

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, 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 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) 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

Thompson, Neil A., Verduijn, Karen & William B. Gartner (in press). Entrepreneurship-as-practice: Grounding contemporary theories of practice into entrepreneurship studies. *Entrepreneurship and Regional Development*.

Wadhvani, 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*. 1-17: <https://doi.org/10.1002/sej.1346>

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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.

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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.

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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.

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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.

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

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(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)

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

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2. Books

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

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.

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

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3. Book Chapters

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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.

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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

- 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; 1993-1996; 1996-1998
AMR Best Article Award Selection Committee (1993), Chairperson (1996)

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," 2017

Entrepreneurship Research Consortium, Executive Committee, 1995 – 2002

Entrepreneurship: Theory and Practice

Editorial Review Board, 1988-1998; 2005-
 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 -

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,” 2018

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-
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-

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” - 2019

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-
Special Issue Editor, “Historical Approaches to Entrepreneurship Research: Investigating
Context, Time and Change in Entrepreneurial Processes,” 2016