

**Department of Management and Entrepreneurship
School of Business and Economics
College of Charleston
Annual Report of Scholarly Activity
Calendar Year 2007**

June, 2008

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This document represents the scholarly activity for members of the Department of Management and Entrepreneurship in the School of Business and Economics at the College of Charleston. As the College has – with this review cycle – shifted to a calendar year report, this document contains activity that occurred between January 1, 2007 and December 31, 2007. For this reason, the present document is different from the sum total of 2007 Faculty Activity Reports (which are supposed to reflect activity between May of 2006 and December 31 of 2007).

It also should be noted that the present report is limited to activity that was completed during calendar 2007, not activity that was “out of the faculty member’s hands” in 2007 but will not be completed until some future year. Specifically, for example, because of journal lag times, the faculty evaluation procedures count a scholarly article when it is accepted by the journal, not when it actually appears. (This is especially important for pre-tenure faculty.)

Finally, this report includes scholarly activity broadly defined – honors, awards, editorial activities, grant funding sought – not merely publications and conference presentations. Contributions are grouped in the three categories specified by the AACSB Impact of Research publication: Discipline-based scholarship, contributions to pedagogy, and contributions to practice. Within the first two of these categories, contributions are divided into publications and conference presentations (including proceedings).

In every category, activities are listed in alphabetical order by the senior contributor. In each case, the last name of the participating College of Charleston faculty member is identified in bold print. If two or more College of Charleston faculty members are co-authors on a contribution, the contribution is listed only once, so the totals in each category avoid all double-counting.

With no double-counting the Department’s scholarly activity for calendar 2007 involved:

- Discipline-based scholarship: 14 publications, 19 conference presentations
- Contributions to pedagogy: 4 publications, 14 conference presentations
- Contributions to practice: 12 presentations.

Three of the Department’s faculty were involved in the submission of 4 external grant proposals totaling over half a million dollars; one of these grant proposals was funded. Scholarly activity is not limited to teaching and the production of research, but it also includes the responsibility for conducting peer reviews of the work of others. In this area, 11 members of the faculty were involved as reviewers for 15 scholarly journals and 6 scientific conferences; one member of the Department, Gordon Dehler, continues as Editor of a major international journal. Overall, this is an excellent record of accomplishment for the Department in 2007.

HONORS AND AWARDS

Dehler, G. E. (2007). Fritz Roethlisberger Award from the Organizational Behavior Teaching Society for best article published in the *Journal of Management Education* in 2006.

Dehler, G. E., and others. (2007). Outstanding Symposium Award from the Academy of Management and McGraw-Hill/Irwin. Also received the Management Education Division Best Symposium Award.

Mueller, J. (2007). Research Award, International Academy Of Business And Public Administration Disciplines for presented paper.

Rudd, Jr., H. F. (2007). Bank of America Professorship.

Shaver, K. G. (2007). Award for Extraordinary Service, Entrepreneurship Division of the Academy of Management.

TEACHING ACTIVITIES

The Department continues to provide the foundation for the BSBA degree at the College of Charleston. This typically begins with MGMT 301 (Management and Organizational Behavior) and ends with MGMT 408 (Business Policy). In addition to offering a total of more than 60 course sections per semester, the Department is responsible for two named Concentrations – Entrepreneurship; and Leadership, Change, and Social Responsibility. The Entrepreneurship Concentration was approved by the Faculty Senate in the Spring of 2007, and will graduate its first set of Concentrators in May of 2008. Three new faculty – Carrie Blair, Amy Davis, and David Desplaces – joined the Department in 2007, bringing the total strength of the Department to 16. Three of these individuals assumed new administrative duties during 2007 – David Desplaces became Director of the International Business program, José Gavidia became Director of the Undergraduate Studies, and Kelly Shaver took over from Tom Kent as the Department Chair. The Department continues as home to some of the School's best teachers, especially including the Bank of America Professorship recipient, Howard Rudd.

GRANT FUNDING SOUGHT

Desplaces, D. E., & Shaver, K. G. (2007). *Linking activity indicators of newly established businesses to regional venture capital activity*. Kauffman Foundation, \$20,000. Declined.

Kent, T. W. (2007). Leadership behaviors of European Union officials vs. European business leaders. Council for the International Exchange of Scholars, Fulbright Award, \$19,000. Declined.

Shaver, K. G. (2007). *Social cognition and entrepreneurial innovation*. National Science Foundation, \$454,932 for three years. Declined.

Shaver, K. G. (2007). *Professional development for doctoral students*. Kauffman Foundation, \$59,950 for three years. Funded.

DISCIPLINE-BASED CONTRIBUTIONS

Articles and Book Chapters

Blockson, L. C., Robinson, J. A., Robinson, S. L. (2007). Alleviating poverty through business ownership: Personal and professional success experienced by African American women entrepreneurs. *Journal of the Center for Research on African American Women*, Vol. 2, No. 1, pp. 26 – 33.

Carter, N. M., Gartner, W. B., **Shaver, K. G.**, & Greene, P. G. (2007). The career reasons of minority nascent entrepreneurs. In M. Özbilgin & A. Malach-Pines (Eds.), *Career choice in management and entrepreneurship: A research companion* (pp. 433-463). Cheltenham, UK: Edward Elgar.

Clarkin, J. E. (2007). Overseas expansion activities of North American franchises. *International Journal of Entrepreneurship and Small Business*. Vol. 4, No. 1, pp. 4 – 16.

Clarkin, J. E., Hasbrouck, R. B. (2007). The Franchise 500 as a research tool. *Journal of Small Business and Enterprise Development*. Vol. 14, No. 1, pp. 144 – 157.

Gavidia, J. V., Martinez, J. L. (2007). Dos alternativas de organización de la cadena de suministros con una orientación al mercado: Benetton frente a Inditex. *Revista de Empresa*, Vol, 19, 48-57.

Gonsalves, G. C., & Changchit, C. (2007). An empirical study of integrated continuous improvement approaches to business process management. *Review of Business Research*, Vol. 7, No.6, pp 106-110.

- Hoffman, B. J., **Blair**, C. A., Meriac, J. P., & Woehr, D. J. (2007). Expanding the criterion domain? A quantitative review of the OCB literature. *Journal of Applied Psychology*, 92, 555-556.
- Kent**, T. W. (2007). Appreciative inquiry. In S. Lee (Ed.). *Encyclopedia of Public Administration and Public Policy* (2nd ed.). New York: Taylor & Francis Publishers, pp. 99-102.
- Kent**, T. W. (2007). Leadership. In S. Lee (Ed.). *Encyclopedia of Public Administration and Public Policy* (2nd ed.). New York: Taylor & Francis.
- Robinson, J. A., **Blockson**, L. C., and Robinson, S. L. (2007). Exploring stratification and entrepreneurship: African American women entrepreneurs redefine success in growth ventures. *The Annals of the American Academy of Political and Social Science*. 613 (September): 131-154. [research funded by grant from the Ewing Marion Kauffman Foundation]
- Schjoedt, L., & **Shaver**, K. G. (2007) Deciding on an entrepreneurial career: A test of the pull and push hypotheses using the Panel Study of Entrepreneurial Dynamics data. *Entrepreneurship Theory & Practice*, 31, 733-752.
- Shaver**, K. G. (2007). C2D2: Psychological methods in entrepreneurship research. In J. R. Baum, M. Frese, & R. A. Baron (Eds.), *The psychology of entrepreneurship*. Mahwah, NJ: Lawrence Erlbaum Associates.
- Welsh, M.A. & **Dehler**, G.E. (2007). Whither the MBA? Or the withering of MBAs? *Management Learning*, 38(4): 407-425.
- Welsh, M.A., **Dehler**, G.E. & Murray, D.L. (2007). Learning about and through experience: Understanding the power of experience-based education. In M. Reynolds & R. Vince (Eds.), *Handbook of experiential learning & management education*, pp. 53-69. Oxford: Oxford University Press.

Conference Presentations

- Blair**, C. A. , Bowler, M. C., & Meriac, J. P. (2007, May). *Trait activation across assessment center exercises: An examination of exercise order effects*. Poster presented at the 19th Annual Association for Psychological Science Conference, Washington, D.C.
- Blair**, C. A., Meriac, J. P., & Morris, L. M. (2007, August). *Work stress: A sketch of the dispositional causes of work stress*. Poster presented at the 32nd Annual Academy of Management Conference, Philadelphia, PA.
- Blair**, C.A., Meriac, J.M., & Bowler, M.C. (2007, November). *Core self-evaluation as a predictor of job performance and job satisfaction: The mediating role of goal orientation*. Paper included in the Southern Management Academy Conference Proceedings.
- Blair**, C.A., Meriac, J.M., & Bowler, M.C. (2007, November). *Core self-evaluation as a predictor of job performance and job satisfaction: The mediating role of goal orientation*. Paper presented at the Southern Management Academy Conference, Nashville, TN.
- Changchit, C., & **Gonsalves**, G. C. (2007, June). *A comparison of online and traditional consumer shopping preferences*, Global Information Technology Management (GITM) World Conference Proceedings, Naples, Italy.
- Clarkin**, J. E., (2007, October). *Are FastTrac attendees different from other entrepreneurs?* PSED Symposium, Charleston, SC.
- Clarkin**, J. E., Gough, C., Welsh, D. H. B., & Hoy, F. (2007, June). *Creating a franchise training program*. Symposium presented at the International Council of Small Business World Conference, Turku, Finland.
- Clarkin**, J. E., Hinnant, V., Waller, V. M. (2007, November). *FastTrac: On the right track?* Paper presented at the 30th Annual Institute for Small Business and Economics Conference, Glasgow, Scotland.
- Clarkin**, J. E., Welsh, D. H. B., Gough, C., & **Rudd**, Jr., H. F. (2007, June). *Are some locations better than others for franchisor development?* International Council of Small Business World Conference, Turku, Finland.
- Ettinger, E., Van Dick, R., **Kent**, T., Lehner, J. (2007, August). *The meaning of financial consultants` commitment*. Proceedings of the Academy of Management. Philadelphia, PA.
- Gavidia**, J. V. (2007, October). *Empirical determination of small business size standards*. Presented at the Annual Conference of the International Academy of Business and Economics. Las Vegas, NV.

- Gonsalves**, G. C., & Changchit, C. (2007, June). *I can't believe they do not shop online!* Global Information Technology Management (GITM) World Conference Proceedings, Naples, Italy.
- Hansen**, D. J., & Shrader, R. (2007, June). *Opportunity: An 11-letter word*. Babson College Entrepreneurship Research Conference, Madrid, Spain.
- Hansen**, D. J., Lumpkin, G. T. & Page, A. (2007, August). *Linking entrepreneurial opportunity recognition with the front end of product innovation*. UIC Research Symposium on Marketing and Entrepreneurship, Washington, D.C.
- Monllor, J., **Hansen**, D. J., Sullivan, D., & **Shaver**, K. G. (2007, June). *Regulatory focus, opportunity recognition and creativity: An experimental investigation*. Babson College Entrepreneurship Research Conference, Madrid, Spain.
- Robinson, J.A., **Blockson**, L.C., & Robinson, S.L. (2007, October). *African-American women entrepreneurs in the 21st Century: New Research Directions*. Symposium presented at the Midwest Academy of Management meeting. Kansas City, MO.
- Robinson, S.L., **Blockson**, L.C., & Robinson, J.A. (2007, November). *Creating rich dialogue in women's entrepreneurship research*. Paper presented at the Southern Management Association meeting. Nashville, TN.
- Rudd**, Jr., H. F., & **Clarkin**, J. E. (2007, March). *Relationship marketing, partnership building, and risk management as critical success factors in the development of a franchise research center in a liberal arts university*. Paper in the Proceedings, annual meeting of the Association of Marketing Theory and Practice. Panama City, FL.
- Shaver**, K. G. (2007, June). *Old problems, new opportunities: Reflections on the attribution of intention*. Paper presented at the International Council of Small Business meeting, Turku, Finland.

CONTRIBUTIONS TO PEDAGOGY

Articles and Book Chapters

Beauvais, L. L., **Desplaces**, D.E., Melchar, D. E., & Bosco, S. M. (2007). Business faculty perceptions and actions regarding ethics education. *Journal of Academic Ethics*, 5 (1), 121-136.

Desplaces, D.E., Beauvais, L. L., Melchar, D. E., & Bosco, S. M. (2007). The impact of business education on moral judgment competence: An empirical study. *Journal of Business Ethics*, 74 (1), 73-97.

Desplaces, D.E., Congden, S.W., & Boothe, P. (2007). The group creativity exercise: Getting MBAs to work and think effectively in groups. *Organization Management Journal*, 4 (1), 69-86.

Teach, R. D., Miles, M. P., & **Hansen**, D. J. (2007). Academic career opportunities in entrepreneurial marketing: Revisiting Teach & Miles (1997). *Journal of Entrepreneurship Education*, 10, p. 85-100.

Conference Presentations

Antonacopoulou, E., Geiger, D., **Dehler**, G.E., and others. (2007, August). *Bringing practice back into our scholarship*. Professional Development Workshop, Academy of Management. Philadelphia, PA.

Dehler, G. E., & Elrod, L. (2007, March). *Critical pedagogy in K-12: Prospects and problematics*. 2nd Making Connections: Educators in Action School Improvement Conference. College of Charleston School of Education.

Dehler, G.E., Beatty, J. & Leigh, J. (2007, August). Interpreting the scholarship of teaching in management education and learning. In C. Wankel (Chair) *Being and becoming a management education scholar*. Academy of Management, Philadelphia, PA.

Dehler, G.E., & Zidulka, A. (2007, August). *Thinking critically about the meaning of 'critical thinking': Introducing critical pedagogy into the curriculum*. Professional Development Workshop, Academy of Management. Philadelphia, PA.

Desplaces, D.E., Santos, J., & Wergeles, F. (2007). Proposing a framework for understanding the diffusion of new laser technology. In D. Mirchandani (Ed.), *Creating and managing sustainable organizations and systems. Proceeding of the Eastern Academy of Management Annual Meeting, May 17-19*, (p. 1248-1274). New Brunswick, NJ.

- Desplaces, D.E., Wergeles, F., Eppes, T. A., & Milanovic, I. M.** (2007, January). Road map to creating a laser technology center of excellence in connecticut: assessment and recommendations of the curriculum. In J. Alves & B. Kemelgor (Ed), *The wide world of entrepreneurship. Proceedings of the USASBE Annual Meeting*, Orlando, FL.
- Kent, T. W.** (2007, April). *Immersion learning in a class on multi-cultural organizational behavior*. Proceedings of the 127th Annual Meeting of the Conference on Teaching and Learning in Higher Education. Jacksonville, FL.
- Kent, T. W.** (2007, May). *Using immersion learning and learning logs to enhance learning in a class on organizational behavior*. Charleston Connections Conference. Charleston, SC.
- Kenworthy-U'Ren, A., Taylor, M., DiPadova-Stocks, L. N., Papamarcos, S., McStay, D., Berry, G., Coates, T., & **Desplaces, D.E.** (2007, August). *Creating live cases in the community*. Workshop presented at the Academy of Management Annual Meeting, Philadelphia, PA.
- Mueller, J.** (2007, January). *Implementing the ECTS in Macedonian higher education*. Presented at the International Academy Of Business And Public Administration Disciplines Conference.
- Polito, T., **Gavidia, J. V.** (2007, April). *An analysis of world-wide business school research productivity in production and operations management*. Presented at the Allied Academies International Conference. Jacksonville, FL.
- Rudd, Jr., H. F.** (2007). *International business & contemporary western Europe: A multinational mosaic, 2007*. (Reader of edited articles for students.)
- Shaver, K. G.** (2007, April). *Entrepreneurial curriculum development*. Keynote Address. Gateway Conference 2007 on Campus-wide Entrepreneurship Initiatives. St. Louis, MO.
- Shaver, K. G.** (2007, April). *Psychology of entrepreneurship: A precocious teenager comes of age*. Society for Industrial and Organizational Psychology, New York, NY.

CONTRIBUTIONS TO PRACTICE

- Blair, C.A.** (2007, October). *Effective goal setting and delegation*. College of Charleston Fall Leadership Conference sponsored by the Higdon Center for Student of Leadership, Charleston, SC.
- Blockson, L.C.** (2007, December). Invited speaker. South Carolina Women of Color Legislators' Professional Summit.
- Blockson, L.C.** (2007, March). Invited speaker. Research Forum, Center for Research on African American Women, Washington, D.C.
- Blockson, L.C.** (2007, November). Invited speaker. South Carolina Governor's Office of Small and Minority Business Assistance annual conference.
- Blockson, L.C.** (2007, September). Invited speaker. South Carolina Association of Community Development Corporation's Housing and Urban Development Summit, Charleston, SC.
- Clarkin, J. E.** (2007, March). Invited speaker. South Carolina investor network capital forum. InnoVenture 2007. Greenville, SC.
- Clarkin, J. E.** (2007, October). Organizer. *Franchise Management Certificate program*. Tate Center for Entrepreneurship, College of Charleston, Charleston, SC.
- Clarkin, J. E.,** (2007, March). Presenter. South Carolina Investor Network capital forum. InnoVenture 2007, Greenville, SC.
- Desplaces, D. E.** (2007, November). Keynote Address. 2007 South Carolina World Trade Center Annual Banquet.
- Desplaces, D.E.** (2007, November). Invited Speaker. *How to design a study abroad course*. College of Charleston Center for International Education, Charleston, SC.
- Kent, T. & Blair, C.A.** (2007, October). *Leadership and the Leaders Behavior Inventory (LBI)*. College of Charleston Fall Leadership Conference sponsored by the Higdon Center for Student of Leadership, Charleston, SC.
- Shaver, K. G., & Davis, A. E.** (2007, July). *PSED 101*. Research workshop for doctoral students and faculty interested in the Panel Study of Entrepreneurial Dynamics. Attendees were mostly Entrepreneurship doctoral students from Ph.D. programs across the country. College of Charleston. [Supported by the Kauffman Foundation.]

REVIEWING ACTIVITIES

Editorships

Dehler, G. E.
Associate Editor *Management Learning*.
Issue Co-Editor for 2009 special issue of *Management Learning*

Hansen, D. J.
Case Editor, *Journal of Research in Marketing and Entrepreneurship*

Editorial Board Memberships

Dehler, G. E.
Journal of Management Education
Journal of Management Spirituality and Religion

Gonsalves, G. C.
International Journal of Applied Decision Sciences
Journal of Information Privacy and Security

Rudd, Jr. H. F.
Journal of Small Business Management

Shaver, K. G.
Journal of Applied Social Psychology
Journal of Developmental Entrepreneurship

Ad Hoc Editorial Reviewing: Journals and Conferences

Blockson, L. C.
Journal of International Business Studies
Journal of Management Education
Journal of Small Business Management

Clarkin, J. E.
International Small Business Journal.
International Entrepreneurship Management Journal.

Dehler, G. E.
Academy of Management Learning & Education
British Journal of Management
Organization Studies
Organization Learning, Knowledge & Capabilities Conference

Desplaces, D. E.
The CASE Journal

Gonsalves, G. C.
Global Information Technology Management World Conference

Hansen, D. J.
Journal of Research in Marketing and Entrepreneurship
Journal of Management Studies
2007 UIC Research Symposium on Marketing and Entrepreneurship
Product Development and Management Association Annual Conference

Hodges, H.
Open Management Journal
Decision Sciences Institute Conference

Kent, T. W.
Journal of Health Leadership
British Journal of Management

Rudd, Jr., H. F.
Association of Marketing Theory and Practice

Shaver, K. G.
Kauffman Dissertation Fellowship Program Reviewer

Developmental Book Reviewing

Rudd, Jr., H. F.
Review of *Organizational Behavior* by Kreitner & Kinicki (McGraw Hill Irwin).