Paper presented at the *Family Enterprise Research Conference*, Montreal, Canada.

Rousseau, M.B., Patel, P.C., Kellermanns, F.W. & Eddleston, K. 2011. Perceptions of bullying in the workplace: The moderating effect of employee control. Paper presented at the *Southern Management Association*, Savannah, Georgia.

Memili, E., Zellweger, T., Kellermanns, F. W. & Eddleston, K. 2011. Link between family firm dynamics, image and firm performance. Paper presented at the *Strategic Management Society Meeting*, Miami, Florida.

Zellweger, T., Dehlen, T. & Kellermanns, F.W. 2011. How socioemotional wealth biases survival risk perceptions among family firm owners. Paper presented at the *Academy of Management Meeting*, San Antonio, Texas.

Grichnick, D., Koropp, C. & Kellermanns, F.W. 2011. Financial choices in family firms: The influence of family norms. Paper presented at the *Academy of Management Meeting*, San Antonio, Texas.

### Conference Presentation – Continued

Tapis, G.P., Kellermanns, F.W. & Breithecker, V. 2011. Organizational change and the German nascent entrepreneur: An exploratory analysis. Paper presented at the *Eastern Academy of Management International Conference*, Bangalore, India.

Zellweger, T., Kellermanns, F. W., Eddleston, K. & Memili, E. 2011. Differentiation through family firm image. Paper presented at the *International Family Enterprise Research Academy*, Sicily, Italy.

Kellermanns, F. W., Walter, J., Floyd, S. W. & Matherne, C. 2010. Decision alignment: A missing link in the relationship between strategic consensus and organizational performance. Paper presented at the *Fifth Annual Mid-Atlantic Strategy Colloquium*, University of Maryland.

Kidwell, R.E., F.W. Kellermanns, & K.A. Eddleston. Harmony, justice, confusion and conflict in the family firm: Implications for ethical climate and the “Fredo effect.” Paper presented at the *17<sup>th</sup> Annual International Vincentian Business Ethics Conference*, Chicago, IL, 2010.

McKee, D., Debicki, B. J., Kellermanns, F. W. and Pearson, A. W. 2010. Altruism in the family firm: The influence of interaction, identification, and cohesion. Paper presented at the *Southern Management Association*, St. Petersburg, Florida.

Litchfield, S. R., Debicki, B. J., Kellermanns, F. W. and Pearson, A. W. 2010. Value creation goals in family firms: The role of altruism, cohesion, participative decision making and job interdependence. Paper presented at the *Southern Management Association*, St. Petersburg, Florida.

Kidwell, R. E., Kellermanns, F.W. & Eddelston, K. 2010. Ethical climate and internal impediments to family firm success: The role of relationship conflict. Paper presented at the *Academy of Management*, Montreal, Canada.

Zellweger, T. & Kellermanns, F. W. 2010. The impact of relationship conflict on socioemotional wealth considerations of family firm owners. Paper presented at the *Babson College Entrepreneurship Research Conference*, Lausanne, Switzerland.

Zellweger, T., Kellermanns, F. W, Eddleston, K. & Memili, E. 2010. Linking family firm image to performance: How family firms build trust to foster success. Paper presented at the *Family Enterprise Research Conference*, Cancun, Mexico.

Memili, E., Kellermanns, F. W. & Zellweger, T. M. 2010. Determinants of family business members’ affective family firm commitment. Paper presented at the *Family Enterprise Research Conference*, Cancun, Mexico.

Zellweger, T., Kellermanns, F. W, Eddleston, K. 2010. Building a family firm image: How family firms capitalize on their familiness. Paper presented at the *United States Association for Small Business and Entrepreneurship*, Nashville, TN.

### Conference Presentation – Continued

Grichnik, D., Koropp, C. & Kellermanns, F. W., 2009. The financial decision making process in family firms. Paper presented at G-Forum - 13th Annual Interdisciplinary Entrepreneurship Conference in Leipzig, Germany.

Walter, J., Kellermanns, F. W., Kemmerer, B. & Narayanan, V. K. 2009 “Not just “ anything that leads to performance”: The operational validity of resource definitions/deductive test of RBV”. Workshop-presentation at the *Strategic Management Society*, Washington, DC.

Memili, E., Eddleston, K. A., Zellweger, T. M., Kellermanns, F. W. & Barnett, T. 2009. Corporate entrepreneurship and image in family firms. Paper presented at the *Academy of Management*, Chicago, Illinois.

Patel, P. C., Kellermanns, F. W. & Eddleston, K. 2009. Commitment, Formalization and Performance in Family Firms: An Investigation of Complex Relationships. Paper presented at the *International Family Enterprise Research Academy*, Cypress.

Memili, E., Chang, E. & Kellermanns, F. W. 2009. The determinants of role conflict in family firms: A stewardship theory perspective. Paper presented at the *International Family Enterprise Research Academy*, Cypress.

Litchfield, S. & Kellermanns, F. W. 2009. Investigating the relationship between perceptions and attitudes toward family firms and intentions to buy. Paper presented at the *International Family Enterprise Research Academy*, Cypress.

Kidwell, R. E., Kellermanns, F. W. & Eddleston, K. A. 2009. Ethical climate and relationship conflict in family firms: Implications for the “Fredo Effect.” Paper presented at the *Family Enterprise Research Conference*, Winnipeg, Canada.

Zellweger, T., Kellermanns, F.W., Chrisman, J.J., and Chua, J.H. 2009. Family firm valuation by family CEOs: The role of socioemotional value. 2009 Laird Norton Tyee Best Poster Runner Up. Paper presented at the *Family Enterprise Research Conference*, Winnipeg, Canada.

Debicki, B.J., Matherne, C.F., Kellermanns, F.W. and Chrisman, J.J. 2009. A comprehensive assessment of family business research. Paper presented at the *Family Enterprise Research Conference*, Winnipeg, Canada.

Memili, E., Chrisman, J.J., Chua, J.H., Kellermanns, F.W., Chang, E.P.C. 2009. The link between transaction cost factors and family firms’ efficient boundaries. Paper presented at the *Family Enterprise Research Conference*, Winnipeg, Canada.

Tapis, G., Kellermanns, F. W., Barnett, T. & Breithecker, V. 2009. An investigation of German nascent entrepreneurs: An Organizational change perspective. Paper presented at *United States Association for Small Business and Entrepreneurship*, Anaheim, California.

### Conference Presentation – Continued

Memili, E., Chang, E., Chrisman, J. J., Chua, J. & Kellermanns, F. W. 2009. The determinants of family firms' subcontracting: A transaction cost perspective. Paper presented at *United States Association for Small Business and Entrepreneurship*, Anaheim, California.

Patel, P. C., Kellermanns, F. W. & Eddleston, K. 2008. Family Firm Commitment and Performance: A Moderated Mediation Analysis. (First Author: Winner of the Best Overall Doctoral Paper and Winner of Best Doctoral Paper in Strategic Management/ Organizational Theory for the 2008 Southern Management Association). Paper presented at the *Southern Management Association*, St. Petersburg, Florida.

Chrisman, J. J., Kellermanns, F. W., Chua, J. & Zellweger, T. M. 2008. Family Firm Valuation by Family CEOs. Paper presented at the *FBN Pacific Asia and SMU Edge Family Business Research Roundtable*, Singapore.

Kellermanns, F. W., Walter, J., Kemmerer, B. & Narayanan, V. K. 2008. Judgment-theoretical assessments of value and inimitability within the realm of the resource based view. Paper presented at the *Strategic Management Society*, Cologne, Germany.

Walter, J., Kellermanns, F. W. & Kemmerer, B. 2008. Not just “anything that leads to performance.” Operational validity of resource definitions. Paper presented at the *Strategic Management Society*, Cologne, Germany.

Chang, E. P. C., Memili, E., Chrisman, J., Chua, J & Kellermanns, F. W. 2008. Venture preparation and business creation: Does family help? A report of Hispanics in the U.S. Paper presented at the Family Capital, *Family Business and Free Enterprise Conference*, Minneapolis, Minnesota.

Chang, E. P., Chrisman, J. J. & Kellermanns, F. 2008. The determinants of new venture creation in American counties: Testing the Minnitti and Bygrave framework at the community level. Paper presented at the *Rencontres de St-Gall*, St. Gallen, Switzerland.

Murphy, F., Kellermanns, F. W., Eddleston, K. & Sarathy, R. 2008. The family 's finfluence on firm performance: An investigation of power, experience and culture. Paper presented at *Academy of Management*, Anaheim, California.

Barnett, T., Eddleston, K. & Kellermanns, F. (Authors contributed equally) 2008. Performance effects of role salience and career satisfiers in family and non–family firms. Paper presented at *Academy of Management*, Anaheim, California.

Zellweger, T. & Kellermanns, F. W. 2008. Family firm reputation: An investigation of antecedents and performance outcomes. Paper presented at *Academy of Management*, Anaheim, California.

Murphy, F., Kellermanns, F. W., Eddleston, K. & Sarathy, R. 2008. Entrepreneurial risk behavior in family firms: A family influence perspective. Paper presented at the *International Family Enterprise Research Academy*, Nyenrode, Netherlands.



### Conference Presentation – Continued

Debicki, B., Matherne, C., Kellermanns, F.W. & Chrisman, J. 2008. Who is publishing family business research? Paper presented at the *International Family Enterprise Research Academy*, Nyenrode, Netherlands.

Zellweger, T. M., Kellermanns, F. W., Chrisman, J. J. & Chua, J. 2008. A note on socioemotional wealth as a determinant of family firm valuations by family owners. Paper presented at the *International Family Enterprise Research Academy*, Nyenrode, Netherlands.

Ling, Y. & Kellermanns, F. W. 2008. The effects of family firm specific diversity. Paper presented at the *Family Enterprise Research Conference*, Milwaukee, Wisconsin.

Kellermanns, F. W., Eddleston, K., & Zellweger, T. 2008. (Honorable Mention) Family harmony: A facilitator of corporate entrepreneurship in family firms. Paper presented at the *Family Enterprise Research Conference*, Milwaukee, Wisconsin.

Chang, E. P. C., Memili, E., Chrisman, J. J. & Kellermanns, F. 2008. The role of family support in the processes of venture preparation and business creation. Paper presented at the *Family Enterprise Research Conference*, Milwaukee, Wisconsin.

Eddleston, K., Kellermanns, F. W., & Zellweger, T. 2008. (Winner of the JSBM Office Depot Best Paper Award; Authors contributed equally) Corporate entrepreneurship in family firms: A stewardship perspective. Paper presented at the *USABE*, San Antonio, Texas.

Chang, E. P., Chrisman, J. J. & Kellermanns, F. 2007. The determinants of entrepreneurship in U.S. counties. Paper presented at the *Southern Management Association*, Nashville, Tennessee.

Kemmerer, B., Kellermanns, F. W., Walter, J., & Narayanan, V. K. 2007. 'Empirical validation of resource-evaluation frameworks: A judgment analysis perspective'. Paper presented at the *Society of Entrepreneurship Scholars Conference & Manuscript Boot-Camp*, Ohio State University, Columbus, OH.

Kellermanns, F. W., Eddleston, K., Barnett, T. & Pearson, A. 2007. (All authors contributed equally). Family member characteristics and involvement: Effect on entrepreneurial behavior in the family firm. Paper presented at the *Academy of Management*, Philadelphia, PA.

Ling, Y. & Kellermanns, F. W. 2007. Are we talking? The importance of information exchange frequency in family firms. Paper presented at the *Academy of Management*, Philadelphia, PA.

Eddleston, K., Otondo, R. & Kellermanns, F. W. 2007. A multilevel analysis of conflict in family firms. Paper presented at the *Eastern Academy of Management International*, Amsterdam, Netherlands.

Kellermanns, F. W., Eddleston, K., Barnett, T. & Pearson, A. 2007. (All authors contributed equally) Family member characteristics and involvement: Effect on entrepreneurial behavior in the family firm. Paper presented at the *International Family Enterprise Research Academy - Special Issue Conference*, Wiesbaden, Germany

### Conference Presentation – Continued

Barnett, T., Eddleston, K. & Kellermanns, F. (All authors contributed equally) 2007. Performance effects of role salience and career satisfiers in family and non-family firms. Paper presented at the *Family Enterprise Research Conference*, Monterrey, Mexico.

Eddleston, K., Otondo, R. & Kellermanns, F. W. 2007. Cross-level effects in family firm research. Paper presented at the *Third Annual Office Depot Small Business Research Forum*, Ft. Lauderdale, Florida.

Eddleston, K., Otondo, R. & Kellermanns, F. W. 2007. Conflict, participative decision making, and multi-generational ownership: A multi-level analysis. Paper presented at *United States Association for Small Business and Entrepreneurship*, Orlando, Florida.

Ring, J. K., Kellermanns, F. W., Lehman, C., DuFrene, D., & Pearson, R. 2006. (First Author: Winner of the Southern Management Association Best Doctoral Student Paper in Management History/Management Education/International Management Track) Technology mediated learning environment's impact on classroom attendance. Paper presented at the *Southern Management Association*, Clearwater, Florida.

Walter, J., Martignoni, D., Kellermanns, F. W. & Chrisman, J. J. 2006. Organizational structure and firm-level entrepreneurial behavior: A simulation model. Paper presented at the *Strategic Management Society Meeting*, Vienna, Austria.

Kellermanns, F. W. & Eddleston, K. 2006. Let's talk about it: The performance effect of conflict in family firms. Paper presented at the *Strategic Management Society Meeting*, Vienna, Austria.

DuFrene, D., Lehman, C., Kellermanns, F. W. & Pearson, R. 2006. Teaching to the target: Tailoring instruction to students' cognitive styles. Paper presented at the *Association of Business Communication Conference*, San Antonio, Texas.

Kellermanns, F. W. & Eddleston, K. 2006. The positive sides of conflict: A family firm perspective. Paper presented at the *Academy of Management Meeting*, Atlanta, Georgia.

Kemmerer, B., Kellermanns, F. W. & Narayanan, V. K. 2006. Resource assessments: A judgment analysis perspective. Paper presented at the *Academy of Management Meeting*, Atlanta, Georgia.

Kellermanns, F. W., Walter, J., Shaw, J., Lechner, C. & Floyd, S. W. 2006. To agree or not to agree? A meta-analytical review of strategic consensus and organizational performance. Paper presented at the *Academy of Management Meeting*, Atlanta, Georgia.

Chrisman, J.J., Chua, J.H., Chang, E.P. & Kellermanns, F.W. 2006. Are Family Managers Agents or Stewards? An Exploratory Study in Privately-held Family Firms. Paper presented at the *Family Enterprise Research Conference*, Niagara Falls, Canada.

### Conference Presentation – Continued

Kellermanns, F. W. & Eddleston, K. 2006. Feuding Families: An empirical look at the effects of conflict in family firms. Paper presented at the *Family Enterprise Research Conference*, Niagara Falls, Canada.

Lehman, C. M., DuFrene, D. D, Kellermanns, F. W., & Pearson, R. 2006. Technology mediated learning: Do technology tools meet learner needs? Paper presented at the *Association for Business Communication*, Southwestern U.S. Region, Oklahoma City, Oklahoma.

Walter, J. & Kellermanns, F. W. 2005. Strategic decision making at the firm and alliance level: An empirical study. Paper presented at the *Strategic Management Society Meeting*, Orlando, Florida.

Eddleston, K., Kellermanns, F. W. & Sarathy, R. 2005. The resource based view and the family firm: A contingency perspective. Paper presented at the *Strategic Management Society Meeting*, Orlando, Florida.

DuFrene, D., Lehman, C., Kellermanns, F. W. & Pearson, R. 2005. Classroom research on the impact of technology mediated instruction. Paper presented at the *International Conference on the Book*, Oxford, UK.

Chua, J.H., Chrisman, J. J. & Kellermanns F. W. 2005. Family involvement, agency costs, and debt financing for new ventures. Paper presented at the *Academy of Management Conference*, Honolulu, Hawaii.

Kellermanns, F. W., Pearson, A., Spencer, B. & Floyd, S. 2005. The interactive effects of shared mental models and constructive confrontation on decision quality. Paper presented at the *Academy of Management Conference*, Honolulu, Hawaii.

Kellermanns, F. W. & Eddleston, K. 2005. Corporate venturing in family firms: Does the family matter? Paper presented at the 4<sup>th</sup> conference on: *Theories of the family enterprise: Establishing a paradigm for the field*, Edmonton, Alberta.

Walter, J., Lechner, C. & Kellermanns, F. W. 2005. Disentangling alliance capability: Managerial decision making in strategic alliances. Paper presented at the *Eastern Academy of Management*, Springfield, Massachusetts.

DuFrene, D., Lehman, C., Kellermanns, F.W. & Pearson, R. 2005. A study of student attitudes toward technology mediated instruction. Paper presented at the *Association of Business Communication Conference*, Greensboro, North Carolina.

Walter, J., Lechner, C. & Kellermanns, F. W. 2005. Managerial decision making in strategic alliances: Disentangling alliance capability. Poster presented at the *Organization Science Winter Conference*, Steamboat Springs, Colorado.

### Conference Presentation – Continued

Sarathy, R. Eddleston, K. & Kellermanns, F. W. 2005. Resource configuration in family firms: Linking resources, strategic planning and environmental dynamism to performance. Paper presented at *United States Association for Small Business and Entrepreneurship*, Indian Wells, California.

Kemmerer, B., Kellermanns, F. W. & Narayanan, V. K. 2004. More than what's in the textbooks: Practitioner conceptualizations of resources. Paper presented at the *Southern Management Association*, San Antonio, Texas.

Chrisman, J. J., Chua, J. H. & Kellermanns F. W. 2004. A comparative analysis of organizational capabilities of family and non-family firms. Paper presented at the *Southern Management Association*, San Antonio, Texas.

Kemmerer, B., Kellermanns, F. W. & Narayanan, V. K. 2004. (Strategic Management Society Best Conference Paper Prize: Nominated) Resource assessments: How do decision makers really evaluate resources? Paper presented at the *Strategic Management Society Meeting*, Sun Juan, Puerto Rico.

Walter, J., Lechner, C. & Kellermanns, F. W. 2004. (Strategic Management Society Best Conference Paper Prize: Nominated) Strategic decision making in an uncertain environment: The case of learning alliances in high-tech industries. Paper presented at the *Strategic Management Society Meeting*, Sun Juan, Puerto Rico.

Eddelston, K., Kellermanns, F. W. 2004. (Strategic Management Society Best Conference Paper Prize: Nominated) Strategy process in family firms: An investigation of the unique psychodynamic effects on organizational performance. Paper presented at the *Strategic Management Society Meeting*, Sun Juan, Puerto Rico.

Kellermanns, F. W. & Floyd, S. W. 2004. Do we agree on the right things: An empirical investigation of consensus quality. Paper presented at the *Academy of Management Meeting*, New Orleans, Louisiana.

Kellermanns, F. W., Lechner, C., Walter, J. & Floyd, S. W. 2004. The lack of consensus in strategic consensus research: A future research agenda. Paper presented at the *Eastern Academy of Management*, Providence, Rhode Island.

Kellermanns, F. W. & Islam, M. 2004. Firm-level determinants of balanced scorecard usage. Paper presented at the *International Academy of Business Disciplines*, San Antonio, Texas.

Kellermanns, F. W. & Islam, M. 2004. Firm and individual level determinants of Balanced Scorecard usage: Preliminary findings. Paper presented at the *Management Accounting Section Research and Case Conference of the American Accounting Association*, Miami, Florida.

Kellermanns, F. W. 2003. Family firm resource management: Commentary on "Shedding of unproductive resources in family firms: Role of family and community culture. Commentary presented at the *Theories of the Family Enterprise Conference*, Calgary, Alberta.

### Conference Presentation – Continued

Kellermanns, F. W. & Floyd, S. 2003. The “lack” of consensus in strategic consensus research. An empirical and theoretical extension. Paper presented at the *Southern Management Association*, Clearwater, Florida.

Kellermanns, F. W. & Floyd, S. 2003. Resource accumulation consensus: An empirical analysis. Paper presented at the *Strategic Management Society Meeting*, Baltimore, Maryland.

Walter, J., Lechner, C. & Kellermanns, F. W. 2003. Configuration of inter- and intra-firm networks and their impact on alliance performance. Paper presented at the *Academy of Management Meeting*, Seattle, Washington.

Kellermanns, F. W. & Floyd, S. W. 2003. Strategic Consensus and Constructive Confrontation: Unifying Forces in the Resource Accumulation Process. Paper presented at the *Strategic Management Society Mini-Conference*, Storrs, Connecticut.

Kellermanns, F. W. & Floyd, S. W. 2002. Social context, conflict and consensus in the resource accumulation process. Paper presented at the *Southern Management Association*, Atlanta, Georgia.

Kellermanns, F. W. & Martins, L. 2002. Replication and extension of Chau’s modified technology acceptance model. Paper presented at the *Southern Management Association*, Atlanta, Georgia.

Kellermanns, F. W. & Eddleston, K. 2002. Feuding families: When conflict does a family firm good. Paper presented at the *Academy of Management Meeting*, Denver, Colorado.

Kellermanns, F. W. & Eddleston, K. 2002. Opening the black box of family firm conflict. Paper presented at the *Eastern Academy of Management*, New Haven, Connecticut.

Martins, L. & Kellermanns, F.W. 2001. User Acceptance of a web-based information system in a non-voluntary context. Paper presented at the *International Conference on Information Systems (ICIS)*, New Orleans, Louisiana.

Kellermanns, F. W. 2001. (Winner, Best Doctoral Student Paper in the Strategic Management/Business Policy Track). Strategic consensus in resource accumulation decisions. Paper presented at the annual meeting of the *Southern Management Association*, New Orleans, Louisiana.

Kellermanns, F. W. 2001. Vertical strategic consensus. Paper presented at the annual meeting of the *Eastern Academy of Management*, New York, New York.

Kellermanns, F. W. 2001. (Best Conference Paper Award: Nominated). The technology acceptance model: Refinements at the organizational level. Paper presented at the annual meeting of the *International Academy of Business Disciplines*, Orlando, Florida.

### **Conference Presentation – Continued**

Kellermanns, F. W. 2001. US and German activity-based costing: A critical comparison. Paper presented at the annual meeting of the *International Academy of Business Disciplines*, Orlando, Florida.

Kellermanns, F. W. 1999. The entrepreneur as innovator: Illustrated by the example of Henry Ford. Paper presented at the annual meeting of the *International Academy of Business Disciplines*, Chicago, Illinois.

### **Manuscripts under Revision**

Grichnik, D., Koropp, C. & Kellermanns, F. W. The financial decision making in family firms: The influence of family norms. 2<sup>nd</sup> Revise and Resubmit to *Family Business Review*, July 2013.

Walter, J., Lechner, C. & Kellermanns F. W. Learning activities and the performance of exploratory versus exploitative strategic initiative. Resubmitted to the *Journal of Management*, May 2013.

Mazzola, P., Sciascia, S. & Kellermanns, F. W.: A research note on family management, generational stage and profitability in private firms. Revise and Resubmit to the *Journal of Family Business Strategy*, July 2013.

Naldi, L., Chirico, F., Brunnige, O., Kellermanns, F.W. All in the Family? Family Member Advisors and Firm Performance. Reject and Resubmit to *Family Business Review*, May 2013.

Patel, P. C., Kellermanns, F. W. & Eddleston, K. Stewardship versus opportunism: The role of family firm leader's perceptions. Revise and Resubmit to *Strategic Entrepreneurship Journal*, December 2011.

### **Manuscripts under Review**

Hannes, H., Hack, A., Kellermanns, F. W. & Patzelt, H. Family Firm's ability to attract new talent: Who is attracted and under what conditions? Submitted to the *Journal of Management*, August 2013.

Xi, J., Filser, M., Kellermanns, F. W. & Kraus, S. The fragmented state of family business research: background, evolution, and ramifications. Submitted to *International Entrepreneurship and Management Journal*, July 2013.

Kraiczy, N. D., Hack, A. & Kellermanns, F. W. Top Management team risk-taking propensity and new product portfolio innovativeness in family firms: The roles of ownership and generation. Submitted to *Journal of Product Innovation Management*, July 2013.

Ahlers, O., Hack, A. & Kellermanns, F. W. "Stepping into the buyers' shoes" – gaining and losing real options from family departure in family firm acquisitions. Submitted to *International Entrepreneurship and Management Journal*, July 2013.

### **Manuscript under Review – Continued**

Rousseau, M. B., Eddleston, K., Patel, P. C., Kellermanns, F. W. The role of organizational resources and demands in influencing perceptions of workplace bullying: An application of the conservation of resources theory. Submitted to the *International Journal of Human Resource Management*, May, 2013.

Ahlers, O., Hack, A., Kellermanns, F. W. & Wright, M. Opening the black box: power in buyout negotiations and the moderating role of private equity specialization. Submitted to the *Entrepreneurship Theory and Practice*, May 2013.

Chirico, F. & Kellermanns, F.W. Family generation in control and performance in family firms: The moderating role of family control dispersion. Submitted to *Strategic Entrepreneurship Journal*, May 2013.

Hack, A., Kraiczy, N. & Kellermanns, F. W. Introducing firm innovativeness as mediator between top management team innovation orientation and firm growth? Submitted to the *Journal of Innovation Management*, April 2013.

### **Manuscripts in Preparation**

Ahlers, O., Hack, A. & Kellermanns, F. W. Sellers' affective deal commitment – buyout transactions as courtship.

Day, K., Kellermanns, F. W., Zellweger, T. Performance consequences of socio-emotional wealth.

Engel, P., Hack, A. & Kellermanns, F. W. Appreciating monitoring activities – an analysis of outside director compensation in public family firms.

Banalieva, E., Chrisman, J. J., Eddleston, K. & Kellermanns, F. W. Excess family control, stakeholders and performance of Chinese public family firms.

Madden, L., Kellermanns, F. W. Eddleston, K. A., Litzky, B. E. & Kidder, D. Getting by with a little help from friends: Social support for contingent employees.

Debicki, B., Spencer, B., Kellermanns, F. W., Pearson, A. & Chrisman, J. Development and validation of socio-emotional wealth construct.

Madden, L., Kellermanns, F. W., Eddleston, K. A., Pankaj, P. Wanted dead or alive: An investigation of the impact of the sudden death of executive in family and non-family firms.

Alwuhaibi, S. A., Long, R., Chrisman, J. J. & Kellermanns, F. W.: Theory of the family firm: revisiting firm governance costs.

Rousseau, M.B., Day, K., Klein, S. B., Eddleston, K. A. & Kellermanns, F. W. Action theory in family firms: Personal initiative, succession plans and justice.

### **Manuscript under Preperation – Continued**

Stommel, E.; Hack, A., Eddleston, K & Kellermanns, .F. W. A second look on reference point formation: Risk, ownership and managerial reference points.

Kellermanns, F. W. & Floyd, S. W. Toward a model of social context, constructive confrontation and consensus in resource accumulation decisions.

### **Honors**

Best Overall paper for the Entrepreneurship/Information Technology/Innovation division at the Southern Management Association Conference for Debicki, B., Spencer, B., Kellermanns, F. W., Pearson, A. & Chrisman, J. 2012. Development and validation of socio-emotional wealth construct. Fort Lauderdale, Florida.

Ranked 3rd most productive German speaking business researcher under 40, the 20th most productive German speaking business scholar over the last 5 years and the 55th most productive German speaking business scholar based on overall life-time research output in a study by the Handelsblatt including over 3300 German speaking business scholars in 2012.

Family–Owned Business Institute Research Scholar 2012-2013, \$ 5000.00 awarded by the Grand Valley State University, with Kincy Day.

Nominated for the Chancellor’s Excellence in Graduate Mentoring and Advising Award at the University of Tennessee, 2011.

Winner of the 2010 Family Firm Institute best unpublished paper award with K. Eddleston (Northeastern U.) and Pankaj Patel (Ball State).

College of Business Teacher Recipient for the 2009-2010 Teacher Recognition program; sponsored by the Student Association Academic Affairs Committee to honor teachers whose work and dedication greatly enhance the learning environment at Mississippi State University.

Candidate for Representative-at-Large at the Academy of Management Entrepreneurship Division 2009, Montreal Canada.

Henry Family Notable Scholar and Richard C. Adkerson Notable Scholar at the College of Business and Industry at Mississippi State University, March 2009.

2009 Laird Norton Tyee Best Poster Runner Up at the Family Enterprise Research Conference (*Family Enterprise Research Conference*) for Zellweger, T., Kellermanns, F.W., Chrisman, J.J., and Chua, J.H. 2009. Family firm valuation by family CEOs: The role of socioemotional value.

Winner of the 2007/2008 Research Excellence Award (2008-07 calendar years) of the College of Business at Mississippi State University.

Nominated of the 2007/2008 Outstanding Researcher Award (sustained research contributions) of the College of Business and Industry at Mississippi State University.



## Honors – Continued

Winner of the 2008 Family Firm Institute best unpublished paper award with T. Zellweger (University of St. Gallen), J. Chrisman (Mississippi State University) and J. Chua (University of Calgary).

Candidate for the election of the Associate Program Chair in the Strategy Process Interest Group of the *Strategic Management Society*, June 2008.

Honorable Mention at the Family Enterprise Research Conference (*Family Enterprise Research Conference*) for Kellermanns, F. W., Eddleston, K., & Zellweger, T. 2008. Family harmony: A facilitator of corporate entrepreneurship in family firms. (Authors contributed equally).

Winner of the JSBM Office Depot Best Paper Award for the 2008 *United States Association for Small Business and Entrepreneurship* Conference for the paper: "Corporate Entrepreneurship in

Family Firms: A Stewardship Perspective," with K. Eddleston and T. Zellweger (Authors contributed equally).

Nominated for the 2006/2007 Teaching Excellence Award at the Doctoral Level of the College of Business and Industry at Mississippi State University.

Nominated for the 2006/2007 Research Excellence Award (2006-07 calendar years) of the College of Business and Industry at Mississippi State University.

Nominated for the 2006/2007 Outstanding Researcher Award (sustained research contributions) of the College of Business and Industry at Mississippi State University.

Henry Family Notable Scholar at the College of Business and Industry at Mississippi State University, November 2007 – March 2009.

Honorable mention for the 2007 Family Firm Institute best unpublished paper award with J. Chrisman (Mississippi State University) and J. Chua (University of Calgary).

Nominated for the election of the Representative at Large for the strategy process division at the Strategic Management Society, July 2007.

Winner of the 2007 Faculty – Student Research Collaboration Award (Student: Erick Chang).

Winner of the 2007 Research Awards Program (College of Business and Industry) at Mississippi State University.

Family-Owned Business Institute Research Scholar 2006-2007, \$ 5000.00 awarded by the Grand Valley State University, with Kim Eddelston.

Member of the "Nation's oldest and most selective all-discipline honor society" Phi Kappa Phi, April 2006.

## **Honors – Continued**

Winner of the 2005/2006 Outstanding Research Award of the College of Business and Industry at Mississippi State University.

Nominated for the 2005/2006 Louis A. Hurst, Jr. Outstanding Faculty Member Award of the College of Business and Industry at Mississippi State University.

Nominated for the 2005/2006 Bobby P. & Barbara M. Martin Outstanding Undergraduate Teaching Award of the College of Business and Industry at Mississippi State University.

Entrepreneurship–New Faculty Consortium at the 2005 Academy of Management Meeting.

Nominated for the 2004/2005 Thomas J. Hinkle Outstanding Undergraduate Teacher Award of the College of Business and Industry at Mississippi State University.

Nominated for the 2004/2005 Outstanding Researcher Award of the College of Business and Industry at Mississippi State University.

Nominated for the 2004/2005 Outstanding Service Award of the College of Business and Industry at Mississippi State University.

BPS–New Faculty Consortium at the 2004 Academy of Management Meeting.

Nominated for the 2004 Strategic Management Society Best Conference Paper Prize with Jorge Walter & Christoph Lechner.

Nominated for the 2004 Strategic Management Society Best Conference Paper Prize with Kim Eddleston.

Nominated for the 2004 Strategic Management Society Best Conference Paper Prize with Benedict Kemmerer & Vadake K. Narayanan.

Member of the “The Honor Society for Collegiate Schools of Business” Beta Gamma Sigma, April 2004.

Research Initiation Program (RIP) grant, \$ 7000.00 awarded by the Mississippi State University.

Doctoral Dissertation Fellowship, \$ 500.00 awarded by the University of Connecticut, March 2003.

Doctoral Dissertation Fellowship, \$ 2000.00 awarded by the University of Connecticut, January 2003.

Winner of the 2002 Management Ph.D. Student Teaching Award, University of Connecticut.

BPS–Doctoral Student Consortium at the 2002 Academy of Management Meeting.

## **Honors – Continued**

Winner, Best Doctoral Student Paper in the Strategic Management/Business Policy Track, 2001, Southern Management Association.

Doctoral Student Consortium at the 2001 Southern Management Association.

Nominated for the 2001 Management Ph.D. Student Teaching Award, University of Connecticut.

Nominated for the 2001 International Academy of Business Disciplines Best Conference Paper Award.

Graduated with distinction (Prädikatsexamen) from the Gerhard–Mercator–University Duisburg, 1999.

Scholarship holder of the Konrad–Adenauer–Foundation, October 1996 – August 1999.

Member of the “National Honor Society for Business, Management and Administration” Sigma Beta Delta, April 1998.

Distinction awarded by the chamber of commerce “Mittlerer Niederrhein” for the excellent performance in the apprenticeship exam 1997.

## **Panel Discussions/ PDWs**

Coombs, J., Crook, R., Kellermanns, F. W., Madison, K., Rutherford, M. Trends and directions in family firm research: A discussion of theory, phenomena, and methodology. *Southern Management Association*, New Orleans, Louisiana.

Duchon, D., Collins, M., Gardner, W., Kellermanns, F. W. Lambert, L., Madden, L., Madden, T., & Stanley, H. Comprehensive examinations in management doctoral education. Pannel accepted for presentation at *the Southern Management Association*, Fort Lauderdale, Florida.

Barr, P. S., Collewaert, V., Featon, C., Floyd, S., Jones, C. D., Kellermanns, F.W., Korsgaard, A., Miller, C. Milton, L., Milliken, F., Samba, C., Simons, T., Wooldridge, W. 2012.

Disagreement within senior management teams: What we know and what we do not know. Academy of Management Meeting, Boston, MA.

Demassis, A. , Hack, A., Kellermanns, F. W., Kraiczy, N., Lloyd, S., Noke, H., O’Neil, I., Piva, E., Rossi, C., Sharma, P., Scholes, L., Wright, M. 2012. Innovation in Family Firms: Theory and Practice. Academy of Management Meeting, Boston, MA.

Combs, J., Kellermanns, F. W., Ketchen, D., & Short. J.C. 2011. Panel on Entrepreneurship and Small/Family Firms: Current State of Research and Future Research Directions. *Southern Management Association Meeting*, Savannah, Georgia.

### **Panel Discussions/PDWs – Continued**

Adams, G., Amason, A., Combs, J., Gaffin, S., Kellermanns, F. W., Moore, C., Payne, G. T., & Pfarrer, M. 2011. Panel: Emerging Paradigms: The Evolution and Future Directions of Strategic Management. *Southern Management Association Meeting*, Savannah, Georgia.

Astrachan, J. H., Hair, J.F., Goel, S., Kellermanns, F.W., Pieper, T. M., Sarstedt, M. & Zellweger, T. M. 2011. Family Business. Invited research panel presentation at Kennesaw University, Atlanta, Georgia.

Kellermanns, F. W., Seers, A., Pollack, J. M. & Ritter, B. A. 2009. Academy workshop – The 17<sup>th</sup> annual craft of reviewing workshop. *Academy of Management Meeting*, Chicago, Illinois.

Arino, A., Bromily, P. Floyd, S., Kellermanns, F., Lechner, C., Maritan, C., Poppo, L., Sanders, G., Schulze, W., Tuschke, A. 2008. Strategy process routines and their content outcomes (Session I, II, III), *Strategic Management Society*, Cologne, Germany.

Kellermanns, F.W., Semko, E.A., Hackner, E., and Parthasarathy, H. 2001. Impact of implementation of computer information systems on organizational performance – Managing in a global environment, *International Academy of Business Disciplines*, Orlando, Florida.

### **Teaching**

#### **University of Tennessee, Knoxville, TN**

- **Undergraduate Program**

MGT 402 – International Business Strategy (Average 4.4 on a 0 to 5 point scale)

MGT 350 – Introduction to Entrepreneurship (Average 4.5 on a 0 to 5 point scale for Fall 2010).

- **Doctoral Program**

MGMT 626 – Special Topics – Overview of Research Methods

MGMT 616 – Designing Effective Organizations (Average 4.5 on a 0 to 5 point scale for Spring 2011)

Dissertation Chair: Kincy Madison (ABD)

Dissertation Committee: Mark Collins (ABD)

Dissertation Committee: Kyle Heuett (ABD)

## Teaching – Continued

- **Completed Dissertations (Chair)**

Adam Smith: The Relationship of Personality to Entrepreneurial Performance: An Examination of Openness to Experience Facets. Defended June 2013.

Mary Beth Rousseau: Innovation Outside Firm Boundaries: A Real Options Perspective on Appropriability, Commercialization Strategies and Firm Performance. Defended April 2013.

- **Completed Dissertations (Committee Member)**

Tim Madden: Organizational Ambidexterity and Not-for-profit Financial Performance. Defended May 2012.

Irina Florentina Cozma. The relation between change in globalization and change in personal values. Defended August 2011.

## WHU (Otto Beisheim School of Management ), Vallendar, Germany

- **Doctoral Program**

Short Ph.D. seminars on a variety of topics

Dissertation Second-Chair (Zweitgutachter at WHU), Sigrid Gschmack (ABD)

Dissertation Second-Chair (Zweitgutachter at WHU), Veronika Rettenmeier (ABD)

Dissertation Second-Chair (Zweitgutachter at WHU), Andreas Röhm (ABD)

Dissertation Second-Chair (Zweitgutachter at WHU), Pascal Engel (ABD)

Dissertation Second-Chair (Zweitgutachter at WHU), Christoph Rose (ABD)

Dissertation Second-Chair (Zweitgutachter at WHU), René Sadowski (ABD)

Dissertation Second-Chair (Zweitgutachter at WHU), Torben Tretbar (ABD)

Dissertation Second-Chair (Zweitgutachter at WHU), Thomas Rieg (ABD)

- **Completed Dissertations (Dissertation Second-Chair (Zweitgutachter at WHU))**

Dissertation Second-Chair (Zweitgutachter at WHU), Oliver Ahlers: Family firms and private equity: A collection of essays on value creation, negotiation, and "soft factors." Defended in July 2013.

Dissertation Second-Chair (Zweitgutachter at WHU), Hannes Hauswald: Stakeholder trust in family businesses. Defended December 2012.

## **Teaching – Continued**

Dissertation Second-Chair (Zweitgutachter at WHU), Viktoria Siebke How does successor legitimacy impact stakeholder decisions? Defended December 2012.

Dissertation Second-Chair (Zweitgutachter at WHU), Evelyn Stommel:  
Referenzpunktunabhängige Präferenzen – Theoretische und experimentelle Untersuchung [Reference point independent preferences – Theoretical and experimental investigations].  
Defended in September 2012.

Dissertation Second-Chair (Zweitgutachter at WHU), Nils Kraiczy: Innovations in small and medium-sized family firms and the influence of family-induced TMT diversity.  
Defended in May 2012.

## **Kennesaw State University, Kennesaw, GA**

- **Doctoral Program**

2-day seminars on “How to review and publish: Insider tips” with Dr. K. Eddleston (Northeastern University, Boston, MA).

1-day seminars on “How to write a paper and handle the revision process” with Dr. K. Eddleston (Northeastern University, Boston, MA).

1-day seminars on “Overview of strategic management theories” with Dr. T. Pieper (Kennesaw State University, Kennesaw, GA).

### **Completed Dissertations (Dissertation Chair and External Reader)**

Chair: Bob Reich: The impact of post-acquisition autonomy upon small to medium enterprise integration success. Defended June 2013.

External Reader: Jerry Kudlats: Multi-family businesses – An exploratory study of trust and intergroup relations. Defended September 2012.

## **Erasmus University Rotterdam**

- **Doctoral Program**

External Committee Member, Jeanine Porck (ABD)

## **University of Bern, Switzerland**

- **Doctoral Program**

4-day seminar on “Introduction to Structural Equation Modeling” (Average 4.4 on a 5 point scale)

## Teaching – Continued

### Mississippi State University, Starkville, MS

- **Undergraduate Program**

GB 4854 – Business Policy (Average 4.6 on a 5 point scale for all sections, 2003-2010)

- **Masters Program**

MGMT 8121 – Strategic Management (Distance and face to face course: Summer 2005, 4.5 on a 5 point scale for both sections)

MGMT 8123 – Strategic Business Consulting (Fall 2006, Summer 2007 & 2008, 4.7 on a 5 point scale)

- **Executive Education**

#### Mississippi State University

Strategic Decision Making

Entrepreneurial Decision Making

#### John C. Stennis Institute of Government (State Development Institute)

Strategic Thinking

- **Doctoral Program**

MGMT 9933 – Strategic Implementation (Spring 2007, 2009, 5 on a 5 point scale)

MGMT 9613 – Org. Theory & Practice (Fall 2007, 2009, 5 on a 5 point scale)

- **Completed Dissertations (Chair)**

Bart Debicki: Socioemotional wealth and family firm internationalization: The moderating effect of environmental munificence. Defended January 2012.

Greg Tapis: The influence of the physical environment and culture on family member involvement and succession intentions in the family business: An application of historical, cultural and political ecology. Defended November 2011.

- **Completed Dissertations (Committee Member)**

Esra Memilli: Control enhancing corporate governance mechanism: Family versus nonfamily publicly traded firms. Defended June 2011. (Winner of the Best Dissertation Award of the Family Firm Institute 2012).

### **Teaching – Continued**

Curtis Matherne: The relationship between moral identity congruence and extra-role behavior in organizational settings. Defended June 2009.

J. Kirk Ring: Stakeholder salience in the family firm. Defended March 2009.

Sami Alwuhaibi: A cultural perspective on the impact of family and society on the competitive advantage of organizations and nations. Defended in March 2009. (Winner of the Best Dissertation Award of the Family Firm Institute 2009).

William C. Martin: Investigating the antecedents and consequences of perceived connections to brand users: Brand communities versus brand collectives. Defended in March 2009.

Erick P. C. Chang: Entrepreneurship and economic development and growth in America: An investigation at the county level. (Finalist for the NFIB Award, 2008). Defended in April 2007.

Nathanael S. Campbell: Trickle-down effects of academic mentors' attitudes towards their profession on protégés. Defended in April 2007.

Fatma Mohamed: The impact of tie strength between complementors in strategic alliances on firm's innovation and performance. Defended in March 2007.

Erich Bergiel: Shared mental models and team performance: Clarifying the group process mediator of cohesion. Defended in March 2006.

### **University of Connecticut, Storrs, CT**

Management 225 – International Management: Spring 2003 (9.7 on a 10 point scale)

Management 290 – Strategy, Policy & Planning: Fall 2000 –Fall 2002 (Average 9.4 on a 10 point scale for 5 sections)

### **Teaching – Continued**

Summer 2002. *Instructor/Facilitator*. Executive–MBA Excursion to Munich, Germany

Summer 2000. *Instructor*. Teenage Minority Entrepreneurship Program (TMEP) – a program teaching students to generate a business plan, where instructors acted as mentors encouraging future career aspirations.

### **Professional Activities (Service to the University – University of North Carolina-Charlotte)**

Head of the 2013/2014 open search for Innovation Faculty.

Alternate on the departmental promotion and tenure committee, 2013- present.



**Professional Activities (Service to the University – University of Tennessee)**

Member of the Executive Committee of the Department of Management, 2010- 2013.

Member of the Research Committee of the Department of Management, 2010- 2013.

Member of the Faculty Research Council (Business School), 2010- 2013.

Director of the the Organizations & Strategy Ph.D. program of the Department of Management, 2010 – 2013.

Chair of the Ph.D. Committee for the Organizations & Strategy Ph.D. program of the Department of Management, 2010 – 2013.

Chair for the Ph.D. Committee of the Department of Management, 2010 – 2013.

**Professional Activities (Service to the University – Mississippi State)**

Member of the Research Focus Group for the Mississippi State Masterplan, 2010.

Member of the Faculty Research Advisory Committee, reports to the VP of Research. 2008-2010.

Member of the Faculty Work-Load Task Force in the College of Business, 2008.

Member of the Faculty Awards and Scholarship Committee in the College of Business, 2007-2009.

Speaker at the first Leadership Summit at the Mississippi State University, September 2007.

College of Business International Business Institute Advisory Committee, 2006– 2007.

Teaching Mentor for GB/BUS 4853 (Doctoral Students: Esra Memili 2010, Erick Chang 2006/2007, Royce Horak 2006, Kirk Ring 2007).

Participation in various departmental and university related activities (e.g., Commencement, faculty meetings etc.).

Member of the Academic Advising and Standards Committee in the College of Business, 2005 – 2008.

Departmental Committee to develop the White Paper for the Family Firm Research Enterprise Center, 2005

Co–development and liaison for exchange programs with the University of Duisburg/Essen, 2004 – 2010.

**Professional Activities (Service to the University – Mississippi State) – Continued**

Participation in the Beta–Gamma Sigma Ceremonies, 2004 – 2008

Undergraduate Student Advising, 2003 – 2010.

**Professional Activities (Service to the Field)**

Editor: *Entrepreneurship Theory and Practice* – 2013-2015.

Associate Editor: *Family Business Review* – 2008 - 2012.

Board Member of the Southern Management Association: Term: 2009-2012.

Representative at Large for the Strategy Process Interest Group at the Strategic Management Society, 2012-2013.

Editorial Board Member: *Journal of Business Venturing* - 2011 – present.

Editorial Board Member (founding): *Journal of Family Business Strategy* - 2009 – present.

Editorial Board Member: *Journal of Management Studies* – 2008 – present.

Editorial Board Member: *Journal of Management* – 2008 – present.

Editorial Board Member: *Strategic Entrepreneurship Journal* – 2008 - present

Editorial Board Member: *Entrepreneurship Theory and Practice* – 2007 – present.

Editorial Board Member: *Family Business Review* 2006 – 2008 & 2013 - present.

Special Issue Editor *Journal of Family Business Strategy*, Time-frame 2012-2015.

Special Issue Editor *Family Relations: Interdisciplinary Journal of Applied Family Studies* (Family Business). 2013.

Special Issue Editor for *Journal of Management, Spirituality and Religion* (Family Business), Time-frame 2013.

Special Issue Co–Editor for a *Small Business Economics*: Special Issue with F. Hoy (U. of Worcester), L. Uhlaner (Nyenrode Business Universiteit), K. Eddelston (Northeastern University). 2012.

Special Issue Co–Editor for a *Family Business Review* Special Issue , with S. Klein (European Business School), 2008.

Book Co-Editor for the *Handbook of Strategy Process Research* with P. Mazzola (IULM) published by Edward Elgar Publishing. 2010/2011.

**Professional Activities (Service to the Field) – Continued**

Book Co-Editor for *Innovating Strategy Process with* .Floyd, S. (University of Connecticut), Ross, J. (Imagination Lab) & Jacobs, C. (Imagination Lab) published by Blackwell Publishing, Oxford. 2005.

Ad Hoc Reviewer: *Strategic Management Journal*, 2012, 2013.

Ad Hoc Reviewer: *European Accounting Review*, 2013.

Ad Hoc Reviewer: *Managerial Finance*, 2013.

Ad Hoc Reviewer: *Business Ethics Quarterly*, 2013.

Ad Hoc Reviewer: *Journal of Product Innovation Management*, 2013.

Ad Hoc Reviewer: *Small Business Economics Journal*, 2010 - present.

Ad Hoc Reviewer: *Journal of Managerial Issues*, 2004, 2007, 2009-present.

Ad Hoc Reviewer: *Journal of Small Business Management*, 2007, 2010, 2012.

Ad Hoc Reviewer: *Journal of Applied Social Psychology*, 2011.

Ad Hoc Reviewer: *Human Resource Management*, 2011

Ad Hoc Reviewer: *Review of Corporate Governance: An international Review*, 2010.

Ad Hoc Reviewer: *Journal of Business Venturing*, 2005- 2011.

Ad Hoc Reviewer: *Journal of Business Research*, 2007 - present.

Ad Hoc Reviewer: *Academy of Management Journal*, 2009, 2010.

Ad Hoc Reviewer: *Canadian Journal of Administrative Science*, 2010.

Ad Hoc Reviewer: *Management Research Review*, 2010.

Ad Hoc Reviewer: *Asia Pacific Journal of Management*, 2009.

Ad Hoc Reviewer: *Organization Studies*, 2008, 2009.

Ad Hoc Reviewer: *British Journal of Management*, 2009, 2013.

Ad Hoc Reviewer: *Familiendynamik*, 2008.

Ad Hoc Reviewer: *Organization Management Journal*, 2008.

Ad Hoc Reviewer: *Journal of Entrepreneurship & Regional Development*, 2007, 2008.

**Professional Activities (Service to the Field) – Continued**

Ad Hoc Reviewer: *Journal of World Business*, 2007.

Ad Hoc Reviewer: *Entrepreneurship Theory and Practice*, 2003 – 2006.

Ad Hoc Reviewer: *Family Business Review*, 2005.

Ad Hoc Reviewer: *Journal of Management*, 2003 – 2005.

Ad Hoc Reviewer: *Journal of Management Studies*, 2004 – 2008.

Ad Hoc Reviewer: *Management Research News*, 2006, 2007.

Ad Hoc Reviewer: *European Management Journal*, 2007.

Ad Hoc Reviewer: *Organization Science*, 2006.

Expert Reviewer for the Czech Science Foundation, 2013.

Judge for the *Strategic Management Society Conference Best PhD Paper Prize*, 2013.

Judge for the USASBE Family Business Track best papers award, 2012.

Judge for the Family Firm Institute best unpublished paper award, 2012.

External Review Letter for honorary doctoral degree recipient at Technische Universität München.

External Promotion and Tenure Review Letters for Northeastern University, Wichita State University, and University of Alabama.

Member of the *Southern Management Association* Doctoral Consortium Co-Coordinator Nomination Committee. 2011 – 2012.

Member of the *Southern Management Association* Ethics Committee, 2010 – 2012.

Member of the *Southern Management Association* Research Incubator Committee 2010 – 2012.

Member of the *Southern Management Association* Finance Committee, 2009 – 2012.

Best Doctoral Paper Committee Member of the 2010 *Southern Management Association* Business Policy and Organizational Theory Track.

Reviewer for the Strategy Process Interest Group of the Strategic Management Society, 2009, 2010, 2011, 2012, 2013.

Expert Reviewer for the Swiss National Science Foundation, 2008, 2009.

**Professional Activities (Service to the Field) – Continued**

Expert Reviewer for the Commissione per la Ricerca dell'Università della Svizzera italiana, 2010.

Expert Reviewer for the Social Sciences and Humanities Research Council (Canada), 2009.

Expert Reviewer for the Qatar Foundation - Doha International Institute for Family Studies & Development, 2009.

Expert Reviewer for the Deutsche Studienstiftung (Germany), 2009.

Expert Reviewer for the Swiss National Science Foundation, 2008, 2009.

Expert External Reviewer for a dissertation proposal at the Erasmus Research Institute of Management (ERIM), Netherlands, 2009.

Strategic Management Society Best Conference PhD Paper Prize Selection Committee, 2008.

Contributed to: 147 Publishing Tips for Professors by Dany Arnold, Atwood Publishing.

Reviewer for the Strategy Process and Entrepreneurship Interest Group of the Strategic Management Society, 2008.

Track Chair for the Strategic Management/Organizational Theory Submission Track at the 2007 *Southern Management Association*, Nashville, TN.

Reviewer for the Strategy Process and General Interest Group of the Strategic Management Society, 2007.

Best Paper Committee Member of the 2006 *Southern Management Association* Business Policy and Entrepreneurship Track.

Review Board of the 2005, 2006, 2007 and 2009 *Family Enterprise Research Conference* .

Review Board of the 2007 - 2011 *International Family Enterprise Research Academy*.

Reviewer, Academy of Management Meetings (BPS).

Reviewer, Academy of Management Meetings (ENT).

Reviewer, Southern Management Association.

Chair of the Review Committee and Program Coordinator, Strategic Management Society Mini-Conference. 2003, Storrs, Connecticut.

Reviewer, Eastern Academy of Management Meetings, 2001 – 2002.

Text Book Reviewer (Barney & Hesterly 1<sup>st</sup> Ed; Dess, Lumpkin & Eisner, 2<sup>nd</sup> Ed.).

### **Professional Activities (Other)**

Speaker at the Early Career Development Consortium (with Howard Aldrich, Ray Bagby, Jay Barney, Donna De Carolis, Kimberly Eddleston, Maw-Der Foo, Marc Gruber, Benson Honig, Sharon Matusik, Dean Shepherd, Roy Suddaby, Danny Tzabbar, Jorge Walters, and Justin Webb) for the content area of Entrepreneurship at the 2013 *Academy of Management Meeting*, Orlando, Florida.

Speaker at the New Doctoral Student Consortium for the content area of Entrepreneurship at the 2013 *Academy of Management Meeting*, Orlando, Florida.

Speaker at the Advanced Doctoral Consortium (with Andreas Calabro, Robert Hoskisson & Anita Van Gills) at the 2013 *ifera*, St. Gallen, Switzerland.

Speaker at the Faculty Development Consortium (with Joe Astrachan, Alfredo DeMassis, Robert Hoskisson, Lloyd Steier, Anita Van Gills & Ramona Zachary) at the 2013 *ifera*, St. Gallen, Switzerland.

Speaker at the late stage Doctoral Student Consortium for “Managing multiple research projects with multiple Co-Authors” at the 2012 Southern *Management Association Meeting*, Fort Lauderdale, Florida.

Speaker at the New Doctoral Student Consortium for the content area of Entrepreneurship at the 2012 *Academy of Management Meeting*, Boston, Massachusetts.

Session chair for the session "New Ventures, Resources and Small Business" at the 2012 Academy of Management Annual Meeting, August 3-7, Boston, MA.

Session chair for the session: “Knowledge integration and transfer in family firms” at the 2012 *International Family Enterprise Research Academy*, Bordeaux, France.

Key note at the 2<sup>nd</sup> Conference for the Centers of German Family Research Institutes, Vallendar, Germany, 2012.

Invited research presentation at the Technische Universität München, Germany, 2011.

Session chair for the session: “Family Ownership and Strategy” at the 2011 *Strategic Management Society*, Miami, Florida.

Speaker in the Legacy Speaker Series for the Legacy Center for Family Business and Entrepreneurship, Knoxville, Tennessee, 2011.

Speaker at the New Doctoral Student Consortium for the content area of Entrepreneurship at the 2011 *Academy of Management Meeting*, San Antonio, Texas.

Session chair for the session: “International institutional investment approaches” at the 2010 *Southern Management Association*, St. Petersburg, Florida.

### **Professional Activities (Other) – Continued**

Research Mentor in the “2010 Paper Development Workshop” at the *Southern Management Association*, St. Petersburg, Florida.

Speaker at the lecture series: “Rigor and Relevance” with the topic: “Positive Interaktionen zwischen Familienmitgliedern: Die Familie als Wettbewerbsvorteil im Unternehmen {Family members as competitive advantage}, hosted by the Wittener Institut fuer Familienunternehmen, Witten, Germany, 2010.

Key note at the 3rd Economics & Social Research Council in Partnership with the British Library and the British Academy of Management: Family dynamics, culture and relationships and how they impact on the acquisition and dissemination of knowledge. 2010. Bristol, UK.

Key note at the Sixth Annual Workshop on Family Firm Management Research on Culture and Values in Family Businesses (Hosted by ESADE, Barcelona, 2010).

Speaker at the New Doctoral Student Consortium for the content area of Entrepreneurship at the 2010 *Academy of Management Meeting*, Montreal, Canada.

Research Mentor in the “2009 Paper Development Workshop” at the *Southern Management Association*, Asheville, North Carolina.

Roundtable Discussion Leader: “Successful Transitions in Academia” at the 2007, 2008 and 2009 *Southern Management Association Doctoral Student Consortium*.

Session chair and one of the discussants for the session: “IPOs and New Entry” at the 2009 *Southern Management Association*, Asheville, North Carolina.

Speaker at the New Doctoral Student Consortium for the content area of Entrepreneurship at the 2009 *Academy of Management Meeting*, Chicago, IL.

Keynote speaker and co-host of the 4<sup>th</sup> practitioner conference for Family Firms (Familienunternehmen 2009, with WHU and INTES) in Vallendar, Germany.

Session chair for the session: “Commercializing Innovation” at the 2008 *Southern Management Association*, St. Petersburg, Florida.

Research Mentor in the “2008 Paper Development Workshop” at the *Southern Management Association*, St. Petersburg, Florida.

Session chair for the session: “Resources, capabilities and competitive advantage” at the 2008 *Strategic Management Society*, Cologne, Germany.

Session chair for the full paper session: “Nurturing Entrepreneurial Behavior” at the 2008 the *International Family Enterprise Research Academy*, Nyenrode, Netherlands.

Session chair for the interactive paper session "Entrepreneurial Process III" at the 2007 *Academy of Management Meeting*, Philadelphia, PA.

### **Professional Activities (Other) – Continued**

Session chair for the full paper session “Strategy and Management” at the 2007 the *International Family Enterprise Research Academy*, Wiesbaden, Germany.

Invited research presentation at the College of Business Administration at the Northeastern University, 2007.

Invited research presentation at the School of Business at the University of Connecticut 2007.

Invited research presentation at the Culverhouse College of Commerce and Business Administration at the University of Alabama, 2007.

Invited research presentation at the *Volkswirtschaftliches Forschungsseminar* at the University of Duisburg – Essen (Mercator School of Management), 2006, 2008.

Discussant at the *Family Enterprise Research Conference*, 2006, Niagara Falls, Canada.

Session Chair of the “Strategy and Entrepreneurship: Interfaces” Session at the *Strategic Management Society Meeting*, 2005, Orlando, Florida.

Session Chair of the “Strategic Balance through Search, Resource Assessment, and Stakeholders. Session at the *Strategic Management Society Meeting*, 2004, Sun Juan, Puerto Rico.

Discussant of the “Competitive Strategy Session“ at the *Southern Management Association*, 2004, San Antonio, Texas.

Session Chair of the “Information Technology & Internet Session” at the *International Academy of Business Disciplines*. 2001, Orlando, Florida.

### **Relevant Work Experience**

<b>Business Consulting</b> (Strategy/International Business Development, Family Firms)	2005 – present
<b>Kellermanns OHG</b> (Adviser to the Family Business), Grefrath (Germany)	08/99 – present
<b>Accenture</b> Project Work (Competence Strategy), Frankfurt (Germany)	Summer 2001
<b>Kellermanns OHG</b> (Management), Grefrath (Germany)	09/98 – 07/99
<b>Kellermanns OHG</b> (Apprenticeship), Grefrath (Germany)	01/96 – 05/97
<b>markt intern Verlag</b> (Journalism), Düsseldorf (Germany)	07/96 – 09/96
<b>markt intern Verlag</b> (Journalism), Düsseldorf (Germany)	09/95 – 10/95
<b>Wirichs Baumärkte</b> (Accounting), Krefeld (Germany)	08/95



### **Professional Associations**

Academy of Management

Southern Management Association

Strategic Management Society (SMS)

United States Association for Small Business and Entrepreneurship

### **Languages**

English

German (native language)

Basic knowledge of French, Spanish and Dutch

A-level Latin

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