

William B. Gartner

EDUCATION

1982	Ph.D., in Business Administration (Business Policy), University of Washington
1977	Master of Business Administration (Business Policy), University of Washington
1975	Bachelor of Business Administration (Accounting), University of Washington

FACULTY EXPERIENCE

2024-	Affiliated International Professor, Audencia Business School
2017-	Bertarelli Foundation Distinguished Professor of Family Entrepreneurship, Bertarelli Institute for Family Entrepreneurship Research Director (2021-), Babson College
2016-2025	Visiting Professor of Business Administration, Linnaeus University, Vaxjo, Sweden
2013-2018	Professor of Entrepreneurship and the Art of Innovation, Department of Management, Politics and Philosophy, Copenhagen Business School (2013-2018), Academic Director of the Copenhagen School of Entrepreneurship (2015-2016)
2013-2017	Visiting Professor of Entrepreneurship (2013-2015), Professor of Entrepreneurship (2015-2017), School of Management, California Lutheran University
2011-2012	Visiting Professor, ESSEC Business School, Paris
2004-2013	Arthur M. Spiro Professor of Entrepreneurial Leadership, Arthur M. Spiro Institute for Entrepreneurial Leadership, College of Business and Behavioral Science, Clemson University
1996-2004	Henry W. Simonsen Chair in Entrepreneurship, Lloyd Greif Center for Entrepreneurial Studies, Joint Appointment in the Department of Management and Organization (2000-2004), Marshall School of Business, University of Southern California
1994-1996	Professor in the Department of Management, Founder and Director of the Center for the Study of Enterprise, College of Business, San Francisco State University
1993-1994	Visiting Professor in the Henry W. Simonsen Chair in Entrepreneurship, School of Business Administration, University of Southern California
1985-1993	Assistant Professor (1985-1991), Associate Professor (1991-1993), Founder and Director of the Center for Entrepreneurial Studies (1985-1993), School of Business Administration, Georgetown University
1981-1985	Assistant Professor, McIntire School of Commerce, University of Virginia

PUBLICATIONS

1. Articles

Radu-Lefebvre, Miruna, Davis, James H., De Massis, Alfredo, Gartner, William B., Jack, Sarah, and Gideon D. Markman. (2025). Introduction to the Special Issue: Legacy Management in Theory and Practice. *Academy of Management Perspectives*. <https://doi.org/10.5465/amp.2025.0240>

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Korsgaard, Steffen, Gartner William B., Dentoni, Domenico, Tillmar, Malin and Johan Gaddefors (2025). Rural entrepreneurship: Foundations and future directions during a time of transformation. *Entrepreneurship and Regional Development*. 37 (9-10): 1085-1101. <https://doi.org/10.1080/08985626.2025.2532618>.

Jno-Charles, Alisa, Singaram, Raja, Radu-LeFebvre, Miruna and William B. Gartner (2025). Determining when a new venture is legitimate: A Changepoint analysis of social media rhetoric. *Journal of Small Business Management*. 63 (6): 2507-2543. <https://doi.org/10.1080/00472778.2024.2437550>

Gartner, W. B., Nordqvist, Mattias, Suddaby, Roy, & Schultz, Jennifer. L. (2025). Fiction and the entrepreneurial imagination. *Entrepreneurship & Regional Development*. 37 (7-8): 839-853. <https://doi.org/10.1080/08985626.2025.2504570>

Radu-Lefebvre, Miruna, Gartner, William B. and Oliver Germain (2024). Guest editorial: From family entrepreneurship to family entrepreneuring, *International Journal of Entrepreneurial Behavior & Research* 30 (9): 2177-2184. <https://doi.org/10.1108/IJEBr-10-2024-086>

McAdam, Maura, Clinton, Eric, Gartner, William B., and Eleanor Hamilton. (2024). How family business practices are created, maintained, and transformed across generations from a community of practice lens. *Entrepreneurship and Regional Development*. <http://dx.doi.org/10.1080/08985626.2024.2331149>.

Radu-Lefebvre, Miruna, Davis, James A., and William B. Gartner (2024). Legacy in family business: A systematic literature review and future research agenda. *Family Business Review*. 37 (1): 18-59. DOI: 10.1177/08944865231224506

Al-Dajani, Haya, Bang, Nupur Pavan Basco, Rodrigo, Calabro, Andrea, Cheng, Jeremy Chi Yeung, Clinton, Eric, Dasgupta, Joshua J., De Massis, Alfredo, Discua Cruz, Allan, Garcia-Lorenzo, Lucia, Gartner, William B., Germain, Oliver, Gherardi, Silvia, Helin, Jenny, Imas, Miguel, Jack, Sarah, McAdam, Maura,

Radu-Lefebvre, Miruna, Rovelli, Paola, Tillmar, Malin, Torchia, Mariateresa, Verduijn, Karen and Friederike Welter (2024) A multi-voiced account of family entrepreneuring research: Expanding the agenda of family entrepreneurship. *International Journal of Entrepreneurial Behavior and Research*. 30 (9): 2185-2233. DOI 10.1108/IJEBR-05-2023-0516

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Ingram, Amy E., Lewis, Marianne W., Barton, Sid and William B. Gartner (2016). Paradoxes and innovation in family firms: The role of paradoxical thinking. *Entrepreneurship Theory and Practice*. 40 (1): 161-176.

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Reynolds, Paul D., Carter, Nancy M., Gartner, William B., and Patricia G. Greene (2004). The prevalence of nascent entrepreneurs in the United States: Evidence from the Panel Study of Entrepreneurial Dynamics. *Small Business Economics*. 23: 263-284.

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Gartner, William B. and Sue Birley (2002). Introduction to the special issue on qualitative methods in entrepreneurship research. *Journal of Business Venturing*. 17 (5): 387-395.

Shaver, Kelly G., Gartner, William B., Crosby, Elizabeth, Bakalarova, Karolina, and Elizabeth J. Gatewood. (2001). Attributions about entrepreneurship: A framework and process for analyzing reasons for starting a business. *Entrepreneurship Theory and Practice*. 26 (2): 5-32.

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2. Books

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Randolph, Angela, Jno-Charles, Alisa & William B. Gartner (2021). Do parenting styles during adolescence influence subsequent adolescent behavior. A “5x5” Online Poster Presentation, Family Entrepreneurship Research (FERC) Online Conference, May 24-27, 2021.

Jno-Charles, Alisa, Singaram, Raja & William B. Gartner (2021). Should I stay or should I go? Determinants of family business CEOs' post-retirement engagement. A "5x5" Online Poster Presentation, Family Entrepreneurship Research (FERC) Online Conference, May 24-27, 2021.

Radu-Lefebvre, Miruna, Davis, James & William B. Gartner (2021). Measuring Entrepreneurial Legacy. A "5x5" Online Poster Presentation, Family Entrepreneurship Research (FERC) Online Conference, May 24-27, 2021.

Gartner, William B. (2021). What do dramas say about entrepreneurship? Ten Questions for the Classroom. Presentation for the "Drama! Incorporating Theatre in Entrepreneurship Education & Online" Session at the USASBE Online Conference, January 5-8, 2021.

Gartner, William B. & Mathew R. Allen (2020). Entrepreneurial Legacy and Resilience in Family Businesses. Paper presented at the *Small Business Economics* Virtual Paper Development Workshop "Economic effects of the COVID-19 2020 Pandemic on Entrepreneurship and Small Firms, December 3-4, 2020.

Schott, Thomas, Ayman, Ismail, Gartner, William B. and Muhammad Azam Roomi (2020). The Distinctiveness of Family and Non-Family Businesses in MENA countries compared to Family and Non-Family Businesses in Secular-Rational Cultures. Paper Presented at the Family Business in the Arab World Conference, Sharjah, UAE, November 4-5, 2020.

Gartner, William B. (2020). Value Creation / The I of the Beholder / Gets What is Given? Keynote Presentation for the Society for Arts Entrepreneurship Education 2020 Virtual Conference, October 30, 2020.

Kelley, Donna, Gartner, William B. & Matthew Allen (2020). *Global Entrepreneurship Monitor Family Business Report*. Babson Park: Babson College Press, Babson Park, MA.

Frid, Casey, Warhus, Jan and William B. Gartner (2020). Ready or not? The sequence of nascent entrepreneurs' actions and external financing. Paper presented at the Academy of Management Meeting (Online), August 7-11, 2020.

Randolph, Angela F., Jessica K. Simon, Jessica K., Greenberg, Danna, and William B. Gartner (2020). Rule breaking, gender, social status and entrepreneurial persistence. Paper presented at the Academy of Management Meeting (Online), August 7-11, 2020.

(Kauffman Best Paper on Gender and Diversity in Organizations and Entrepreneurship)

Lefebvre, Vincent, Radu-Lefebvre, Miruna, Gartner, William B. and Jean Clarke (2020). Portraits of the past, present and future of families and their businesses. Exercise presented at the USASBE Annual Conference, New Orleans, January 3-7, 2020.

Lefebvre, Vincent, Radu-Lefebvre, Miruna, , Gartner, William B. and Jean Clarke, Jean (2020). Navigating and negotiating past legacies through visual narratives in family business (2020). Paper presented at the USASBE Annual Conference, New Orleans, January 3-7, 2020.

McAdam, Maura, Clinton, Eric, Gamble, Jordan and William B. Gartner (2019). The family business as a community of practice: Exploring the nature of how practices change and evolve over time.

Paper presented at the Academy of Management Meeting, Boston, August 9-13, 2019.

Radu-Lefebvre, Miruna, Lefebvre, Vincent, Clarke, Jean and William B. Gartner (2019). Entrepreneurial legacy: Images of facilitating or inhibiting successor entrepreneurial identity. Paper presented at the Academy of Management Meeting, Boston, August 9-13, 2019.

Radu-Lefebvre, Miruna, Lefebvre, Vincent and William B. Gartner (2019). Fighting shadows of the past: Entrepreneurship as emancipation in family firms. Paper presented at the Babson College Entrepreneurship Research Conference, Babson College, Wellesley, MA, June 5-8, 2019.

Gartner, William B., Kiefer, Tina and Katarina Ellborg (2019). What does entrepreneurship mean to you? Exploring 'Implicit Entrepreneurship Theory.' Paper presented at the USASBE Annual Conference, Saint Pete Beach, Florida, January 23-27, 2019.

Gartner, William B., Kiefer, Tina and Katarina Ellborg (2019). Exploring Implicit Entrepreneurship Theory. Exercise presented at the USASBE Annual Conference, Saint Pete Beach, Florida, January 23-27, 2019.

Ramoglou, Stratos, Gartner, William B. and Erik WK Tsang. (2018) Logic matters: A meta-theoretical analysis of the entrepreneur. Paper presented at the Academy of Management Meeting, Chicago, August 10-14, 2018.

Gartner, William B. (2018). Developing legacy for sustainable family business. Keynote Presentation at the Developing Legacy for the Sustainable Family Business Conference, Universitas Prasetiya Mulya, Jakarta, Indonesia, August 2, 2018.

Gartner, William B. (2018). A multi-disciplinary approach to family entrepreneurship. Keynote Presentation at the BFI@SMU 5th Anniversary Celebration and STEP APAC Summit 2018. Singapore, July 27, 2018.

Radu-Lefebvre, Miruna, Lefebvre, Vincent, Clarke, Jean and William B. Gartner (2018). Past, present and future. Understanding family entrepreneurship in successors' prospective and retrospective thinking through visual narrative analysis. Paper presented at the Babson Entrepreneurship Research Conference, Waterford (Ireland), June 6-9, 2018.

Gartner, William B. (2018). What do Hollywood films say about entrepreneurship? Ten questions for the class room. Keynote Presentation at the USASBE Annual Conference, Los Angeles, January 10-14, 2018.

Gartner, William B. & Bruce T. Teague (2017). What does "writing a business plan" mean? Paper presented at the Expanding Understanding of Business Creation: Ethnographic Approaches to Tracking Entrepreneurial Decision-Making Conference. Princeton University, August 1-3, 2017.

Dentoni, Domenico, Poldner, Kim, Pascucci, Stefano & William B. Gartner (2017). Prosocial values, entrepreneurship and community organizing in shared consumption. Paper presented at the 33rd EGOS Colloquium, Copenhagen (Denmark), July 6-8, 2017.

Dentoni, Domenico, Poldner, Kim, Pascucci Stefano & William B. Gartner (2017). Consumer entrepreneurship as prosocial practice. Paper presented at the *Journal of Business Venturing* Special Issue Symposium "Enterprise Before and Beyond Benefit: A Transdisciplinary Research Agenda for Prosocial

Organizing,” London (Ontario), April 6-8, 2017

Gartner, William B. (2016) Failing Successfully. Presented at “Innovation Day in Smaland.” Linnaeus University, Vaxjo, Sweden, October 26, 2016.

Gartner, William B. (2016). Why We Need Practice Approaches in Entrepreneurship Studies. Presented at the 1st Annual Workshop on “Entrepreneurship as Practice,” VU University Amsterdam, Netherlands: February 17-19, 2016.

Gartner, William B. (2015). ENTREFESTO: Aphorisms and Clichés for an Entrepreneurial Future. Presented at the 2015 EFMD Entrepreneurship Education Conference. Copenhagen, Denmark: February 25-27, 2015.

Gartner, William B. (2014). A Haiku for You. Presented at the 7th Art of Management and Organization Conference. Copenhagen, Denmark: August 28-31, 2014.

Gartner, William B. & Guillet de Monthoux, Pierre (2014). Organizing as Aesthetic: Meeting as the Art of Christo and Jean Claude. Presented at the 7th Art of Management and Organization Conference. Copenhagen, Denmark: August 28-31, 2014.

Casey J. Frid, Wyman, David M., & Gartner, William B. (2014). Characteristics of no + low financed businesses. Presented at the 2014 Babson College Entrepreneurship Research Conference. Western Ontario University; London, Ontario, Canada: June 4-7, 2014.

Casey J. Frid, Gartner, William B., & Cardon, Melissa. S. (2014). Exit before entry: Exploring reasons nascent entrepreneurs offer for quitting the startup process. Presented at the 2014 Babson College Entrepreneurship Research Conference. Western Ontario University; London, Ontario, Canada: June 4-7, 2014.

William B. Gartner (2013) Future of entrepreneurship research in Europe. Plenary Session Presentation. AEI 2013: 8th Congress De L’Academie De L’Entrepreneuriat Et De L’Innovation. Fribourg, Switzerland, October 22 – 25, 2013.

William B. Gartner and Ingram, Amy. (2013) “What do entrepreneurs talk about when they talk about failure? Babson College Entrepreneurship Research Conference, Lyon, France, June 5 – 8, 2013.

William B. Gartner (2013). “What do entrepreneurs talk about when they talk about failure?” CREED Seminar at ICOSS, University of Sheffield, UK, March 20, 2013.

William B. Gartner (2013). “Using qualitative methods in advancing small business and entrepreneurship research.” ISBE Doctoral Workshop on Qualitative Research on Small Business and Entrepreneurship. Leeds, UK: March 20, 2013.

William B. Gartner (2013). “Entre-Festo.” Advancing European Traditions of Entrepreneurship Studies Conference. Leeds, UK, March 17-18, 2013.

William B. Gartner (2012). “How to Fail.” Copenhagen Innovation Symposium, Copenhagen, Denmark, December 13-14, 2012.

Frid, C. J., and Gartner, W. B. (2012). "Do entrepreneurs get what they want? Entrepreneurs' expectations prior to venture creation." 3rd Annual Global Entrepreneurship Research and Policy Conference, Washington, DC, October 11-13, 2012.

Frid C.J., Schjoedt, L., and Gartner, W.B. (2012). "Organizational Emergence: The Impact of Entrepreneurs' Behaviors on External Financing." Babson College Entrepreneurship Research Conference. Texas Christian University, Forth Worth, Texas. June 6-9, 2012.

William B. Gartner (2012). "Towards New Questions in Entrepreneurship Education." Doctoral Seminar in Entrepreneurship Education. Aarhus, Denmark, April 17, 2012.

Berglund Henrik (2011). "Interview acceptée par Olivier GERMAIN: (Re)lectures des opportunités, fragmentation du champ et fondements empiriques de l'entrepreneuriat William B. GARTNER Interview du 26 février 2011" Revue de l'Entrepreneuriat, 2011/1 Vol. 10, p. 73-82.

Reprinted in: Berglund, H. (2021). Interview acceptée par Olivier GERMAIN : (Re)lectures des opportunités, fragmentation du champ et fondements empiriques de l'entrepreneuriat. William B. GARTNER Interview du 26 février 2011. *Revue de l'Entrepreneuriat*, <https://doi.org/10.3917/entre1.pr.0016>

William B. Gartner (2011). Entrepreneurship and Storytelling. ESTRAD Lecture Series for ESBRI. Stockholm, Sweden, December 14, 2011.

William B. Gartner (2011). Embracing Failure: Creative Destruction and Its Consequences. Inaugural Swedish Schumpeter Lecture, Swedish Entrepreneurship Forum. Stockholm, Sweden, November 9, 2011.

William B. Gartner (2011). Extending the Limits of the Possible. Keynote address at the Danish Entrepreneurship Foundation conference "From Thinking IN to Acting OUT: Entrepreneurship Education." Copenhagen, Denmark, April 28, 2011.

William B. Gartner (2011). Entrepreneurial Narrative. Keynote address at the USASBE National Meeting, Hilton Head, SC, January 14, 2011.

William B. Gartner, Casey J. Frid and John C. Alexander (2010). Financing the emerging firm. Paper presented at the Small Business, Entrepreneurship and Economic Recovery Conference, Federal Reserve Bank of Atlanta, Atlanta, October 2010.

William B. Gartner and Ted Baker. (2010). A plausible history and exploration of Stevenson's definition of entrepreneurship. Paper presented at the Babson Entrepreneurship Research Conference, Lausanne, Switzerland, June 2010.

William B. Gartner. (2010). Building Capacity in the New European School of Entrepreneurship. Keynote address at the European School of Entrepreneurship Conference, Newcastle, UK, June 2010.

William B. Gartner (2010). Re-imagining *The Achieving Society*, Research Presentation, University of South Carolina, April 2010.

William B. Gartner (2009). ACORN: Entrepreneurial Narrative and History. Clemson, SC: Clemson University Digital Press.

Jainwen (Jon) Liao, William B. Gartner and Casey J. Frid (2009). Understanding entrepreneurial exit during organization emergence: An integration of strategic and behavioral perspectives. Paper presented at the Babson Entrepreneurship Research Conference, Wellesley, MA, June.

William B. Gartner (2009). Commercializing Science at Clemson University. Paper presented at the “Entrepreneurial Scientists – Teaching Entrepreneurship and Commercializing Results” International Workshop. University of Siegen, Siegen Germany, March 16.

William B. Gartner, Casey J. Frid and John C. Alexander (2008). Financing the emerging business through monitored and unmonitored sources of funding. Paper presented at the Babson Entrepreneurship Research Conference, Chapel Hill, NC, June.

Jianwen (Jon) Liao, and William B. Gartner (2008). Are planners doers? Pre-venture planning and the startup behaviors of entrepreneurs in the PSED. Paper presented at the Babson Entrepreneurship Research Conference, Chapel Hill, NC, June.

Gartner, William B. and Ted Baker (2008). “‘No cash, no fear:’ Just so stories for an entrepreneurial age. Paper presented at the 15th Nordic Conference on Small Business Research. Tallinn, Estonia, May.

Gartner, William B., Pamela Galluch and Jerome Katz (2007). “The Entrepreneurship Program Rankings Dilemma.” Paper presented the Academy of Management Meetings, Philadelphia, August.

Gartner, William B. (2007). “Telling Stories / Changing Worlds: The Force of Entrepreneurial Narrative. Keynote address at the IDEA International Conference on Higher Education and Entrepreneurship, Copenhagen, Denmark, June.

Gartner, William B. (2007). “Entrepreneurship – hop.” Keynote address at the International Council of Small Business Meeting, Turku, Finland, June.

Sorensen, Suna & William B. Gartner. (2006) “Student and/or Entrepreneur? Managing Multiple Identities among Emerging University Student Entrepreneurs” (Nominated for the European Best Paper Competition). Paper presented at RENT XX, Brussels, Belgium, November.

Gartner, William B. (2006). “A ‘Critical Mass’ Approach to Entrepreneurship Scholarship.” Paper published in the FSF-NUTEK Award 10th Year Anniversary Series. Orebro, Sweden: Swedish Foundation for Small Business Research.

Gartner, William B. and Jianwen Liao (2005). “The Effects of Pre-Venture Plan Timing and Uncertainty on the Survival of Emerging Firms.” Paper presented at the “Nascent Entrepreneurship: The Hidden Potential” Conference, Durham, UK, September.

Gartner, William B. (2005). “Fail Forward.” Paper presented at the Entrepreneurship and Small Business Conference, Gothenburg, Sweden, September.

Gartner, William B. and Jianwen Liao (2005). “Making Sense and Cents Making in Pre-Venture

Business Planning: Evidence from the Panel Study of Entrepreneurial Dynamics.” Paper presented at the Babson College Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA, June.

Gartner, William B. and Steven Berglas (2004). “Consulting to the Entrepreneur(ship).” Paper presented at the National Academy of Management Meetings, New Orleans, August.

Gartner, William B. (2004). “Analyzing Entrepreneurial Narrative.” Paper presented at the Babson College Kauffman Foundation Entrepreneurship Research Conference, Glasgow, UK.

Lichtenstein, Benjamin B. Carter, Nancy M., Dooley, Kevin and William B. Gartner. (2004). “Exploring the Temporal Dynamics of Organizational Emergence.” Paper presented at the Babson College Kauffman Foundation Entrepreneurship Research Conference, Glasgow, UK.

Gartner, William B. (2003). “Achieving ‘Critical Mass’ in Entrepreneurship Scholarship.” Paper presented at the 2003 International Entrepreneurship and New Venture Creation Conference, Durham, England, September.

Gartner, William B. and Candida B. Brush (2003). “Entrepreneurship as Organizing: Emergence, Newness and Transformation.” Paper presented at the National Academy of Management Meetings, Seattle, August.

Gartner, William B., Carter, Nancy M., Lichtenstein, Benjamin M. B. and Kevin Dooley. (2003). “When Are New Firms Founded?” Paper presented at the National Academy of Management Meetings, Seattle, August.

Gartner, William B., Shaver, Kelly G. and Nikhil Aggarwal. (2003). “The Attributional Characteristics of Opportunities and Problems and Their Relationship to Perceptions of Firm Growth.” Paper presented at the Babson College Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA, June.

Reynolds, Paul D., Carter, Nancy M., Gartner, William B., Greene, Patricia G., and Larry W. Cox. (2002). “The Entrepreneur Next Door: Characteristics of Individuals Starting Companies in America.” Kansas City, MO: E. M. Kauffman Foundation.

Carter, Nancy M., Gartner, William B. and Patricia G. Greene. (2002). “Already There? The Career Reasons of Minority Nascent Entrepreneurs.” Paper presented at the National Academy of Management Meetings. Denver, August.

Gartner, William B. and Kelly G. Shaver (2002). “The Attributional Characteristics of Opportunities and Problems Described by Nascent Entrepreneurs in the PSED.” Paper presented at the Babson College Kauffman Foundation Entrepreneurship Research Conference, Boulder, CO, June.

Gartner, William B. and Nancy M. Carter. (2001). “The Demography of Opportunity: Some Preliminary Analyses and Results.” Paper presented at the 15th Annual UIC Research Symposium on Marketing and Entrepreneurship, Washington, D.C., August.

Shaver, Kelly G., Gatewood, Elizabeth J. and William B. Gartner (2001). “Differing Expectations: Comparing Nascent Entrepreneurs to Non-Entrepreneurs.” Paper presented at the National Academy of Management Meetings. Washington, D.C., August.

Shaver, Kelly G., Carter, Nancy M., Gartner, William B. and Paul D. Reynolds. (2001). "Who is a Nascent Entrepreneur? Decision Rules for Identifying and Selecting Entrepreneurs in the Panel Study of Entrepreneurial Dynamics." Paper presented at the Babson College Kauffman Foundation Entrepreneurship Research Conference, Jonkoping, Sweden, June.

Gartner, William B., Carter, Nancy M. and Gerald R. Hills (2001). "Opportunities are Enacted!" Paper presented at the "Movements in Entrepreneurship" Workshop. Entrepreneurship and Small Business Research Institute, Stockholm, Sweden, June.

Gartner, William B., Shaver, Kelly G. and Elizabeth J. Gatewood (2000). "Doing It For Yourself: Career Attributions of Nascent Entrepreneurs. Paper presented at the Babson College - Kauffman Foundation Entrepreneurship Research Conference, Boston, June.

Gartner, William B. (2000). Small-Business Development and Neighborhood Quality of Life. Washington, DC: Research Institute for Small and Emerging Business. Working Paper Series 00-01.

Shaver, Kelly G., Crosby, Elizabeth, Gartner, William B., Bakalarova, Karolina, and Elizabeth J. Gatewood (1999). Attributional Coding of Reasons to Enter Business: Manual and Item Sets.

Gartner, William B. and Gideon D. Markman. (1999). "Is Growth Profitable? A Study of Inc. 500 Fast Growth Companies." Paper presented at the Babson College - Kauffman Foundation Entrepreneurship Research Conference, Columbia, South Carolina, May.

Gartner, William B., Shaver, Kelly G. and Nikhil Aggarwal. (1999). "Perceptions of Problems and Opportunities and Their Relationship to Firm Growth." Paper presented at the Ninth Annual Global Entrepreneurship Research Conference, New Orleans, April.

Vesper, Karl H., and William B. Gartner. (1999). "University Entrepreneurship Programs - 1999." Lloyd Greif Center for Entrepreneurial Studies, Marshall School of Business, University of Southern California, Los Angeles. (256 pages).

Gartner, William B. (1998). Los Angeles Times – USC Marshall School 1998 Southern California Business Climate Survey. Los Angeles, CA: Lloyd Greif Center for Entrepreneurial Studies, University of Southern California.

Gartner, William B. and Earl Eisenberg (1998). "Why Most New Organizations Do Not Grow." Paper presented at the Babson College - Kauffman Foundation Entrepreneurship Research Conference, Gent, Belgium, May.

Gartner, William B., Shaver, Kelly G., Allen, Kathleen R., Bhat, Subodh, and Elizabeth J. Gatewood. (1997). "What Affects Growth Expectations?" Paper presented at the Babson Entrepreneurship Research Conference, Wellesley, April.

Shaver, Kelly G., Gartner, William B., Gatewood, Elizabeth J., and Lynn H. Vos. (1996). "Psychological Factors in Success at Getting into Business." Paper presented at the Babson Entrepreneurship Research Conference, Seattle, March.

Carter, Nancy M., Gartner, William B. & Paul D. Reynolds. (1995). "Exploring Startup Event Sequences." Paper presented at the Babson Entrepreneurship Research Conference, London, June.

Gartner, William B., Starr, Jennifer A. & Goodman, Jon P. (1994). "The Value of Content Analysis for Developing Venture Screening Skills." Paper presented at the Babson Entrepreneurship Research Conference, Wellesley, June.

Shane, Scott, A. & Gartner, William B. (1994). "The Measurement of Rates of Entrepreneurship in the United States Over Time." Paper presented at the Fourth Global Conference on Entrepreneurship Research, Fontainebleau, France, March.

Gartner, William B. & Starr, Jennifer A. (1993). "A Methodology for Identifying Entrepreneurial Behaviors." Paper presented at the Third Global Conference on Entrepreneurship Research, Lyon, France, March.

Gartner, William B. & Starr, Jennifer A. (1993). "Other Truths about Startups: A Reinterpretation and Reanalysis of Inc. Magazine's "Anatomy of a Startup" Series." Paper presented at the 1993 Babson College Entrepreneurship Research Conference, Houston, March.

Gartner, William B. (1993). "From Unemployed to Entrepreneur: A Model of Factors that Influence the Choice of Self-Employment Among Outplaced Middle and Upper Level Managers." Paper presented at the National Academy of Management Meetings, Entrepreneurship Division, Atlanta, August.

Gatewood, Elizabeth, J., Shaver, Kelly G., and William B. Gartner (1992). "Cognitive Factors in Entrepreneurial Persistence." Paper presented at the 1992 Babson Entrepreneurship Research Conference, Fontainebleau, France, July.

Gartner, William B., Katz, Jerome A., Gatewood, E. and Bird, B. J. (1992). "The Intellectual Development of Entrepreneurship, 1981-1990: A Cocitation Analysis of Frontiers of Entrepreneurship Research." Paper presented at the State-of-the-Art Symposium on Entrepreneurship, Iowa State University, Ames, Iowa, April.

Gartner, William B. and Jennifer A. Starr (1992). "The Nature of Entrepreneurial Work." Paper presented at the second Annual Global Conference on Entrepreneurship Research, Imperial College, London, March.

Gartner, William B. (1991). "Aspects of Organizational Emergence." Paper presented at the Conference on Entrepreneurship Theory, University of Illinois at Urbana-Champaign, October.

Shaver, Kelly, G., Elizabeth Gatewood, and William B. Gartner. (1991). "Attributions for New Venture Creation: An Experimental Comparison." Paper presented at the Babson Entrepreneurship Research Conference, Pittsburgh, April.

Gartner, William B., Barbara J. Bird, and Jennifer Starr. (1991). "Organizational Behavior/ Entrepreneurial Behavior." Paper presented at the Interdisciplinary Conference on Entrepreneurship Theory, Baltimore, January.

Gartner, William B., Elizabeth Gatewood, and Kelly G. Shaver. (1990). "Why Do People Organize? An Exploration of New Theories on Entrepreneurial Motivations." Paper presented at the Academy of Management National Meeting, San Francisco, August.

Gartner, William B. and Jerome Katz. (1990). "Varieties of Organizing: Expanding the Vocabulary of Organizational Forms." Paper presented at the Academy of Management National Meeting, San Francisco, August.

Low, Murray B. and William B. Gartner. (1990). "Trust as an Organizing Trope." Paper presented at the Academy of Management National Meeting, San Francisco, August.

Gartner, William B. and Alex Miller. (1989). "Entry Strategies." Paper presented at TIMS International Conference, Osaka, Japan, July.

Gartner, William B. and Robert J. Thomas. (1988). "An Exploration of the Methods Used by New Firms to Estimate Future Sales: An Update." Paper presented at the Conference on the Marketing/Entrepreneurship Interface, American Marketing Association Meetings, San Francisco, August.

Gartner, William B. (1988). "A Model Outlining the Characteristics of Entrepreneurship." Paper presented at the Academy of Management National Meeting, Anaheim, August.

Gartner, William B. (1988). "Finding Intention in Activity: A New Approach for Entrepreneurial Research." Paper presented at the Academy of Management National Meeting, Anaheim, August.

Gartner, William B. (1987). "What Do We Talk about When We Talk about Entrepreneurship?" Paper presented at the Academy of Management National Meeting, New Orleans, August.

Gartner, William B. (1987). "Entrepreneurs and Intrapreneurs: Their Roles in the Management of Human Resources," Paper presented at the National Conference of the American Society for Personnel Administration, June.

Gartner, William B. and Jerome Katz. (1986). "Properties of Emergent Organizations." Paper presented at the Academy of Management National Meeting, Chicago, August.

Gartner, William B. (1986). "Entrepreneurial Work." Paper presented at the Multidisciplinary Perspectives on Entrepreneurship Conference, Montreal, Canada, April.

Gartner, William B. (1985). "The Loss of Intentionality: The Failure of the Work Activity School to Explain Why Managers Behave as They Do." Paper presented at the Academy of Management National Meeting, San Diego, August.

Gartner, William B. and Barbara J. Bird. (1985). "Academic Interest in Entrepreneurship: A Survey of the Academy of Management Entrepreneurship Interest Group." Paper presented at the Babson Conference on Entrepreneurship Research, Philadelphia, April.

Gartner, William B. (1984). "The Entrepreneur and Corporate Self Renewal." Paper presented at the Fourth Annual Strategic Management Society Conference, Philadelphia, October.

Gartner, William B., Karl H. Vesper, and Terence R. Mitchell. (1982). "Eight Entrepreneurial Archetypes" Paper presented at the Academy of Management National Meeting, New York, August.

GRANTS

- 2012 Batten Fellowship, Batten Institute, Darden School of Business, University of Virginia. Support for research and writing on “the rhetoric of entrepreneurial practice.”
- 2012 PACE, Aarhus University, Denmark. Support for research on the development of narrative theories and practices to enhance entrepreneurship pedagogy and training.
- 2007 Small Business Administration. Support for research on business planning and startup behaviors based on evidence from the PSED.
- 2006 Hollingsworth Foundation. Support for research and publication of a journal “ACORN – The Journal of Entrepreneurial Narrative and History.”
- 2006 Small Business Administration. Support for research and publication of a chapter on pre-venture planning based on evidence from the PSED in “The Small Business Economy: Data Book 2007.”
- 2006 Kauffman Foundation. Support for the Clemson/Kauffman Symposium on the Panel Study of Entrepreneurial Dynamics and the PSED Web Site (2006 – 2008)
- 2004 Kauffman Foundation. Support for the Clemson/Kauffman Symposium on the Panel Study of Entrepreneurial Dynamics (November 11 – 14, 2004).
- 2001 Kauffman Center for Entrepreneurial Leadership Research Grant. Support for Research and Writing of “Panel Study of Entrepreneurial Dynamics: Executive Report 2002.”
- 2000 Kauffman Center for Entrepreneurial Leadership Research Grant. Support for Research Assistant (Nikhil Aggarwal) to work on Panel Study of Entrepreneurial Dynamics.
- 1998 Los Angeles Times / USC Marshall School of Business 1998 Southern California Business Climate Survey. A survey of 30,000 businesses in Southern California. Funded by the Los Angeles Times.
- 1997 San Francisco Business Growth Study. A follow-up study of 6,000 businesses in the city and county of San Francisco. Funded by the Small Business Foundation of America.
- 1996 San Francisco Business Climate Survey. A study of 6,000 businesses in the city and county of San Francisco. Funded by the Pacific Gas and Electric Company.
- 1995 Coleman Foundation Entrepreneurship Awareness and Education Grant
- 1992 "An Oral Biography of Charles and Ray Eames." A grant to conduct an oral history of Charles and Ray Eames. Funded by the National Endowment for the Arts.
- 1992 A two year grant to develop cases on international business. Funded by the U. S. Department of Education.
- 1990 "The Eames Design Process." A grant to develop teaching materials on the management of design. Funded by the Corporate Design Foundation.

- 1989 "Estimating Demand for New Products." Center for Entrepreneurship Studies, Stern School of Business Administration, New York University, Research Grant.

SELECTED HONORS

- 2022 "Coaches Award" 1st Cornell Case Competition for Family Ownership, November 4-5, 2022.
- 2022 Senior Scholar Award, Babson College
- 2022 Best Article Award: "In search of creative qualitative methods to capture modern-day entrepreneurship research challenges." *Journal of Small Business Management*.
- 2022 Justin G. Longenecker Fellow – The highest recognition that the United States Association for Small Business and Entrepreneurship (USASBE) gives to individuals who have made an outstanding contribution to the development, furtherance, and benefit of small and medium businesses.
- 2020 Babson College Entrepreneurship Research Conference Lifetime Member Award.
- 2016 Dedication to Entrepreneurship Award, Entrepreneurship Division, Academy of Management.
- 2013 2013 Foundational Paper Award, Entrepreneurship Division, Academy of Management. For the article: Katz, Jerome and William B. Gartner. (1988). Properties of emerging organizations. *Academy of Management Review*, 13 (3): 429-441.
- 2008 Outstanding Reviewer, *Journal of Business Venturing*.
- 2006 MBA Teaching Award (Second Year Students), College of Business and Behavioral Science, Clemson University
- 2005 FSF-NUTEK Award -- An International Award for Entrepreneurship and Small Business Research. The Award was instituted by the Swedish Foundation for Small Business Research (FSF) and the Swedish Business Development Agency (NUTEK) in 1996. The winner is elected annually by the Award Committee of FSF. "The award is given to a person who has produced scientific work of outstanding quality and importance, thereby giving a significant contribution to theory-building concerning entrepreneurship and small business development, the role and importance of new firm formation and the SME's role in economic development."
- 2000 U.S. National Federation of Independent Business Best Paper Award for "Doing it for yourself: Career attributions of nascent entrepreneurs." Paper presented at the Babson College-Kauffman Foundation Entrepreneurship Research Conference.
- 1994 Finalist for the Fritz Roethlisberger Memorial Award for paper published in the *Journal of Management Education* (Dr. Deming Comes to Class) which best reflects the ethos of the Organization Behavior Teaching Society.
- 1990 The Ronald L. Smith Distinguished Service Award, School of Business Administration, Georgetown University.

- 1988 Best Article Award, for "Who is an Entrepreneur? Is the Wrong Question"
Entrepreneurship: Theory and Practice.
- 1988 Annual Faculty Research Award, School of Business Administration, Georgetown University.
- 1986 Gaulling Award for Best Paper in *New Management* during 1985-86 for "Did River City Really Need a Boy's Band?"
- 1983 Heizer Award, Business Policy Division, Academy of Management, for Outstanding Research in New Venture Development, for dissertation, "An Empirical Model of the Business Startup and Eight Entrepreneurial Archetypes."
- 1981 National Honorable Mention and Regional Award for Best Small Business Institute Consulting Project, Small Business Administration.

SELECTED PROFESSIONAL ASSOCIATIONS AND AFFILIATIONS

Academy of Management

Entrepreneurship Division

Heizer Award Reviewer, 2003, 2004, 2016
 Task Force on Doctoral Education in Entrepreneurship, 1999 - 2002
 Doctoral Consortium: Co-Chair (1997 + 1998); Presenter (1999 – 2002, 2004)
 New Faculty Workshop: Presenter (2004); Co-Chair (2006 + 2007)
 Entrepreneurship Division Past Chair 1986
 Entrepreneurship Interest Group: Chair (1984 + 1985); Program Chair (1984)

Academy of Management Review

Editorial Review Board, 1985-1987; 1993-1998
 Best Article Award Selection Committee (1993), Chairperson (1996)

Academy of Management Perspectives

Special Issue Editor, "Echos of the Past : Capturing the Influence of Legacy on Individuals, Families and Organizations" 2023-2026

Business History

Special Issue Editor, "Entrepreneurship and Transformations" 2020 - 2023

Entrepreneurship and Regional Development

Special Issue Editor, "Celebrating curiosity: Narrative, literary and imaginative approaches of entrepreneurship," 2010
 Special Issue Editor, "The Institutionalization of Entrepreneurship: Questioning the status quo and

re-gaining hope for entrepreneurship research,” 2016
Special Issue Editor, “Entrepreneurship as Practice: Grounding contemporary practice theory into entrepreneurship studies,” 2019
Special Issue Editor, “Fiction and the entrepreneurial imagination,” 2020 – 2025
Special Issue Editor, “Rural entrepreneurship in times of transformation,” 2021 – 2025

Entrepreneurship Research Consortium, Executive Committee, 1995 – 2002

Entrepreneurship: Theory and Practice

Editorial Review Board, 1988-1998; 2005-2020
Special Issue Editor, "Models of Organization Formation," 17 (1+2), Fall 1992 + Winter 1993
Special Issue Editor, "Finding the Entrepreneur in Entrepreneurship," 18 (3), Spring 1994.
Special Issue Editor, “Entrepreneurship and New Venture Creation,” 28 (5), Fall 2004.
Special Issue Editor, “Understanding Entrepreneurship Scholarship from a Bibliometric Perspective” 30 (3), 2006.

ESBRI - Entrepreneurship and Small Business Research Institute. Research Fellow. Stockholm, Sweden, 1997 -

European Journal of International Management

Special Issue Editor, “Entrepreneurship: Cross-national and cross-cultural perspectives,” 2015 - 2017
Special Issue Editor, “Family Business,” 2018 - 2021

Frontiers of Entrepreneurship Research, Co-Editor, 1996 + 1997.

IDEA – International Danish Entrepreneurship Academy, Board of Advisors, 2004 – 2009.

International Journal of Entrepreneurial Behaviour and Research

Editorial Advisory Board, 2015 –
Special Issue Editor, “Entrepreneurship as Practice,” 2021
Special Issue Editor, “Filling in the Blanks: ‘Black Boxes’ in Enterprise/Entrepreneurship Education” 2020
Special Issue Editor, “From Family Entrepreneurship to Family Enterpreneurship,” 2020-2024.

International Journal of Entrepreneurship and Small Business, Associate Editor, 2017 -

International Scientific Committee of the Revue de l'Entrepreneuriat, 2010 -

Journal of Business Venturing

Editorial Review Board, 1989-2020.
Special Issue Editor, “Qualitative Methods in Entrepreneurship Research,” 17 (5), 2002.
Special Issue Editor, “Entrepreneurial Narrative,” 22 (5), 2007.

Journal of Business Venturing Insights, Editorial Review Board, 2015-2020.

Journal of Management, Editorial Review Board, 2002-2005.

Journal of Small Business Management

Editorial Review Board, 2001-2013.

Special Issue Editor, “In Search of Creative Qualitative Methods to Capture Modern Day Entrepreneurship Research Challenges,” 2021.

Kolding Design School, International Board of Advisors, 2010 – 2015.

Organization, Special Issue Editor, “Critical Perspectives in Entrepreneurship Research,” 2012

Panel Study of Entrepreneurial Dynamics II, Advisory Committee, 2002 – 2009

Scandinavian Journal of Management, Special Issue Editor, “Recontextualizing / Recreating Entrepreneurship,” 2008

Small Business Economics, Special Issue Editor, “Research on New Venture Creation,” 2012

Strategic Entrepreneurship Journal,

Editorial Review Board, 2009-2020

Special Issue Editor, “Historical Approaches to Entrepreneurship Research: Investigating Context, Time and Change in Entrepreneurial Processes,” 2020.