

**William B. Gartner**

EDUCATION

- 1982      Ph.D., in Business Administration (Business Policy) University of Washington
- Dissertation: "An Empirical Model of the Business Startup, and Eight Entrepreneurial Archetypes" (1983 Heizer Award Winner, Academy of Management)
- 1977      Master of Business Administration (Business Policy), University of Washington
- 1975      Bachelor of Business Administration (Accounting), University of Washington

FACULTY EXPERIENCE

- 2017-      Bertarelli Foundation Distinguished Professor of Family Entrepreneurship, Bertarelli Institute for Family Entrepreneurship Research Director (2021- ), Babson College
- 2016-      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

Singaram, Raja, Kraaijenbrink, Jeroen, and William B. Gartner (2023). No simple way to say goodbye! Untangling the heterogeneity of social venture founder exit intention. *Entrepreneurship Theory and Practice*. <https://doi.org/10.1177/10422587231190712>

Lubinski, Christina, Wadhvani, R. Daniel, Gartner, William B. and Renee Rottner (2023) Humanistic approaches to change: Entrepreneurship and transformation. *Business History*. <https://doi.org/10.1080/00076791.2023.2213193>

Singaram, Raja, Radu-Lefebvre, Miruna and William B. Gartner (2023). Gordian knot uncut: Understanding the problem of founder exit in social ventures. *Journal of Business Venturing Insights*. <https://doi.org/10.1016/j.jbvi.2023.e00379>

McAdam, Maura, Clinton, Eric, Hamilton, Eleanor, and William B. Gartner (2023). Learning in a Family Business Through Intermarriage: A Rhetorical History Perspective. *Family Business Review*. 36 (1): 63-83. <https://doi.org/10.1177/08944865231157040>

Lubinski, Christina and William B. Gartner (2023). Talking About (My) Generation: The Use of Generation as Rhetorical History in Family Business. *Family Business Review*. 36 (1): 119-142. <https://doi.org/10.1177/08944865231152283>

Ramoglou, Stratos and William B. Gartner (2023). A historical intervention in the “opportunity wars”: Forgotten scholarship, the discovery/creation disruption, and moving forward by looking backward. *Entrepreneurship Theory and Practice*. 47 (4): 1521-1538. <https://doi.org/10.1177/10422587211069310>

Gartner, William B. (2022). An entrepreneurial odyssey. *Revue de l'Entrepreneuriat*. 21: 66-72. <https://doi.org/10.3917/entre1.pr.0017>

Randolph, Angela, Greenberg, Danna, Simon, Jessica K., & William B. Gartner (2022). Exploring differences in the antisocial behaviors of adolescent rule-breaking that affect entrepreneurial persistence. *International Journal of Entrepreneurial Behavior and Research*. 28 (2): 471-499. <https://doi.org/10.1108/IJEBR-03-2021-0179>

Cucchi, Carlo, Lubberink, Robert, Dentoni, Domenico & William B. Gartner (2022). ‘That’s witchcraft’: Community entrepreneuring as a process of navigating intra-community tensions through spiritual practices. *Organization Studies*. 43 (2): 179-201. [doi.org/10.1177/01708406211031730](https://doi.org/10.1177/01708406211031730)

Schött, Thomas, Gartner, William B. & Tiziano Vescovi (2021). Family business from a comparative perspective. *European Journal of International Management*. 16 (2): 183-189.

Hlady-Rispal, Martine, Fayolle, Alain J. & William B. Gartner (2021). In search of creative qualitative methods to capture modern-day entrepreneurship research challenges. *Journal of Small Business Management*. 59 (5): 887-912. [doi.org/10.1080/00472778.2020.1865541](https://doi.org/10.1080/00472778.2020.1865541)

(2022 International Council of Small Business World Congress Journal of Small Business Management Best Paper Award and the 2022 International Council of Small Business World

Congress Best Paper in Academic Entrepreneurship)

Warhus, Jan, Frid, Casey J. & William B. Gartner (2021). Ready or not? Nascent entrepreneur's actions and the acquisition of external financing. *International Journal of Entrepreneurial Behavior and Research*. 27 (6): 1605-1628. doi.org/10.1108/IJEBR-09-2020-0586

Passucci, Stefano, Dentoni, Domenico, Clements, Jen, Poldner, Kim & William B. Gartner (2021). Forging forms of authority through the sociomateriality of food in partial organizations. *Organization Studies*. 42 (2): 301-326.

Teague, Bruce, T., Champenois, Claire, Tunstall, Richard & William B. Gartner (2021). Editorial: An introduction to entrepreneurship as practice (EAP). *International Journal of Entrepreneurial Behavior and Research*. 27 (3): 569-578. doi.org/10.1108/IJEBR-04-2021-872

Lefebvre, Vincent., Radu-Lefebvre, Miruna, Gartner, William B. & Jean Clarke (2021). Building multitemporal awareness and reflexivity in family business: A visual sensemaking exercise. *Entrepreneurship Education and Pedagogy*. 4 (2): 194-203. doi.org/10.1177/2515127420921388

Ramoglou, Stratos, Gartner, William B. & Eric W. K. Tsang (2020). 'Who is an entrepreneur?' Is (still) the wrong question. *Journal of Business Venturing Insights*. 13: June 2020 (e0016)

Neergaard, Helle, Gartner, William B., Hytti, Ulla, Diamanto, Politis & David Rae (2020). Editorial – Filling in the blanks: 'Black boxes' in enterprise/entrepreneurship education. *International Journal of Entrepreneurial Behavior & Research*. 26 (5): 817-828.

Nordqvist, Mattias & William B. Gartner (2020). Literature, fiction, and the family business. *Family Business Review*. 33 (2): 122-129.

Thompson, Neil A., Verduijn, Karen & William B. Gartner (2020). Entrepreneurship-as-practice: Grounding contemporary theories of practice into entrepreneurship studies. *Entrepreneurship and Regional Development*. 32 (3-4): 247-256.

Wadhwani, R. Daniel, Kirsch, David, Welter, Friederike, Gartner, William B., and Geoffrey Jones (2020). Context, time and change: Historical approaches to entrepreneurship research. *Strategic Entrepreneurship Journal*. 14 (1): 3-19.

Gartner, William B. (2019). A good man is hard to find: Project management, entrepreneurship and serendipity. *International Journal of Managing Projects in Business*. 12 (1): 114-119.

Dentoni, Domenico, Pascucci, Stefano, Poldner, Kim & William B. Gartner (2018). Learning who we are by doing: Processes of co-constructing prosocial identities in community-based enterprises. *Journal of Business Venturing*. 33: 603-622.

Welter, Friederike, Baker, Ted, Audretsch, David B. & William B. Gartner (2017). Everyday entrepreneurship: A call for entrepreneurship research to embrace entrepreneurial diversity. *Entrepreneurship Theory and Practice*. 41 (3): 311-321.

Apfelthaler, Gerhard, Gartner, William B. & Armin J. Kammel (2017) One size does not fit all: Generalizing entrepreneurial insights in a world of differences. *European Journal of International Management*. 11 (3): 251-261.

Nielsen, Suna S. & William B. Gartner (2017). Am I a student and/or entrepreneur? Multiple identities in student entrepreneurship. *Education and Training*. 59 (2): 135-154.

Fayolle, Alain, Landstrom, Hans, Gartner, William B. & Karin Berglund (2016). The institutionalization of entrepreneurship: Questioning the status quo and re-gaining hope for entrepreneurship research. *Entrepreneurship and Regional Development*. 28 (7-8): 477-486.

Frid, Casey J., Wyman, David M., Gartner, William B., & Diana M. Hechavarria (2016). Low-wealth entrepreneurs and access to external financing. *International Journal of Entrepreneurial Behavior & Research*. 22 (4): 1-25.

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.

Frid, Casey J., Wyman, David. M., & William B. Gartner (2015). The influence of financial ‘Skin in the Game’ on new venture creation. *Academy of Entrepreneurship Journal*. 21 (2): 1-14.

Gartner, William B. (2015) Ten haiku’s on “The Internet’s Own Boy.” *M@n@gement*. 18 (5): 370.

Gartner, William B. (2015). Arts entrepreneurship: Scope, practice and community. *Artivate: A Journal of Entrepreneurship in the Arts*. 4 (2): 3-6.

Gartner, William B. (2013). Creating a community of difference in entrepreneurship scholarship. *Entrepreneurship and Regional Development*. 25 (1-2): 5-15.

Tedmanson, Deirdre, Verduyn, Karen, Essers, Caroline, and William B. Gartner (2012) Critical perspectives in entrepreneurship research. *Organization*. 19 (5): 531-541.

Gartner, William B. and Kelly G. Shaver (2012). Nascent entrepreneurship panel studies: Progress and challenges. *Small Business Economics*. 39 (3): 659-665.

Gartner, William B. and Jainwen (Jon) Liao (2012). The effects of perceptions of risk, environmental uncertainty and growth aspirations on new venture creation success. *Small Business Economics*. 39 (3): 703-712.

Gartner, William B., Frid, Casey S. and John C. Alexander (2012). Financing the emerging business. *Small Business Economics*. 39 (3): 745-761.

Steyaert, Chris, Hjorth, Daniel and William B. Gartner (2011). Six memos for a curious and imaginative future scholarship in entrepreneurship studies. *Entrepreneurship & Regional Development*. 23 (1-2): 1-7.

Gartner, William B. (2011). When words fail: An entrepreneurship glossolalia. *Entrepreneurship and Regional Development*. 23 (1-2): 9-21.

Gartner, William B. (2010). A new path to the waterfall: A narrative on the use of entrepreneurial narrative. *International Small Business Journal*. 28 (1): 6-19.

Gartner, William B., Shaver, Kelly G. and Jainwen (Jon) Liao. (2008). Opportunities as attributions: Categorizing strategic issues from an attributional perspective. *Strategic Entrepreneurship Journal*, 2: 301-315.

Gartner, William B. (2008). Variations in entrepreneurship.” *Small Business Economics*. 31: 351-361.

Hjorth, Daniel, Jones, Campbell and William B. Gartner (2008). Meaningful futures: Editorial introduction for ‘Recreating/Recontextualising Entrepreneurship’ *Scandinavian Journal of Management*. 24 (2): 81-84.

Liao, Jon and William B. Gartner (2008). The influence of pre-venture planning on new venture creation. *Journal of Small Business Strategy*. 18 (2): 1-21.

Gartner, William B. (2008). Entrepreneurship – Hop. *Entrepreneurship Theory and Practice*, 32 (2): 361-368.

Gartner, William B. (2007). Entrepreneurial narrative and a science of the imagination. *Journal of Business Venturing*. 22 (5): 613-627.

Lichtenstein, Benyamin B., Carter, Nancy M., Dooley, Kevin J. and William B. Gartner (2007). Complexity dynamics of nascent entrepreneurship. *Journal of Business Venturing*. 22: 236-261.

(Reprinted in (2012) Davidsson, Per, Gordon, Scott R. and Heiko Bergmann *Nascent Entrepreneurship* Cheltenham, UK: Edward Elgar Publishing)

Liao, Jon and William B. Gartner (2006). The effects of pre-venture plan timing and perceived environmental uncertainty on the persistence of emerging firms. *Small Business Economics*. 27 (1): 23-40.

Gartner, William B., Davidsson, P. and Shaker A. Zahra (2006). Are you talking to me? The nature of community in entrepreneurship scholarship. *Entrepreneurship Theory and Practice*. 30 (3): 321-331.

Parker, Simon C. and William B. Gartner (2004). Introduction to the Special Issue on Entrepreneurship and New Venture Creation. *Entrepreneurship Theory and Practice*. 28 (5): 413-419.

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.

Brush, Candida, B., Duhaime, Irene M., Gartner, William B., Stewart, Alex, Katz, Jerome, Hitt, Michael, A., Alvarez, Sharon, Meyer, G. Dale, and S. Venkataraman (2003). Doctoral education in the field of entrepreneurship. *Journal of Management*. 29 (3): 309-331.

(Reprinted in (2007) Patricia G. Greene & Mark P. Rice (Eds). *Entrepreneurship Education*. Cheltenham, UK: Edward Elgar Publishing.)

Delmar, Frederic, Davidsson, Per, and William B. Gartner (2003). Arriving at the high growth firm. *Journal of Business Venturing*. 18 (2): 189-216.

(Reprinted in (2007) Per Davidsson, Frederic Delmar & Johan Wiklund (Eds.) *Entrepreneurship and the Growth of Firms*. Cheltenham, UK: Edward Elgar Publishing.)

Carter, Nancy M., Gartner, William B., Shaver, Kelly G. and Elizabeth J. Gatewood (2003). The career reasons of nascent entrepreneurs. *Journal of Business Venturing*. 18 (1): 13-39.

(Reprinted in (2012) Davidsson, Per, Gordon, Scott R. and Heiko Bergmann *Nascent Entrepreneurship* Cheltenham, UK: Edward Elgar Publishing)

Gatewood, Elizabeth J., Shaver, Kelly G., Powers, Joshua B. and William B. Gartner (2002). Entrepreneurial expectancy, task effort, and performance. *Entrepreneurship Theory and Practice*. 27 (2): 187-206.

Markman, Gideon D. and William B. Gartner. (2002). Is extraordinary growth profitable? A study of Inc. 500 fast growth companies. *Entrepreneurship Theory and Practice*. 27 (1): 65-75.

(A revised version was reprinted as Markman, Gideon, D. and William B. Gartner (2002) The effects of hyper growth on firm profitability. *Journal of Private Equity*. 5 (4): 58-65.

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.

Gartner, William B. (2001). Is there an elephant in entrepreneurship? Blind assumptions in theory development. *Entrepreneurship Theory and Practice*. 25 (4): 27-39.

(Reprinted in (2008) Robert Blackburn and Candida Brush (Eds.) *Small Business and Entrepreneurship*. Thousand Oaks, CA: Sage Publications.)

Gartner, William B. and Subodh Bhat (2000) Environmental and ownership characteristics of small businesses and their impact on development. *Journal of Small Business Management*. 38 (3): 19-26.

Gartner, William B., Starr, Jennifer A., and Subodh Bhat (1999). Predicting new venture survival: An analysis of 'Anatomy of a Startup' cases from *Inc.* magazine. *Journal of Business Venturing*. 14: 215-232.

Vesper, Karl H. and William B. Gartner (1997). Measuring progress in entrepreneurship education. *Journal of Business Venturing* 12 (5): 403-421.

(Reprinted in (2007) Patricia G. Greene & Mark P. Rice (Eds.) *Entrepreneurship Education*. Cheltenham, UK: Edward Elgar Publishing.)

Gartner, William B. (1997). When growth is the problem, not the solution. *Journal of Management Inquiry*. 6 (1): 62-68.

Carter, Nancy M., Gartner, William B. and Paul D. Reynolds (1996). Exploring start-up event sequences. *Journal of Business Venturing*. 11 (3): 151-166.

(Reprinted in (2012) Davidsson, Per, Gordon, Scott R. and Heiko Bergmann *Nascent Entrepreneurship* Cheltenham, UK: Edward Elgar Publishing)

(Reprinted in (2006) Candida G. Brush, Nancy M. Carter, Elizabeth J. Gatewood, Patricia G. Greene & Myra M. Hart (Eds.). *Women and Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

(Reprinted in (2006) Per Davidsson (Ed.). *New Firm Start-ups*. Cheltenham, UK: Edward Elgar Publishing.)

(Reprinted in (2000). Westhead, Paul and Michael Wright (Eds.). *Advances in Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

Gatewood, Elizabeth J., Shaver, Kelly G. and William B. Gartner (1995). A longitudinal study of cognitive factors influencing start-up behaviors and success at venture creation. *Journal of Business Venturing*. 10 (5): 371-391.

(Reprinted in (2012) Davidsson, Per, Gordon, Scott R. and Heiko Bergmann *Nascent Entrepreneurship* Cheltenham, UK: Edward Elgar Publishing)

(Reprinted in (2006) Candida G. Brush, Nancy M. Carter, Elizabeth J. Gatewood, Patricia G. Greene & Myra M. Hart (Eds.). *Women and Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

(Reprinted in (2002) Norris Kreuger (Ed.). *Entrepreneurship*. London: Routledge.)

Gartner, William B. and Scott A. Shane (1995). Measuring entrepreneurship over time. *Journal of Business Venturing*. 10 (4): 283-301.

(Reprinted in (2000) Westhead, Paul and Michael Wright (Eds.). *Advances in Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

Gartner, William B. and Karl H. Vesper (1994). Experiments in entrepreneurship education: Successes and failures. *Journal of Business Venturing*. 9 (3): 179-188.

(Reprinted in (2005) Van der Horst, Rob, King-Kauanui, Sandra and Susan Duffy (Eds.). *Keystones of Entrepreneurship Knowledge*. Malden, MA: Blackwell Publishing, Inc, pp. 303-321.)

Gartner, William B., Shaver, Kelly G., Katz, Jerome A. and Gatewood, Elizabeth. (1994). Finding the entrepreneur in entrepreneurship. *Entrepreneurship Theory and Practice*. 18 (3): 5-10.

Gartner, William B. (1993). Words lead to deeds: Towards an organizational emergence

vocabulary. *Journal of Business Venturing*. 8 (3): 231-240.

Gartner, William B. (1993). Dr. Deming comes to class. *Journal of Management Education*. 17 (2): 143-158.

Gartner, William B. and Elizabeth Gatewood. (1993). And now for something completely different. *Entrepreneurship: Theory and Practice*. 17 (2): 87-90.

Gartner, William B. (1993). Organizing the voluntary association. *Entrepreneurship: Theory and Practice*. 17 (2): 103-106.

Gartner, William B. and Robert J. Thomas. (1993). Factors affecting new product forecasting accuracy in new firms. *Journal of Product Innovation Management*. 10 (1): 35-52.

Gartner, William B. and Elizabeth Gatewood. (1992). Thus the theory of description matters most. *Entrepreneurship Theory and Practice*. 17 (1): 5-10.

Gartner, William B., Barbara J. Bird, and Jennifer Starr. (1992). Acting as if: Differentiating entrepreneurial from organizational behavior. *Entrepreneurship Theory and Practice*. 16 (3): 13-32.

Duchesneau, Donald A. and William B. Gartner. (1990). A profile of new venture success and failure in an emerging industry. *Journal of Business Venturing*, 5 (5): 297-312.

Gartner, William B. (1990). What are we talking about when we talk about entrepreneurship? *Journal of Business Venturing*, 5 (1): 15-28.

(Reprinted in (2000) Westhead, Paul and Michael Wright (Eds.). *Advances in Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

Gartner, William B. (1989). Some suggestions for research on entrepreneurial traits and characteristics. *Entrepreneurship Theory and Practice*, 14 (1): 27-38.

Gartner, William B., Terence R. Mitchell, and Karl H. Vesper. (1989). A taxonomy of new business ventures. *Journal of Business Venturing*, 4 (3): 169-186.

Miller, Alex, William B. Gartner, and Robert Wilson. (1989). Entry order and its relationship to market share and competitive advantage: A study of new corporate ventures. *Journal of Business Venturing*, 4 (3): 197-210.

Katz, Jerome and William B. Gartner. (1988). Properties of emerging organizations. *Academy of Management Review*, 13 (3): 429-441.

(Reprinted in (2000) Scott Shane (Ed.). *The Foundations of Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

(Reprinted in (2002) Norris Kreuger (Ed.). *Entrepreneurship*. London: Routledge.)

(Reprinted in (2006) Per Davidsson (Ed.) *New Firm Start-ups*. Cheltenham, UK: Edward Elgar Publishing.)

(Reprinted in (2012) Landström, Hans. and Lohrke, Franz T. (Eds). *Intellectual Roots of Entrepreneurship Research*. Cheltenham, UK: Edward Elgar Publishing.)

(2013 Foundational Paper Award, Entrepreneurship Division, Academy of Management)

Gartner, William B. (1988). Who is an entrepreneur? Is the wrong question. *American Journal of Small Business*, 12 (4): 11-32.

(Reprinted in (1989) *Entrepreneurship Theory and Practice*, 13 (4): 47-68, as 1988 Best Article Award)

(Reprinted in Fred Maidment (Ed.) *Annual Editions: Management. 1991/92, + 1993/94*, Guilford, CT: Dushkin Publishing Group)

(Reprinted in (2000) Paul Westhead and Michael Wright (Eds.). *Advances in Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

(Reprinted in (2002) Norris Kreuger (Ed.). *Entrepreneurship*. London: Routledge.)

(Reprinted in (2013) Héctor O. Rocha , David B. Audretsch & Julian Birkinshaw (Eds.) *Concepts of Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing)

Gartner, William B. (1987). A pilgrim's progress. *New Management*, 4 (4): 4-7.

Gartner, William B. (1986). The Oz in organization. *New Management*, 4 (1): 14-21.

Anderson, Roger L. and William B. Gartner. (1985). When robots and people work together. *Robotics*, 1 (2): 69-76.

Gartner, William B. (1985). Did River City really need a boy's band? *New Management*, 3 (1): 28-34.

(1985 Best Article Award in *New Management*).

Gartner, William B. (1985). Entrepreneur or self made? In *Business*, 7 (3): 55-57.

Gartner, William B. (1985). A framework for describing and classifying the phenomenon of new venture creation. *Academy of Management Review*, 10 (4): 696-706.

(Reprinted in *Entrepreneurship*. Sue Birley (Ed.) Aldershot, UK: Ashgate. 1998).

(Reprinted in (2000) Paul Westhead and Michael Wright (Eds). *Advances in Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

(Reprinted in (2000) Scott Shane (Ed.). *The Foundations of Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing.)

(Reprinted in (2005) Van der Horst, Rob, King-Kauanui, Sandra and Susan Duffy (Eds.).

*Keystones of Entrepreneurship Knowledge*. Mauldin, MA: Blackwell Publishing, Inc, pp. 68-82.)

(Reprinted in (2012) Landström, Hans. and Lohrke, Franz T. (Eds). *Intellectual Roots of Entrepreneurship Research*. Cheltenham, UK: Edward Elgar Publishing.)

## 2. Books

Thompson, Neil A., Verduijn, Karen & William B. Gartner (2021). *Entrepreneurship-as-practice: Grounding contemporary theories of practice into entrepreneurship studies*. Milton Park, UK: Taylor and Francis.

Allen, Matt R. & William B. Gartner (2021). *Family Entrepreneurship - Insights from Leading Experts on Successful Transgenerational Entrepreneurial Families*. New York: Palgrave MacMillan.

Gartner, William B. & Bruce T. Teague (2020). *Research handbook on entrepreneurial behavior, practice and process*. Cheltenham, UK: Edward Elgar Publishing.

Fayolle, Alain, Landstrom, Hans, Gartner, William B. & Karin Berglund (2018). *Institutionalization of Entrepreneurship Research*. Milton Park, UK: Taylor and Francis.

Welter, Friederike & William B. Gartner (2016). *A Research Agenda for Entrepreneurship and Context*. Cheltenham, UK: Edward Elgar Publishing.

Gartner, William B. (2016). *Entrepreneurship as Organizing: Selected Papers of William B. Gartner*. Cheltenham, UK: Edward Elgar Publishing.

Gartner, William B. (2010). *ENTER: Entrepreneurial Narrative Theory Ethnomethodology and Reflexivity*. (Ed.) Clemson, SC: Clemson University Digital Press.

Gartner, William B. and Marlene G. Bellamy (2009) *Enterprise*. Cincinnati, OH: Cengage / South-Western Publishing.

Gartner, William B. and Marlene G. Bellamy (2008) *Creating the Enterprise*. Cincinnati, OH: Thomson / South-Western Publishing.

Gartner, William B., Shaver, Kelly G., Carter, Nancy M. and Paul D. Reynolds. (2004) *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications.

## 3. Book Chapters

Teague, Bruce T. & William B. Gartner (2023). An Expertise Approach to Entrepreneurship Education, in A.C. Corbett, L. D. Marino, & G.A. Alsos (Eds.) *Research on Entrepreneurship Education: Evolution and Future*. Bingley, UK: Emerald Publishing, pp. 91-109.

Poldner, Kim, Grau-Sarabia, Monica., & William B. Gartner, (2022). Women's entrepreneurship practices of context and sustainability. In Severin Le Loame-Lemaire, Candida Brush, Andrea Calabro

and Adnane Maalaoui (Eds.) *Women, Family and Family Businesses Across Entrepreneurial Contexts*. Cheltenham, UK: Edward Elgar Publishing, pp. 206-232.

Gartner, William B. (2022). Forward. In Neil A. Thompson, Orla Byrne, Anna Jenkins and Bruce T. Teague (Eds.) *Research Handbook on Entrepreneurship as Practice*. Cheltenham, UK: Edward Elgar Publishing, pp. ix-xi.

Allen, Matt R. & William B. Gartner (2021). The Secrets of Successful Entrepreneurial Families: Insights from the World's Leading Experts on Multi-Generational Entrepreneurial Families. In M. R. Allen & W. B. Gartner (Eds.) *Family Entrepreneurship - Insights from Leading Experts on Successful Transgenerational Entrepreneurial Families*. New York: Palgrave MacMillan, pp. 1-4.

Crosina, Eliana & William B. Gartner (2021). Managing legacy, achievement and identity in entrepreneurial families. In Matt R. Allen & William B. Gartner (Eds.) *Family Entrepreneurship - Insights from Leading Experts on Successful Transgenerational Entrepreneurial Families*. New York: Palgrave MacMillan, pp. 35-48.

Gartner, William B. (2021). Five Strangers. In Heidi M. Neck, Candida G. Brush & Patrica G. Greene (Eds.) *Teaching Entrepreneurship: A Practice Based Approach (Volume Two)*. Cheltenham, UK: Edward Elgar Publishing, pp. 366-372.

Gartner, William B., Ellborg, Katarina & Tina Kiefer (2021) What does entrepreneurship mean to you? Using 'Implicit Entrepreneurship Theory' in the classroom. In Charles H. Matthews & Eric Liguori (Eds.) *Annals of Entrepreneurship Education and Pedagogy – 2021* (Vol. 4). Cheltenham, UK: Edward Elgar Publishing, pp. 356-360.

Lubinski, C. and Gartner, W. B. (2020). Integrating historical methods and perspectives in family business research. In A. Calabro, (Ed.) *A Research Agenda for Family Business*. Cheltenham, UK: Edward Elgar Publishing, pp. 29-60.

Radu-Lefebvre, M., Lefebvre, V., Clarke, J, and Gartner, W. B. (2020). Entrepreneurial legacy: How narratives of the past, present and future affect entrepreneurship in business families. In A. Calabro, (Ed.) *A Research Agenda for Family Business*. Cheltenham, UK: Edward Elgar Publishing, pp. 73-86.

Gartner, William B. and Bruce T. Teague (2020). Introduction. In Gartner, W. B. and B. T. Teague (Eds.) *Research handbook on entrepreneurial behavior, practice and process*. Cheltenham, UK: Edward Elgar Publishing, pp. 1-11.

Teague, Bruce T. and William B. Gartner (2020). Expert skills: Implications for studying the behavior of entrepreneurs. In Gartner, W. B. and B. T. Teague (Eds.) *Research handbook on entrepreneurial behavior, practice and process*. Cheltenham, UK: Edward Elgar Publishing, pp. 12-29.

Dentoni, Domenico, Poldner, Kim, Pascucci, Stefano & William B. Gartner (2018). Consumer entrepreneurship: What is it? When, how and why does it emerge? In Corbett, A.C. and Katz, J.A. (Ed.) *Hybrid ventures: Perspectives and Approaches to Blended Value Entrepreneurship. Advances in Entrepreneurship, Firm Emergence and Growth* 19, pp. 187-218.

Teague, Bruce T. & William B. Gartner (2017). Towards a theory of entrepreneurial behavior. In Ahmetoglu, G., Chamorro-Premuzic, T., Klinger, B., Karcisky, T. (Eds.) *The Wiley Handbook of Entrepreneurship*. Chichester: John Wiley & Sons, pp. 71-93.

Gartner, William B., Teague, Bruce T., Baker, Ted. & R. Daniel Wadhwani (2016) A brief history of the idea of opportunity. In C. Leger-Jarniou & S. Tegtmeier (Eds). *Research Handbook on Entrepreneurial Opportunities*. Cheltenham, UK: Edward Elgar Publishing, pp. 45-67.

Welter, Friederike, Gartner, William B. and Mike Wright (2016). The context of contextualizing contexts. In Welter, Friederike & William B. Gartner (Eds). *A Research Agenda for Entrepreneurship and Context*. Cheltenham, UK: Edward Elgar Publishing, pp. 1-15.

Gartner, William B. (2016). Narrating context. In Welter, Friederike & William B. Gartner (Eds). *A Research Agenda for Entrepreneurship and Context*. Cheltenham, UK: Edward Elgar Publishing, pp. 146-155.

Welter, Friederike and William B. Gartner (2016). Advancing our research agenda for entrepreneurship and contexts. In Welter, Friederike & William B. Gartner (Eds). *A Research Agenda for Entrepreneurship and Context*. Cheltenham, UK: Edward Elgar Publishing, pp. 156-160.

Gartner, William B. (2016). Anecdotes of destiny. In Audretsch, David B. & Erik E. Lehmann (Eds). *The Routledge Companion to the Makers of Modern Entrepreneurship*. London / New York: Routledge, pp. 130 – 145.

Gartner, William B. (2015). Forward. In Ted Baker and Friederike Welter (Eds.), *The Routledge Companion to Entrepreneurship*. New York: Routledge, pp. xxi – xxiii.

Gartner, William B. (2014). Organizing entrepreneurship (research). In Alain Fayolle (Ed.) *Handbook of Research in Entrepreneurship*. Cheltenham, UK: Edward Elgar, pp. 13-22.

Gartner, William B. (2014). Notes towards a theory of entrepreneurial possibility. In Elizabeth Chell and Mine Karatas-Ozkan (Eds.) *Handbook of Research in Small Business and Entrepreneurship*. Cheltenham, UK: Edward Elgar, pp. 25-37.

Gartner, William B. (2012). Entrepreneurship as organization creation. In Daniel Hjorth (Ed.) *Handbook of Organizational Entrepreneurship*, Cheltenham, UK: Edward Elgar, pp. 21-30.

Hjorth, Daniel and William B. Gartner (2012). Moving and being moved: Ideas, perspectives and 59 theses on entrepreneurial leadership. In Daniel Hjorth (Ed.) *Handbook of Organizational Entrepreneurship*, Cheltenham, UK: Edward Elgar, pp. 362-377.

Gartner, William B. and Jainwen (Jon) Liao (2012). Risk takers and taking risks. In David Bodde and Caron St. John (Eds.) *Chance and Intent*. London: Routledge, pp. 19-34.

Gartner, William B. (2011). Re-imagining *The Achieving Society* In Kevin D. Hindle and Kim Klyver (Eds.) *Handbook of New Venture Creation Research*. Cheltenham, UK: Edward Elgar, pp. 72-82.

Gartner, William B. (2010). An entrepreneurial jeremiad. In William B. Gartner (Ed.) *ENTER: Entrepreneurial Narrative Theory Ethnomethodology and Reflexivity*. Clemson, SC: Clemson University Digital Press, pp. 1-14.

Gartner, William B., Carter, Nancy M. and Paul D. Reynolds. (2010) Entrepreneurial behavior

and firm organizing processes.” In Acs, Z. J. & Audretsch, D. B. (Eds.) *Handbook of Entrepreneurship Research, 2<sup>nd</sup> Edition*. Boston: Kluwer Academic Publishers, pp. 99-128.

(Reprinted in (2013) Héctor O. Rocha , David B. Audretsch & Julian Birkinshaw (Eds.) *Concepts of Entrepreneurship*. Cheltenham, UK: Edward Elgar Publishing)

Honig, Benson, Liao, Jianwen (Jon), and William B. Gartner (2009) Institutional isomorphism, business planning and business plan revision: The Differential impact on teams and solo entrepreneurs. In Paul D. Reynolds & Richard T. Curtin (Eds.) *New Firm Creation in the U.S.: Initial Explorations with the PSED II Date Set*. New York: Springer, pp. 137-156.

Gartner, William B., Frid, Casey F., Alexander, John C., and Nancy M. Carter (2009). Financing the Emerging Firm: Comparing PSEDI and PSEDII. In Paul D. Reynolds & Richard T. Curtin (Eds.) *New Firm Creation in the U.S.: Initial Explorations with the PSED II Date Set*. New York: Springer, pp. 185-216.

Gartner, William B. (2009). Thirteen ways of looking at entrepreneurship. In D. Hjorth, D. & C. Steyaert (Eds.) *The Politics and Aesthetics of Entrepreneurship*. Cheltenham, UK: Edward Elgar, pp. 10, 30, 54, 71, 91, 112, 128, 147, 161, 179, 201, 220, 229.

Gartner, William B. and Jianwen (Jon) Liao (2007). Pre-venture planning. In C. Moutray (Ed.) *The Small Business Economy for Data Year 2006: Report to the President*. Washington, DC: U. S. Small Business Administration Office of Advocacy, pp. 212-264.

Carter, Nancy M, Gartner, William B., Shaver, Kelly G., and Patricia G. Greene (2007). The career reasons of minority nascent entrepreneurs. In M. F. Ozbiligin and A. Malach-Pines (Eds.) *Career Choice in Management and Entrepreneurship: A Research Companion*. Cheltenham, UK: Edward Elgar, pp. 433-463.

Gartner, William B. and Candida B. Brush. (2007). Entrepreneurship as organizing: Emergence, newness and transformation. In Tim Habbershon & Mark Rice (Eds.) *Praeger Perspectives on Entrepreneurship, Volume 3*. Westport, CT: Praeger Publishers, pp. 1-20.

Gartner, William B. (2006). A “Critical Mess” approach to entrepreneurship scholarship. In A. Lundstrom & S. Halvarsson (Eds.) *Entrepreneurship Research: Past Perspectives and Future Prospects, Foundations and Trends in Entrepreneurship*, Vol. 2 (3): 73-82.

Gartner, William B. (2006). Entrepreneurship, psychology and the “Critical Mess.” In J. Robert Baum, Michael Frese & Robert A. Baron (Eds.) *The Psychology of Entrepreneurship*. Mahwah, NJ: Lawrence Erlbaum Associates, Inc, pp. 325-334.

Gartner, William B. (2004). Achieving “Critical Mess” in entrepreneurship scholarship.” In J. A. Katz & D. Shepherd (Eds.), *Advances in Entrepreneurship, Firm Emergence, and Growth*. Greenwich, CT: JAI Press. 7, pp. 199-216.

Gartner, William B. and Kelly G. Shaver. (2004). Opportunities as attributions: The enterprise-serving bias. In John E. Butler (Editor). *Research in Entrepreneurship and Management: Opportunity Identification and Entrepreneurial Behavior, Volume 4*. Greenwich, CT: IAP, pp. 29-46.

Gartner, William B., Carter, Nancy M. and Paul D. Reynolds. (2004) Business startup activities. In Gartner, William B., Shaver, Kelly G., Carter, Nancy M. and Paul D. Reynolds. (Editors). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 285-298.

Carter, Nancy M., Gartner, William B. and Kelly G. Shaver. (2004). Career reasons. In Gartner, William B., Shaver, Kelly G., Carter, Nancy M. and Paul D. Reynolds. (Editors). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 142-152.

Carter, Nancy M., Gartner, William B. and Paul D. Reynolds. (2004). Firm founding. In Gartner, William B., Shaver, Kelly G., Carter, Nancy M. and Paul D. Reynolds. (Editors). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 311-323.

Carter, Nancy M., Reynolds, Paul D. and William B. Gartner (2004). Perceptions of entrepreneurial climate. In Gartner, William B., Shaver, Kelly G., Carter, Nancy M. and Paul D. Reynolds. (Editors). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 412-420.

Gartner, William B. (2004). The edge defines the (w)hole: Saying what entrepreneurship is (not). In Steyaert, C & Hjorth, D. (Eds.) *Narrative and Discursive Approaches in Entrepreneurship*. London: Edward Elgar, pp. 245-254.

Gartner, William B., Carter, Nancy M. and Gerald E. Hills (2003). The language of opportunity. In Steyaert, C & Hjorth, D. (Eds.) *New Movements in Entrepreneurship*. London: Edward Elgar, pp. 103-124.

Gartner, William B., and Nancy M. Carter. (2003) Entrepreneurial behavior and firm organizing processes." Acs, Z. J. & Audretsch, D. B. (Eds.) *Handbook of Entrepreneurship Research*. Boston: Kluwer Academic Publishers, pp. 195-221. (128)

Gartner, William B. (1995). Commentary on journal ranking in naciroma ritual" In Shrivastava, et. al. (Eds.) *Advances in Strategic Management*. 12A, pp. 43-48.

Gartner, William B. (1994). Where's entrepreneurship? Finding the definitive definition." In Gerald E. Hills (Ed.), *Marketing and Entrepreneurship: Research Ideas and Opportunities*. Westport, CN: Quorum Books, pp. 25-34.

Gartner, William B. and William D. Bygrave (1994). Venture capital. In Dennis E. Logue (Ed.), *Handbook of Modern Finance*, (3rd ed.). Boston: Warren, Gorham & Lamont, Chapter D5, pp. 1-40.

Gartner, William B. and Jennifer A. Starr. (1993). The nature of entrepreneurial work. In Sue Birley and Ian C. MacMillan (Eds.), *Entrepreneurship Research: Global Perspectives*. Amsterdam: North-Holland, pp. 35-67.

Gartner, William B. and William D. Bygrave. (1990). Venture capital. In Dennis E. Logue (Ed.), *Handbook of Modern Finance, 1990 Update*. Boston: Warren, Gorham & Lamont, Chapter 29, pp. 1-22.

Gartner, William B. (1990). Venture capital. In Dennis E. Logue (Ed.), *Handbook of Modern Finance*, (2nd ed.). Boston: Warren, Gorham & Lamont, Chapter 29, pp. 1-22.

Gartner, William B. (1988). Venture capital. In Dennis E. Logue (Ed.), *Handbook of Modern Finance*, 1987 Update. Boston: Warren, Gorham & Lamont, Chapter 35, pp. A1-A26.

Gartner, William B. (1984). Conclusion: Free enterprise and entrepreneurship." In Neil H. Snyder (Ed.), *The American Free Enterprise System: Its Foundations and Prospects*, Charlottesville, VA: University of Virginia, pp. 81-88.

#### **4. Refereed Proceedings**

William B. Gartner and Amy E. Ingram (2013). What do entrepreneurs talk about when they talk about failure? *Frontiers of Entrepreneurship Research 2013*. Wellesley, MA: Babson College.

William B. Gartner and Ted Baker. (2010). A plausible history and exploration of Stevenson's definition of entrepreneurship. *Frontiers of Entrepreneurship Research 2010*. pp. 142-156. Wellesley, MA: Babson College.

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). In Eddy Laveren & Hans Crinjs (Eds.) *RENT XX – Research in Entrepreneurship and Small Business*. EIASM, pp. 1-22.

Gartner, William B. and Nancy M. Carter. (2002). The demography of opportunity: Some preliminary analyses and results. In G.E. Hills, D. J. Hansen, G. T. Solomon and E. K. Winslow (Eds.) *Research at the Marketing/Entrepreneurship Interface*. Chicago: The University of Illinois at Chicago, pp. 2-10.

Carter, Nancy M., William B. Gartner and Patricia G. Greene. (2002). The career reasons of minority nascent entrepreneurs." In Nagao, Dennis H. (Ed.), *Academy of Management Best Papers Proceedings: 2002*. pp. ENT D1-D6. Academy of Management National Meeting, Denver, August.

Gartner, William B., Shaver, Kelly G. and Elizabeth J. Gatewood (2000). Doing it for yourself: Career attributions of nascent entrepreneurs. Reynolds, P. D., Autio, E., Brush, C. G., Bygrave, W. D., Manigart, S., Sapienza, H. J. & Shaver, K. G. *Frontiers of Entrepreneurship Research 2000*. pp. 13-24. Wellesley, MA: Babson College.

(U.S. National Federation of Independent Business Best Paper Award Winner)

Shaver, Kelly G., William B. Gartner, Elizabeth J. Gatewood, and Lynn H. Vos. (1996). Psychological factors in success at getting into business." Reynolds, P. D., Birley, S., Butler, J. E., Bygrave, W. D., Davidsson, P., Gartner, W. B. & McDougall, P. P. *Frontiers of Entrepreneurship Research 1996*. pp. 77-90. Wellesley, MA: Babson College.

Carter, Nancy M., William B. Gartner, and Paul D. Reynolds. (1995). Exploring startup event sequences. Bygrave, W. D., Bird, B. J., Birley, S. Churchill, N. C., Hay, M., Keeley, R. H. & Wetzel, W. E. *Frontiers of Entrepreneurship Research 1995*. pp. 118-133. Wellesley, MA: Babson College.

Gartner, William B., Jennifer A. Starr, and Jon P. Goodman. (1994). The value of content analysis for developing venture screening skills." In Bygrave, W. D., Birley, S. Churchill, N. C., Gatewood, E., Hoy, F., Keeley, R. H. & Wetzel, W. E. *Frontiers of Entrepreneurship Research 1994*. pp. 630-644. Wellesley, MA: Babson College.

Gartner, William B., Elizabeth J. Gatewood, and Kelly G. Shaver. (1991). Reasons for starting a business, not-so-simple answers to simple questions." In G. E. Hills and R. W. Laforge (Eds.) *Research at the Marketing/Entrepreneurship Interface*, pp. 90-101. Chicago: University of Illinois at Chicago.

Gartner, William B. and Robert J. Thomas. (1989). Factors which influence a new firm's ability to accurately forecast new product sales. In R. H. Brockhaus, Sr., N. C. Churchill, J. A. Katz, B. A. Kirchhoff, K. H. Vesper, and W. E. Wetzel (Eds.), *Frontiers of Entrepreneurship Research*, pp. 408-421. Wellesley, MA: Babson College.

Miller, Alex, William B. Gartner, and Robert Wilson. (1988). Entry order and its relationship to market share and competitive advantage: A study of new corporate ventures. In F. Hoy (Ed.), *Best Papers Proceedings: 1988*, pp. 64-68. Academy of Management National Meeting, Anaheim, August.

Gartner, William B. and Robert J. Thomas. (1988). An exploration of the methods used by new firms to estimate future sales." In B. A. Kirchhoff, W. A. Long, W. E. McMullan, K. H. Vesper, & W. E. Wetzel (Eds.), *Frontiers of Entrepreneurship Research*, pp. 461-476. Wellesley, MA: Babson College.

Duchesneau, Donald A. and William B. Gartner. (1988). A profile of new venture success and failure in an emerging industry. In B. A. Kirchhoff, W. A. Long, W. E. McMullan, K. H. Vesper, & W. E. Wetzel (Eds.), *Frontiers of Entrepreneurship Research*, pp. 372-386. Wellesley, MA: Babson College.

Miller, Alex, William B. Gartner, and Robert Wilson. (1987). Entry strategies in emerging and mature industries." In Churchill, N. C., Hornaday, J. A., Kirchhoff, B. A., Krasner, O. J. and Vesper, K. H. (Eds.), *Frontiers of Entrepreneurship Research*, pp. 496-509. Wellesley, MA: Babson College.

Gartner, William B. (1984). Problems in business startup: The relationships among entrepreneurial skills and problem identification for different types of new ventures." In J. A. Hornaday, F. Tarpley, Jr., J. A. Timmons, and K. H. Vesper (Eds.) *Frontiers of Entrepreneurship Research*, pp. 496-512. Wellesley, MA: Babson College.

Anderson, Roger L. and William B. Gartner. (1984). When robots and people work together *Proceedings, 14th International Symposium on Industrial Robots, and Robots 8*, pp. 15-22 - 15-33. Dearborn, MI: Robotics International.

Gartner, William B. (1983). Entry strategies in an emerging industry: Automobile manufacturers, 1895-1915. In K. H. Chung (Ed.), *Academy of Management Proceedings*, pp. 413-416.

Gartner, William B., and Kenneth J. Burger. (1983). Entry strategies in the robotics industry. In J. A. Hornaday, J. A. Timmons, and K. H. Vesper (Eds.), *Frontiers of Entrepreneurship Research*, pp. 118-138. Wellesley, MA: Babson College.

## **5. Book and Film Reviews**

Gartner, William B. (2016). Ten haikus on 'The Internet's Own Boy.' *M@N@GEMENT*. 18 (5): 370.

Gartner, William B. (2007) Promises to keep: A commentary on "New Firm Creation in the United States" by Paul Reynolds, *Foundations and Trends in Entrepreneurship*, 3 (1).

Gartner, William B. (1995). "Readers are Reading." A Book Note on *Entrepreneurship, Management, and the Structure of Payoffs* by William J. Baumol. Cambridge, MA: The MIT Press, 1993. *Academy of Management Review* 20 (3): pp. 758.

Gartner, William B. (1993). Can't see the trees for the forest. A Review of the Film *The Man Who Planted Trees*, directed by Frederick Back. *Journal of Management Education*. 17 (2), pp. 269-274.

Gartner, William B. (1991). *Leadership is an Art*, by Max DePree. *Human Resource Planning*. 14 (1), pp. 74-76.

Gartner, William B. (1990). To live: The obligation of individuality. A Review of the Film *Ikiru*, directed by Akira Kurosawa. *The Organizational Behavior Teaching Review*, 14 (2), pp. 138-143.

Gartner, William B. (1989). *Inventors at Work*, by Kenneth A. Brown. *Academy of Management Executive*, 3 (3), pp. 254-255.

Gartner, William B. (1988). *Innovating to Compete*, by Richard W. Walton. *Academy of Management Executive*, 2 (3), pp. 248-251.

Gartner, William B. and James Naughton. (1988). *Out of the Crisis*, by W. Edwards Deming; *The Deming Management Method*, by Mary Walton; *The Deming Route to Quality and Productivity: Roadmaps and Roadblocks*, by William W. Scherkenbach; *The Keys to Excellence: The Story of the Deming Philosophy*, by Nancy Mann; *Deming Guide to Achieving Quality and Competitive Position*, by Howard W. Gitlow and Shelly J. Gitlow. *Academy of Management Review*, 13 (1), pp. 138-143.

Revised and Reprinted in J. L. Pierce and J. W. Newstrom (Eds.), *The Manager's Bookshelf: A Mosaic of Contemporary Views (2nd ed.)*, pp. 310-315. New York: Harper and Row, 1990.

Gartner, William B. (1987). *Innovation and Entrepreneurship*, by Peter Drucker. *Academy of Management Review*, 12 (1), pp. 172-175.

Gartner, William B. (1985). *Competitive Strategy and Competitive Advantage*, by Michael E. Porter. *Academy of Management Review*, 10 (4), pp. 873- 875.

Gartner, William B. (1984). *Organizational Systematics*, by Bill McKelvey. *Academy of Management Review*, 9 (4), pp. 768-769.

## 6. Cases

Gartner, William B. and Ann Hojbjerg Clarke (2012). Man on the moon – A business case competition in a global company. In Suna Lowe Nielsen, Kim Klyver, Majbritt Rostgaard Evald and Torben Bager *Entrepreneurship in Theory and Practice: Paradoxes in Play*. Cheltenham, UK: Edward

Elgar, pp. 178-182.

Gartner, William B. (1994). "OXO (A) + (B)" and "Advanced Housewares, Inc." [OXO (A) Disguised Version]. Cases published by the Corporate Design Foundation.

(Reprinted in: Kathleen Allen, (1995). Launching New Ventures: An Entrepreneurial Approach. Chicago, IL: Upstart Publishing Company, pp. 275-279 + 390-401.)

Gartner, William B. (1993). "C. T. Chew"

Gartner, William B. (1984). "Crutchfield Corporation." Case commissioned for the McIntire Commerce Invitational National Undergraduate Business Competition, February.

Gwin, John, Robert Kemp, and William B. Gartner. (1983). "Marriott Corporation." Case commissioned for the McIntire Commerce Invitational National Undergraduate Business Competition, February.

(Reprinted in: Les Digman, (Ed.) Strategic Management and Policy, BPI, 1985; and in James Donnell and J. Paul Peter. (Eds.) Marketing Management: Knowledge and Skills. BPI, 1985.)

Gartner, William B. (1982). "Willet Creek University." Case commissioned by the National Council of Graduate Schools, New Graduate Deans Workshop, July.

#### OTHER PAPERS, SELECTED PRESENTATIONS, AND PUBLICATIONS

Schaper, Anna-Katharina and William B. Gartner (2023). A study of family helpers of Chinese Women Entrepreneurs. Paper presented at the National Academy of Management Meeting, Boston, August 4-8, 2023. (Best Student Paper on DEI and Entrepreneurship).

Randolph, Angela, Jno-Charles, Alisa and William B. Gartner (2023). The Influence of Parenting Roles and Styles on Subsequent Entrepreneurial Behavior in Adolescents. Paper presented at the National Academy of Management Meeting, Boston, August 4-8, 2023.

Schaper, Anna-Katharina, Gartner, William B. & Friederike Welter (2023). A study of family helpers of Chinese Women Entrepreneurs. Paper presented at 15<sup>th</sup> Diana International Research Conference, Boston, June 3 – 6, 2023. (Runner-up for Best Paper by a Junior Scholar)

Singaram, Raja, Kraaijenbrink, Jeroen & William B. Gartner (2021). Ending on a high note or perpetuating commitment? Exploring founder exit in social business ventures. Paper presented in the Entrepreneurship Division Sessions at the National Academy of Management Online Conference, July 29 – August 4, 2021. <https://doi.org/10.5465/AMBPP.2021.11077abstract>

Gartner, William B. & Patricia J. Guinan (2021). Family entrepreneuring in the film “Joy.” Paper Presented in Subsection 51 of the European Group for Organization Studies (EGOS) Online Conference, Amsterdam, July 8-10, 2021.

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 5<sup>th</sup> 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 7<sup>th</sup> 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 7<sup>th</sup> 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: 8<sup>th</sup> 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." 3<sup>rd</sup> 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 15<sup>th</sup> 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 10<sup>th</sup> 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, Benyamin 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, Benyamin 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 15<sup>th</sup> 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, Fountainebleau, 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" 1<sup>st</sup> 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 Gauling 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)

##### *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 –

Special Issue Editor, “Rural entrepreneurship in times of transformation,” 2021 –

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,” 11 (3) 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,” 2020-2023.

*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 -

*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.