

# ANDREEA N. KISS

College of Business  
Lehigh University  
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## EDUCATION

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|--------------|--|-------------|
| <b>Ph.D.</b> | <b>GEORGIA STATE UNIVERSITY, Atlanta, GA</b><br>J. Mack Robinson College of Business<br>Business Administration ( <i>Strategic Management and Entrepreneurship</i> )<br>Dissertation advisor: Pamela S. Barr | <b>2010</b> |
| <b>M.A.</b>  | <b>BABES BOLYAI UNIVERSITY, Cluj-Napoca, Romania</b><br>International Business   | <b>2005</b> |
| <b>B.A.</b>  | <b>BABES BOLYAI UNIVERSITY, Cluj-Napoca, Romania</b><br>International Business   | <b>2002</b> |

## ACADEMIC WORK EXPERIENCE

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### LEHIGH UNIVERSITY

College of Business (AACSB accredited)  
*Associate Professor (with tenure), 2018 – to date*

### IOWA STATE UNIVERSITY

College of Business (AACSB accredited)  
*Associate Professor (with tenure), 2016 – 2018*  
*Assistant Professor (tenure track), 2013 – 2016*

### UNIVERSITY OF GRONINGEN, The Netherlands

Faculty of Economics and Business (AACSB accredited)  
*Assistant Professor (tenure track), 2010 – 2013*

## NON-ACADEMIC WORK EXPERIENCE

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### Start-up experience

**Eximtur Travel Agency, Cluj-Napoca, Romania (Own family-run business)**

*Travel and ticketing agent, June 1997 - September 2002*

*Tour guide, June 1998 - September 1998*

### Corporate experience

**Siemens, North America Division, Iselin, NJ**

*Graduate Training Program in Management and Business Administration, October 2002 - April 2004*

**BRD - Societe Generale Bank, Cluj-Napoca, Romania**

*Intern, June 2000 - July 2000*

## Non-profit organization

National Association of International Educators (NAFSA), Washington, DC

Intern, July 2001 - November 2001

## PUBLICATIONS: BOOK CHAPTERS

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**Kiss, A.N.** King, D.R. (2020). Family business education in multiple generation family businesses. In *The Global Nature of Organizational Science Phenomena: Sociocultural, Environmental, and Political Context Perspectives on International Organizational Behavior Issues*. Edited by A. Akande, B. Adetoun, & M. Adewuyi. *Nova Science Publishers*

**Kiss, A. N.**, Beugelsdijk, S. (2013). How is entrepreneurship studied in international business? In *The Routledge Companion to International Management Education*. Edited by D. Tsang, H. Kazeroony, G. Ellis. *Routledge*, 104-117.

## PUBLICATIONS: PEER-REVIEWED JOURNALS

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**Kiss, A.N.**, Cortez A. F\*<sup>^</sup>, and Herrmann, P. CEO proactiveness, innovation, and firm performance: *Leadership Quarterly – special issue on Strategic Leadership and Strategic Management*– Accepted for publication in March 2021

**Kiss A.N.**, Libaers, D., Barr, P.S., Tang, W., Zachary, M. (2020). CEO cognitive flexibility, information search, and organizational ambidexterity. *Strategic Management Journal* 41(12), 2200-2233.

**Kiss A. N.**, Danis, W. M., Nair, S., Suddaby, R (2020). Accidental tourists? A cognitively anchored exploration of serendipitous foreign market entries. *International Small Business Journal* 38(2), 65-89.  
*Lead article*

**Kiss, A. N.**, Fernhaber, S., McDougall-Covin, P. (2018). Slack, innovation, and export intensity: Implications for SMEs. *Entrepreneurship Theory and Practice* 42(5), 671-697.  
*Best Paper Award, Academy of International Business Conference, CEE Chapter, Prague 2016*

**Kiss, A. N.**, Barr, P. S. (2017). New product development strategy implementation duration and new venture performance: A contingency-based perspective. *Journal of Management*, 43(4), 1185-1210. (first published online in 2014)

**Kiss, A. N.**, Barr, P. S. (2015). New venture strategic adaptation: The interplay of belief structures and industry context. *Strategic Management Journal*, 36(8), 1245-1263.

**Kiss, A. N.**, Williams, D.W., Houghton, S. M (2013). Risk bias and the link between motivation and new venture post-entry international growth. *International Business Review*, 22(6), 1068-1078.

**Kiss, A. N.**, Danis W. M., Cavusgil, S. T. (2012). International entrepreneurship research in emerging economies: A critical review and research agenda. *Journal of Business Venturing*, 27(2), 266-290.  
*One of the Top 10 most cited articles published in the Journal of Business Venturing since 2011*  
*One of the Top 15 most downloaded articles at the Journal of Business Venturing – 2012*

**Kiss, A. N.**, Danis, W. M. (2010). Network composition and speed of new venture internationalization during economic transition: A theoretical model. *The Journal of International Entrepreneurship*, 8(3), 273-287.

**Kiss, A. N.**, Danis, W. M. (2008). Country institutional context, social networks and new venture internationalization speed. *European Management Journal, Special Issue on International Entrepreneurship*, 26(6), 388-399.  
*One of the Top 25 most cited articles at the European Management Journal- 2013*

\*shared first authorship

^denotes PhD student

## CONFERENCE PROCEEDINGS

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Minefee, I., Kiss, A.N. Who stays and who goes? The role of reputation in firm's divestment decisions in sanctioned host countries *Academy of Management Proceedings 2019 (1)*.

Kiss A.N., Libaers, D., Barr, P.S Tang, W. CEO cognitive flexibility, information search behaviors, and organizational ambidexterity. *Academy of Management Proceedings 2019 (1)*, 12521.

Snihur Y., Kiss A.N., Barr, P.S. An identity-based perspective on incumbent reaction to business model innovation. Presented at the *Academy of Management Proceedings 2016 (1)*, 11310.

Kiss A. N., Danis, W. M. and Nair, S. (2015). The role of serendipity in international opportunity recognition: A cognitive explanation. *Academy of Management Proceedings 2015 (1)*, 11909.

## HONORS AND AWARDS

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- Best Reviewer Award, Journal of World Business, 2020
- Best Paper Award, Academy of Management Conference, International Management Division, 2019
- Frank L. Magee Distinguished Professorship, Lehigh University, 2021-2024
- Frank L. Magee Distinguished Professorship, Lehigh University, 2018-2021
- Best Reviewer Award, Journal of World Business, 2017
- Best Paper Award, Academy of International Business Conference, CEE Chapter, Prague 2016
- Nominated for university-wide Early Career Teaching Achievement Award, Iowa State University, 2016
- Nominated for college-level Junior Faculty Research Award, Iowa State University, 2016
- Nominated for college-level Junior Faculty Teaching Award, Iowa State University, 2016
- Nominated for college-level Junior Faculty Research Award, Iowa State University, 2015
- Best Reviewer Award, BPS division, Academy of Management Annual Conference, 2012
- Associate Fellow, University of Groningen SOM Research Institute, 2011-2013
- Waino Suojanen Award for Research Excellence, Georgia State University, 2010  
*Presented annually to the PhD student with the most outstanding record of achievement in research by the Managerial Sciences Department at the J. Mack Robinson College of Business*
- Clyde Kitchens/Thoben Elrod/Delta Sigma Pi Doctoral Fellowship for Academic Excellence, 2009  
*Presented annually to the Ph.D. student with the most outstanding academic achievements at the college level at the J. Mack Robinson College of Business*
- BSG Master Professor Teaching Award, 2009  
*Award given by the Business Strategy Game publisher to the top 13 instructors in a worldwide competition which includes more than 4000 registered instructors*
- Certificate of Recognition for Outstanding Teaching Performance, Georgia State University, 2009

## GRANTS (COMPETITIVELY AWARDED)

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- Summer Research Grant, Iowa State University, 2018
- Summer Research Grant, Iowa State University, 2017
- Research Bootstrap Grant, College of Business, Iowa State University, 2016

- Research Bootstrap Grant, College of Business, Iowa State University, 2013
- Babson College Entrepreneurship Research Conference Doctoral Consortium-Kauffman Foundation Grant, 2008
- Herman J. Russel Sr. Center for Entrepreneurship Research Grant, 2007

## EDITOR/EDITORIAL REVIEW BOARD MEMBERSHIP

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- Editorial Board Membership
  - *Journal of Business Venturing*
  - *Journal of World Business*
  - *International Journal of Emerging Markets*
- Associate Editor – *Academy of Management Conference, Managerial and Organizational Cognition Division, 2020*

## REFEREED CONFERENCE PRESENTATIONS

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- Demircan, K., Danis, W., Kiss, A.N. Seeing the world from an outsider’s perspective: Opportunity recognition by immigrant entrepreneurs. Accepted for presentation at the *Academy of Management Conference*, August 2021
- Libaers, D., Canavati, S., Kiss, A.N., Meyer, M. Resource orchestration and academic entrepreneurship: A meta-analysis. Accepted for presentation at the *Babson College Entrepreneurship Research Conference*, June 2021
- Cortes, F. A., Kiss, A.N. Is managerial discretion high in small firms? Insights for strategic leadership. Presented at the *Southern Management Association Conference*, St. Pete Beach, October 2020
- Minefee, I., Kiss, A.N. Who stays and who goes? The role of reputation in firm’s divestment decisions in sanctioned host countries. Presented at the *Academy of Management Conference*, Boston, August 2019
- Kiss A.N., Libaers, D., Barr, P.S., and Tang, W. CEO cognitive flexibility, information search behaviors, and organizational ambidexterity. Presented at the *Academy of Management Conference*, Boston, August 2019
- Minefee, I., Kiss, A.N. Who stays and who goes? The role of reputation in firm’s divestment decisions in sanctioned host countries. Presented at the *Academy of International Business NE Chapter Conference*, Philadelphia, October 2018
- Minefee, I., Kiss, A.N. Who stays and who goes? The role of reputation in firm’s divestment decisions in sanctioned host countries. Presented in the Global Strategy PDW at the *Strategic Management Society Conference*, Paris September 2018 and the *AIB NE Chapter Conference*, Philadelphia, October 2018
- Kiss A.N., Cortez Andres-Felipe, and Herrmann, P. CEO proactive personality, organizational ambidexterity, and firm performance. Presented at the *Southern Management Association Conference*, Tampa, October 2017
- King, D.R., Kiss, A.N. A temporal perspective on family business education. Presented at the *Strategic Management Society Conference*, Berlin, October 2016
- Snihur Y., Kiss A.N., Barr, P.S. An identity-based perspective on incumbent reaction to business model innovation. Presented at the *Academy of Management Conference*, Anaheim, August 2016
- Snihur Y., Kiss A.N. Survival and demise in the bookselling industry: An identity perspective on incumbent reaction to business model innovation. Presented at the *Strategic Management Society Conference*, Denver, October 2015
- Kiss A. N., Danis, W. M. and Nair, S. The role of serendipity in international opportunity recognition: A cognitive explanation. Presented at the *Academy of Management Conference*, Vancouver, August 2015
- Kiss A. N., Danis, W. M. and Nair, S. The role of serendipity in international opportunity recognition. Presented at the *McGill International Entrepreneurship Conference*, Santiago de Chile, Chile, September 2014

- Kiss, A.N., Fernhaber, S. and McDougall, P. The role of resource slack in SME internationalization. Presented at the *Babson College Entrepreneurship Research Conference*, London, Canada, June 2014
- Kiss, A. N., Barr, P. S. The role of cognition in opportunity exploitation. Presented at the *Strategic Management Society Conference*, Atlanta, October 2013
- Kozhikode R. K., Kiss, A. N. Institutional pluralism and new venture legitimacy strategies: A study of linguistic identity choices of Indian newspapers, 1948-2008. Presented at the *Strategic Management Society Conference*, Prague, October 2012
- Kiss, A. N., Barr, P. S. Strategic decision implementation speed and firm performance. Presented at the Annual Meeting of the *Academy of Management*, Boston, August 2012
- Kiss, A. N., Williams, D. W. Houghton, S. M. The role of motivation and risk bias in new venture international growth. Presented at the Annual Meeting of the *Academy of Management*, Boston, August 2012
- Barr, P. S., Kiss, A. N. Attention, opportunistic adaptation, and new venture growth. Presented at the *Organization Science Winter Conference*, Steamboat Springs Colorado, February 2012
- Kiss, A. N., Barr, P. S. Opportunistic adaptation: A process approach to new venture growth. Presented at the *Strategic Management Society Conference*, Miami, November 2011
- Danis W. M., Kiss, A. N., Cavusgil, S. T. International entrepreneurship in emerging economies: A critical review. Presented at the Annual meeting of the *Academy of International Business*, Japan, June 2011
- Kiss, A. N., Barr, P. S. Opportunistic adaptation and new venture growth: Exploring the link between cognition, action and growth. Presented at the Annual Meeting of the *Academy of Management*, Montreal, August 2010
- Kiss, A. N., Barr, P. S., Nag, R. Organizational architecture and corporate adaptation: Exploring the social side of modularity. Presented at the Annual Meeting of the *Academy of Management*, Montreal, August 2010
- Kiss, A. N., Barr, P. S. A contingency view of modularity and identity in corporate adaptation. Presented at the Annual Meeting of the *Academy of Management*, Chicago, August 2009
- Kiss, A. N., Danis, W. M. Country institutional context, social networks and new venture internationalization speed. Presented at the Annual Meeting of the *Academy of Management*, Anaheim, August 2008
- Kiss, A. N., Williams, D., Houghton, S. N. The role and impact of various types of entrepreneurial motivations on venture internationalization outcomes. Presented at the *Babson College Entrepreneurship Research Conference*, Chapel Hill, NC, June 2008
- Kiss, A. N., Danis W. M. Network composition and speed of new venture internationalization during economic transition: A theoretical model. Presented at the *Babson College Entrepreneurship Research Conference*, Madrid, Spain, June 2007
- Kiss, A. N. Making sense of the puzzle: Cognitive categorization in resource reconfiguration. Presented at the Annual Meeting of the *Academy of Management*, Philadelphia, August 2007
- Kiss, A. N., Danis W. M. Strong ties and weak ties in new venture internationalization in transition economies. Presented at the Annual Meeting of the *Academy of Management*, Philadelphia, August 2007

## **INVITED PRESENTATIONS, CONSORTIA, & WORKSHOPS**

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- Lehigh University, College of Business Research Symposium, May 2019
- Northeastern University, Boston MA, Research Seminar, September 2016
- EM Lyon, France – Research Presentation, February 2010
- University of Groningen, The Netherlands – Research Presentation, December 2009

## **PARTICIPATION IN ORGANIZED CONSORTIA & WORKSHOPS**

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Academy of Management ENT Mid-Career Development Consortium, invited participant, August 2016  
Academy of Management Cognition in the Rough PDW, invited participant, August 2015  
Strategic Management Society Conference Paper Session, session chair, October 2015  
Academy of Management Conference Paper Session, session discussant, August 2015  
Academy of Management Caucus on Informal Entrepreneurship in Emerging Markets, co-organizer, August 2012  
Academy of Management ENT Early Career Development Consortium, invited participant, August 2014  
University of Glasgow, Early Career Research Workshop associated with the “High Potential Concepts, Phenomena and Theories in International Entrepreneurship” Conference, invited participant, June 2012  
Academy of Management OMT/MOC Doctoral Student Consortium, August 2009  
Babson College Entrepreneurship Research Conference Doctoral Consortium, invited participant, June 2008  
Babson College Entrepreneurship Research Conference Session, session chair, June 2008  
Doctoral Workshop in International Entrepreneurship, Georgia State University and Georgia Tech, May 2006  
Academy of Management New Doctoral Student Consortium, August 2006  
Atlanta Competitive Advantage Conference, Ambassador, June 2006  
Ohio University - Janus Pannonius University Joint University International Practice Program, invited participant June 1999

## **TEACHING**

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### **Lehigh University**

*Corporate Entrepreneurship and Innovation* (undergraduate) – Spring 2020 to date

*Entrepreneurship and Enterprise* (undergraduate) – Spring 2019 to date

*Integrative Experience* (Capstone MBA course) – Fall 2018, Spring 2019

### **Iowa State University**

*Current Topics in Entrepreneurship Research* (PhD Seminar) – Spring 2018

*Entrepreneurship and Innovation* (undergraduate, university-wide course required for Entrepreneurship minors and majors), Fall 2013 - to date

*Organization Theory* (doctoral seminar, prepared and taught session on “*Managerial cognition and firm strategic adaptation*”), Spring 2016

*International Entrepreneurship* (short online MBA course), Spring 2016

### **University of Groningen**

*International Entrepreneurship* (MSc course), Spring 2013

*Advanced Topics in International Business* (MSc course), Spring 2012

*International Strategic Management* (3rd year course), Fall 2011

*Introduction to International Business*, (1st year course), Fall 2010, 2011, and 2012

*Managing the International Business Organization*, (3rd year course), Fall 2010

### **Georgia State University**

*Strategic Management* (senior undergraduate capstone course), Summer 2008, Fall 2008, Spring 2009; Summer 2009

*Managing People in Organizations* (undergraduate level course), Summer 2006 - Fall 2007

## **PHD STUDENT SUPERVISION**

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2017-2018 Aakash Sapru (Iowa State University) – Entrepreneurship Specialization – still enrolled in the PhD program at ISU

2016-2017 Andres-Felipe Cortes (Iowa State University) – Management Specialization – currently at Sacred Heart University

2011-2013 Jaan Kets (University of Groningen) – International Business & Management Specialization – currently PhD candidate at Free University of Amsterdam and senior lecturer at Hanzehogeschool Groningen

## **HONORS STUDENT SUPERVISION**

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2020-2021 Olivia Abrams (Lehigh University) – Political Science – Honors thesis committee member

## **MASTERS THESIS SUPERVISION (Principal Supervisor) – University of Groningen**

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2013 - 4 students

2012 - 5 students

2011 - 6 students

## **BACHELORS THESIS SUPERVISION (Principal Supervisor) – University of Groningen**

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2012 - 17 students

2010 - 10 students

## **INDEPENDENT STUDY SUPERVISION (Principal Supervisor)**

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2016 – Megan Sweere (ISU) - conducted feasibility analysis for the launch of her own business; competitively accepted in the *ISU Business Accelerator*

2021 – Terry Rakowsky -

## **UNIVERSITY SERVICE**

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### **Lehigh University**

2021 Member Economics Department Q Review Committee

2021 Chair Thun Family Business Chaired Position Search Committee

2021 Member Postdoctoral Research Associate Search Committee

2020 Chair Entrepreneurship Faculty Search Committee

2020-to date Faculty Advisor Management Student Club

2018-to date Chair Entrepreneurship Committee

2018-to date Director and Advisor Entrepreneurship Minor (Inter-Collegiate Program)

2018-2021 Member College of Business Policy Committee

### **Iowa State University**

2017 Member Human Resources Search Committee

2016-2018 Member College of Business Curriculum Committee

2016-2018 Member Entrepreneurship PhD Committee  
2016 Member Management and Marketing Department Chair Search Committee  
2016-2017 Member Entrepreneurship Search Committee  
2014-2017 Member Entrepreneurship Task Force (examined, recommended, and implemented changes in entrepreneurship education at the college and university level; new entrepreneurship major and PhD program in entrepreneurship launched in Fall 2017)  
2014 Identified and made arrangements for Eminent Scholar Pam Barr to visit COB for the 30 Year Anniversary Distinguished Speaker Series  
2014-2015 Member Departmental Strategy Search Committee  
2013-2014 Assisted the Departmental Entrepreneurship Search Committee  
2014 Member Department Journal Committee (reviewed and recommended changes in the management department's Journal List)  
2013-2015 Contributor Business Learning Teams (BLT)

### **University of Groningen**

2013 Member Honors Program Student Selection Interview Committee  
2012 Member Honors Program Student Selection Interview Committee  
2012-2013 Co-organizer Global Economics and Management Department Research Workshop Series  
2012 Member Global Economics and Management Department Search Committee

## **PROFESIONAL SERVICE & AFFILIATIONS**

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Editorial Board Membership – *Journal of Business Venturing, Journal of World Business; International Journal of Emerging Markets*  
Associate Editor – *Academy of Management Conference, Managerial and Organizational Cognition Division, 2020*  
Ad-Hoc Reviewer – *Academy of Management Journal, Strategic Management Journal, Strategic Entrepreneurship Journal, Journal of Business Venturing, Journal of International Business Studies, Journal of Management Studies, Journal of Small Business Management, International Business Review, British Journal of Management, Australian Journal of Management, Academy of Management Learning and Education, Global Strategy Journal, Small Business Economics*  
Reviewer, Academy of Management Meetings, Strategic Management Society Conferences  
Academic Reviewer, McGraw Hill Textbooks (served as reviewer for Entrepreneurship textbook in 2014)  
Academy of Management (member); Strategic Management Society (member)

## **MEDIA HITS & INTERVIEWS**

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Lehigh University Research Review *Serendipitous Internationalization: How Entrepreneurs Identify and Exploit Opportunities for International Exchange*, April 2021  
Lehigh University News, *How's your CEO's Cognitive Flexibility?* August 2020



Strategic Management Society, Invited Blog Post for featured article in new journal issue (2020)  
International Small Business Journal, Invited Blog Post for featured article in new journal issue (2020)  
IE-scholars.net, Blog featured new research (2020)  
Entrepreneurship Education at Lehigh University, Interview for *Lehigh Valley Marketplace*, June 2020  
The Power of Cognition, Article summarizing research published in the *Lehigh Business Magazine*, Fall 2019  
Articles on the \$5 Dollar Challenge organized for MGMT 310 in 2013 have appeared in: *ISU News*; *Iowa State Daily*; *Ames Tribune*; *ewallstreeter.com*; *siliconprairienews.com*  
Research featured in *Research at Gustavson Magazine* (vol. V, 2014); *FEB Research Magazine* (Fall, 2010)

## PROFESSIONAL DEVELOPMENT ACTIVITIES

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2017 ISU Advance Seminar on The Need for Self-Promotion  
2016 Training on Recognizing and Reporting Disturbing Behavior in the Classroom, Iowa State University  
2013-2014 New Faculty Scholar Program, Iowa State University  
2013-2014 Mentoring Program, Iowa State University

## LANGUAGES & DIPLOMAS

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English, Romanian – fluent; French – good; Hungarian, Italian, and Spanish (basic level of understanding)

### Diplomas (certifications)

IATA diploma (International Association of Travel Agents) - certified ticketing agent  
SHRM certificate (Society for Human Resources Management)  
WORLDSPAN diploma (Online Airline Reservation System)  
IROMA diploma (The Romanian Institute of Management Diploma in Management in Tourism and Air Transportation)

## REFERENCES

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### **Pamela S. Barr, Ph.D.**

Professor Emerita  
J. Mack Robinson College of Business  
Georgia State University  
mgtpsb@langate.gsu.edu

### **Patricia McDougall-Covin, Ph.D.**

Professor Emerita  
Kelley School of Business  
Indiana University  
mcdougal@indiana.edu

### **Wade M. Danis, Ph.D.**

Associate Professor  
Peter B. Gustavson School of Business  
University of Victoria  
wdanis@uvic.ca

### **Roy Suddaby, Ph.D.**

Professor  
Associate Dean Research and Faculty Renewal  
Peter B. Gustavson School of Business  
University of Victoria  
rsuddaby@uvic.ca

## U.S. WORK STATUS

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U.S. Citizen