

G. PAGE WEST III
CURRICULUM VITAE

School of Business
Wake Forest University
Winston-Salem, NC 27109

(Office) 336-577-5621
westgp@wfu.edu
www.strategicmanagement.org

Education

University of Colorado Ph.D., 1995. Strategic management; minor in social psychology	Boulder, CO
Amos Tuck School of Business Administration (Dartmouth) Master of Business Administration, 1977	Hanover, NH
Hamilton College Bachelor of Arts, 1974. Economics	Clinton, NY

Academic Employment

Wake Forest University Professor of Business, 2006-2020 Associate Professor of Business, 2000-2006 Assistant Professor of Business, 1995-2000 BB&T Professor of Capitalism and Free Enterprise, 2014-2017 BB&T Fellow in Capitalism and Free Enterprise, 2008-2014 Director, BB&T Center for the Study of Capitalism, 2008-2013 Appointed to Graduate Faculty, 1997	Winston-Salem, NC
International Teaching Appointments Wake Forest Venice campus, Program Director, 2020 Wake Forest London campus, Program Director, 2015 Wake Forest Vienna campus, Program Director, 2011 Bordeaux École de Management, Visiting Professor, 2005-2009 Wake Forest London campus, Program Director, 2003	Venice, Italy London, UK Vienna, Austria Bordeaux, France London, UK
University of Colorado, 1991-1995 Research and teaching assistant.	Boulder, CO

Professional Experience

Championship Recipe Foods Co. Inc., 1987-1991 President. Founded, raised venture capital, managed business to national expansion.	Boulder, CO
Consulting, 1983-1987 Strategic planning for new business development, startup and technology companies.	Boulder, CO

Celestial Seasonings Inc., 1979-1983 Boulder, CO
New product development, annual planning, advertising and packaging development.

General Mills Inc., 1977-1979 Minneapolis, MN
New product development and marketing brand management.

Sound Gallery Enterprises, 1975-1976 Austin, TX
General Manager, coordinating purchasing, sales, and financial management.

Research Impact Factor Assessment (updated 10/20/20)

Scholarly citations:

- Social Sciences Citation Index
 - 903 citations (+12% vs 2019)
 - SSCI h-index: 8
 - 43 average citations per paper
- Google Scholar
 - 3,133 citations (+165% since 2015)
 - Google Scholar h-index: 19 (+5 since 2015)
 - Google Scholar i10-index: 21 (+4 since 2015)
- Social Science Research Network
 - Downloads rank: top 11% among 466,734 authors
 - Citations rank: top 2% among 466,734 authors

Publications in Peer Reviewed Journals

West, G. P., III & Gemmell, R. M. 2021. Learning behaviors across levels in new ventures and innovation outcomes. *Journal of Small Business Management*, 59 (1): 73-106.

West, G. P., III & Taplin, I. M. 2016. Making wine and making successful wineries: Resource development in new ventures. *International Journal of Organizational Analysis*, 24 (1), pp. 123-144.

West, G. P., III. 2013. Capitalism 2.0: Implications for Management 2.0. *Management Research Review*, 36 (8), pp. 748-755.

West, G. P., III. 2013. Thriving in the post crisis economy: Managing a nexus of capabilities. *Strategic Direction*, 29 (4), 3-6.

West, G. P., III. 2012. Today's contradictory challenges in achieving profitable growth: Strategy guidance for "re-imagining." *Strategic Direction*, 28 (8), 3-5.

West, G. P., III. 2012. Shop class as soulcraft: book review. *Academy of Management Learning and Education*, 11(2), 311-312.

West, G. P., III & Noel, T. W. 2009. The impact of knowledge resources on new venture performance. *Journal of Small Business Management*, 47 (1), 1-22.

West, G. P., III, Bamford, C. E., & Marsden, J. W. 2008. Contrasting entrepreneurial economic development in emerging Latin American economies: Applications and extensions of resource-based theory. *Entrepreneurship Theory and Practice*, 32 (1), 15-36.

Ranked top 10 *Entrepreneurship Theory and Practice* downloads in 2008 (652 times).

West, G. P., III. 2007. Collective cognition: When entrepreneurial teams, not individuals, make decisions. *Entrepreneurship Theory and Practice*, 31 (1), 77-102.

Ranked #4 of the top downloads from Wiley-Blackwell in 2007 (1237 times).

West, G. P., III. & Bamford, C. E. 2005. Creating a technology-based entrepreneurial economy: A resource based theory perspective. *Journal of Technology Transfer*, 30 (4), 433-451.

Busenitz, L., West, G. P., III, Shepherd, D., Nelson, T., Chandler, G. & Zacharakis, A. 2003. Entrepreneurship in emergence: Fifteen years of entrepreneurship research in management journals. *Journal of Management*, 29 (3), 285-308.

#77 all-time entrepreneurship citations in business journals, Social Sciences Citation Index.

#57 entrepreneurship citations in business journals since 2000, Social Sciences Citation Index.

West, G. P., III & DeCastro, J. O. 2001. Achilles heel of strategy: Resource weaknesses and distinctive inadequacies. *Journal of Management Studies*, 38 (3), 395-420.

West, G. P., III & Meyer, G. D. 1998. To agree or not to agree: Consensus and performance in new ventures. *Journal of Business Venturing*, 13 (5), 395-422.

West, G. P., III & Meyer, G. D. 1997. Temporal dimensions of opportunistic change in new ventures. *Entrepreneurship Theory and Practice*, 22, 31-52.

Bird, B. J. & West, G. P., III. 1997. Time and entrepreneurship. *Entrepreneurship Theory and Practice*, 22, 1-13.

West, G. P., III & Meyer, G. D. 1997. Communicated knowledge: A learning foundation. *International Journal of Organizational Analysis*, 5 (1), 25-58.

West, G. P., III & Wilson, E. V. 1995. A simulation of strategic decision making in situational stereotype conditions for entrepreneurial companies. *Simulation & Gaming*, 26 (3), 307-327.

Chapters in Edited Books

West, G. P. III & Dickson, Pat H. 2018. Intending to implement entrepreneurship research: Thirty years after Bird (1988). In G. Javadian, V. K. Gupta, D. K. Dutta, G. C. Guo, A. E. Osorio, B. Ozkazanc- Pan (Eds.), *Foundational Research in Entrepreneurship Studies: Insightful Contributions and Future Pathways*, pp. 127-154. Palgrave MacMillan: New York.

Whaples, R. M. & West, G. P. III. 2013. Insights for today's trying economic times. In G. P. West & R. M. Whaples (eds.), *The Economic Crisis in Retrospect: Explanations by Great Economists*, pp. 1-12. Edward Elgar: London.

Gatewood, E. J., Conner, W. E. & West, G. P., III. 2013. Changing a campus culture: The role of the Kauffman Campus Initiative in promoting entrepreneurship at Wake Forest University. In W. E. F. Torrance (ed.), *Entrepreneurial Campuses: Action, impact, and lessons learned from the Kauffman Campus Initiative*. Ewing Marion Kauffman Foundation, Kansas City. <http://www.kauffman.org/entrepreneurship/kauffman-campus.aspx>

West, G. P., III, Gatewood, E. J. & Shaver, K. G. 2009. Legitimacy across the university: Yet another entrepreneurial challenge. In G. P. West, E. J. Gatewood & K. G. Shaver (eds.), *Handbook of University-Wide Entrepreneurship Education*. Edward Elgar: London.

West, G. P., III & Bernhardt, J. N. 2009. An ascendant view of human resource management as a critical content dimension in new venture strategy. In G. T. Lumpkin & J. A. Katz (eds.), *Advances in Entrepreneurship, Firm Emergence, and Growth*, vol. 11, pp. 103-136. Emerald: Bingley, UK.

West, G. P., III. 2009. Collective cognition: When entrepreneurial teams, not individuals, make decisions. In M. Wright & I. Vanaelst (eds.), *Entrepreneurial Teams and New Business Creation*. Edward Elgar: London.

Busenitz, L., West, G. P., III, Shepherd, D., Nelson, T., Chandler, G. & Zacharakis, A. 2008. Entrepreneurship in emergence. In R. Blackburn & C. Brush (eds.), *Small Business and Entrepreneurship*, Vol. 1, pp. 3-28. Sage: London.

West, G. P., III. 2003. Connecting levels of analysis in entrepreneurship research: A focus on information processing, asymmetric knowledge and networks. In C. Steyaert & D. Hjorth (eds.), *New Movements in Entrepreneurship*, 51-70. Edward Elgar: London.

Books

West, G. P., III. 2020. *Strategic Management: Value Creation, Sustainability and Performance*, 6th edition. Riderwood Publishing: Winston Salem NC.

West, G. P., III, Gatewood, E. J. & Shaver, K. G. (eds.). 2020. *Broad Spectrum Entrepreneurship Education*. Commercial Press: Beijing CN.

West, G. P., III. 2018. *Strategic Management: Value Creation, Sustainability and Performance*, 5th edition. Riderwood Publishing: Winston Salem NC.

Ragsdale, B. A. & West, G. P., III. 2017. George Washington: innovative farmer and businessman. In D. Bradburn & S. Thomas (eds.), *Lessons in Leadership* book series, George Washington Leadership Institute, Fred W. Smith National Library for the Study of George Washington, Mount Vernon.

West, G. P., III. 2016. *Strategic Management: Value Creation, Sustainability and Performance*, 4th edition. Riderwood Publishing: Winston Salem NC.

West, G. P., III. 2014. *Strategic Management: Value Creation, Sustainability and Performance*, 3rd edition. Riderwood Publishing: Winston Salem NC.

West, G. P., III. 2013. *Strategic Management: Value Creation, Sustainability and Performance*, 2nd edition. Riderwood Publishing: Winston Salem NC.

West, G. P., III & Whaples, R. M. (eds.). 2013. *The Economic Crisis in Retrospect: Explanations by Great Economists*. Edward Elgar: London.

West, G. P., III & Bamford, C. E. 2011. 战略管理 (Strategic Management). 中国人民大学出版社 (China University Press): 北京 (Beijing).

West, G. P., III & Bamford, C. E. 2010. *Strategy: Sustainable Advantage and Performance*. South-Western Publishing: London.

Bamford, C. E. & West, G. P., III. 2009. *Strategic Management: Value Creation, Sustainability and Performance*. South-Western Publishing: Mason OH.

West, G. P., III, Gatewood, E. J. & Shaver, K. G. (eds.). 2009. *Handbook of University-Wide Entrepreneurship Education*. Edward Elgar: London.

Best Papers Published Proceedings

West, G. P., III. 2018. Entrepreneurship amidst changing institutions: A panel study across countries. In D. Vrontis, Y. Weber, E. Tsoukatos (eds.), *Research advancement in national and global business theory and practice*, 11: 1404-1417, EuroMed Press. Nice: France. (ISBN: 978-9963711673).

West, G. P., III. 2016. Institutional change and rates of entrepreneurship: A cross-country panel study. In A. Zacharakis and G. A. Alsos (eds.), *Frontiers of entrepreneurship research*, Vol. 36. Babson College: Babson Park, MA.

West, G. P., III & Taplin, I. M. 2013. Making wine and making successful wineries: Resource development behaviors in new ventures. In A. Zacharakis, F. Delmar, & A Fayolle (eds.), *Frontiers of entrepreneurship research*, 33, 230-245. Babson College: Babson Park, MA.

West, G. P., III. 2008. Golf Ball Replenishers Technology. In L. S. Niehm (ed.), *Proceedings of United States Association of Small Business Enterprises*, Iowa State University: Ames IA.

West, G. P., III. & Bamford, C. E. 2005. Sources of initial resource positions in new ventures. In S. A. Zahra et al. (eds.), *Frontiers of entrepreneurship research*, 25, 207-220. Babson College: Babson Park, MA.

West, G. P., III. 1999. Proposing a paradigm for entrepreneurship using information and knowledge theory. In S. Havlovic (ed.), *Academy of Management Best Papers Proceedings*, ENT D1-D4. Simon Fraser University: Burnaby, Canada.

West, G. P., III. 1998. Barriers to entry for high-growth entrepreneurial firms: Implications for government policy in manufacturer-retail relations. In P. D. Reynolds, W. D. Bygrave, P. Davidsson, N. Carter, C. Mason, G. D. Meyer, S. Manigart and K. Shaver (eds.), *Frontiers of entrepreneurship research*, 18, 622-637. Babson College: Babson Park, MA.

West, G. P., III. 1997. Frameworks for research and theory development in entrepreneurship. In L. N. Dosier & J. B. Keys (eds.), *Academy of Management best papers proceedings*, 113-117. Georgia Southern University: Statesboro, GA.

West, G. P., III. 1996. Technology-assisted strategic management: Proxy for effective management practice. In D. Hantula (ed.), *Eastern Academy of Management virtual proceedings*. Temple University: Philadelphia, PA.

West, G. P., III & Meyer, G. D. 1996. Managing growth through strategic change in new ventures. In P. D. Reynolds, S. Birley, J. E. Butler, W. D. Bygrave, P. Davidsson, W. B. Gartner, and P. P. McDougall (eds.), *Frontiers of entrepreneurship research*, 16, 524-538. Babson College: Babson Park, MA.

Meyer, G. D. & West, G. P., III. 1994. The relationship between performance and consensus among top managers in entrepreneurial firms. In W. Bygrave, S. Birley, N. C. Churchill, E. Gatewood, F. Hoy, R. H. Keeley and W. E. Wetzel (eds.), *Frontiers of entrepreneurship research*, 14, 323-337. Babson College: Babson Park, MA.

Other Intellectual Contributions

West, G. P., III. 2014. Business As A Moral Endeavor. Film exploring connections between business education and free markets philosophy. <http://youtu.be/EseNAh9UwjI>
(2216 views as of December 2017, +32% versus 2016)

West, G. P., III. 2011. Practices and challenges for integrating capitalism into business curriculum. Technical report, Wake Forest University BB&T Center for the Study of Capitalism.
<http://capitalism.wfu.edu/wp-content/uploads/2011/04/BBTsurveysummaryApril2011.pdf>

Gatewood, E. J. & West, G. P., III. 2006. Responding to opportunity. Wake Forest University *Teaching & Learning Center Newsletter*, Spring.

Gatewood, E. J. & West, G. P., III. 2005. Responding to opportunity and need. *Peer Review*, 7 (3), 12-14.

West, G. P., III. 1999. Of knowledge and power in teaching. *Harvard Business School Teaching Materials Newsletter*, 3, 1-3. Cambridge, MA.

West, G. P., III. 1997. Of knowledge and power. *Calloway News*, 3 (1), 1-2. Wake Forest University: Winston-Salem, NC.

Paper Presentations

West, G. P., III. 2018. Entrepreneurship amidst changing institutions: A panel study across countries. Paper presented at Annual Conference of the Euromed Academy of Business, Valletta, Malta.

West, G. P. 2016. Institutional change and rates of entrepreneurship: A cross-country panel study. Paper presented at Babson Entrepreneurship Research Conference, Bodo, Norway. *Earned best paper award*.

Shaver, K. M., West G. P. III, & Clarkin, J. E. 2016. Inimitable knowledge and entrepreneurial persistence. Paper presented at Babson Entrepreneurship Research Conference, Bodo, Norway.

West, G. P., III, Strickland, D., & Varner, J. B. 2015. Corporate MVP performance. Paper presented at Strategic Management Society Special Conference on Governance, St. Gallen, Switzerland.

West, G. P., III & Hyde, A. S. 2015. The effects of institutional evolution and confluence on entrepreneurship: A longitudinal cross-country study. Paper presented at 2015 Strategic Management Society Special Conference on Institutions, Santiago, Chile.

West, G. P., III & Taplin, I. M. 2013. Making wine and making successful wineries: Resource development behaviors in new ventures. Paper presented at Babson Entrepreneurship Research Conference, EM Lyon, France. *Earned best paper award.*

West, G. P., III & Ward, J. W. 2013. Understanding variation in cross-country rates of entrepreneurship. Paper presented at Academy of Management Africa Conference, Johannesburg SA.

West, G. P., III and Ward, J. W. 2010. Using a theoretical model of capitalism to understand variation in cross-country rates of entrepreneurship. Paper presented at Fourth Global Entrepreneurship Monitor Research Conference, Imperial College, London UK.

West, G. P., III. 2009. Teaching strategic management. Paper presented at Strategic Management Society Annual International Conference, Washington DC.

West, G. P., III. 2009. Rethinking strategic consensus theory: Embracing uncertainty calls for both agreement and disagreement. Paper presented at Strategic Management Society Annual International Conference, Washington DC.

West, G. P., III & Bamford, C. E. 2008. Investments in resources – and returns on investments in resources – in new ventures. Paper accepted for presentation at Strategic Management Society Annual International Conference, Cologne, Germany.

West, G. P., III. 2008. Golf Ball Replenishers Technology. Teaching case and teaching note presented at United States Association of Small Business Enterprises annual conference, San Antonio TX. *Earned best paper award.*

Bamford, C. E. & West, G. P., III. 2007. Intellectual transference and the state of strategic management education. Paper presented at Strategic Management Society annual conference, San Diego CA.

West, G. P., III, Bamford, C. E., & Marsden, J. W. 2007. Contrasting entrepreneurial economic development in less-developed Latin American markets: Applications and extensions of resource-based theory. Paper presented at "Entrepreneurship in Emerging Markets Conference," Texas Christian University, Ft. Worth TX.

Marsden, J. W., West, G. P., III, & Bamford, C. E. 2006. Entrepreneurial economic development in emergent markets: An application of resource based theory. Paper presented at "Business as an Agent of World Benefit" Global Forum, co-sponsored by the United Nations and the Academy of Management, Case Western Reserve University, Cleveland OH.

West, G. P., III. 2005. Collective cognition: When entrepreneurial teams, not individuals, make decisions. Invited paper presented at Conference on Entrepreneurial Cognition, Ivey School of Business at University of Western Ontario, London, Ontario CA.

- Shaver, K. G., West, G. P., III, & Clarkin, J. E. 2005. Mind the gap: Connecting individual resources to firm resources. Paper presented at Nascent Entrepreneurship Conference, Durham University, Durham UK.
- West, G. P., III & Bamford, C. E. 2005. Resource development phases in new ventures. Paper presented at Academy of Management annual meeting, Honolulu HI.
- West, G. P., III & Bamford, C. E. 2005. Sources of initial resource positions in new ventures. Paper presented at Babson /Kauffman Foundation Entrepreneurship Research Conference, Wellesley, MA. *Earned best paper award.*
- West, G. P., III & Bamford, C. E. 2003. Resource bundles and creating a technology-based entrepreneurial economy. Paper presented at Rennselaer Polytechnic Institute/Darden Graduate School retreat for scholars in entrepreneurship, Rennselaerville NY.
- West G. P., III. 2003. New venture strategy and performance: The role of knowledge relatedness. Paper presented at Strategic Management Society Annual International Meeting, Baltimore, MD.
- West, G. P., III & Noel, T. W. 2002. Startup performance and entrepreneurial economic development: The role of knowledge relatedness. Paper presented at Babson College/Kauffman Foundation Entrepreneurship Research Conference, University of Colorado, Boulder CO.
- West, G. P., III & Landry, J. L. 2001. Entrepreneurial economic community development: Past research, new challenges. Paper presented at Academy of Management annual meeting, Washington DC.
- Busenitz, L., West, G. P., III, Shepherd, D., Nelson, T., Chandler, G. & Zacharakis, A. 2001. Entrepreneurship in emergence: Fifteen years of entrepreneurship research in management journals. Paper presented at Academy of Management annual meeting, Washington DC.
- West, G. P., III. 2001. Movement and flow in entrepreneurship theory: Can the frame be broken? Paper presented at European and Small Business Research Institute conference, Stockholm.
- West, G. P., III & Phan, P. H. 2000. Learning: At the core of entrepreneurial SMEs. Invited paper presented at International Council of Small Business World Conference, Brisbane, Australia.
- West, G. P., III & Neslund, J. A. 2000. Critical strategic dimensions in new ventures. Paper presented at International Council of Small Business World Conference, Brisbane, Australia.
- West, G. P., III, Zacharakis, A. & Venkataraman, S. 1999. Entrepreneurship in interacting knowledge flows. Invited paper presented at Rennselaer Polytechnic Institute/Darden Graduate School retreat for scholars in entrepreneurship, Lenox, MA.
- West, G. P., III. 1999. Proposing a paradigm for entrepreneurship using information and knowledge theory. Paper presented at Academy of Management annual meeting, Chicago, IL. Awarded *Entrepreneurship Theory and Practice Best Conceptual Paper award.*
- West, G. P., III. 1999. Customer-erected barriers to entry: A new view of the changing landscape. Paper presented at Academy of Management annual meeting, Chicago, IL.

- Busenitz, L. W., Chandler, G. T., Nelson, T., Sapienza, H., Shepherd, D, West, G. P., III, & Zacharakis, A. 1999. Entrepreneurship research in management journals: An empirical examination of the top journals. Paper presented at Academy of Management annual meeting, Chicago, IL.
- West, G. P., III. 1998. Barriers to entry for high-growth entrepreneurial firms: Implications for manufacturer-retail relations. Paper presented at Babson College/Kauffman Foundation Entrepreneurship Research Conference, University of Gent, Gent, Belgium. *Earned best paper award.*
- West, G. P., III. 1997. Frameworks for research and theory development in entrepreneurship. Paper presented at the annual meeting of the Academy of Management, Boston, MA. *Earned best paper award.*
- West, G. P., III. 1997. An information processing theory of strategic change. Paper presented at *Academy of Management Review* Theory Development Workshop during annual meeting of Academy of Management, Boston MA.
- West, G. P., III & Meyer, G. D. 1996. Strategic anticipation: Future time orientations and related communication patterns within top management teams. Paper presented at Annual International Meeting of Strategic Management Society, Phoenix, AZ.
- West, G. P., III. 1996. Collective strategic thinking. Paper presented at the annual meeting of the Academy of Management, Cincinnati, OH.
- West, G. P., III & Meyer, G. D. 1996. Dimensions of strategic change: An empirical examination of strategic renewal. Paper presented at the annual meeting of Academy of Management, Cincinnati, OH.
- West, G. P., III. 1996. Technology-assisted strategic management: Proxy for effective management practice. Paper presented at Eastern of Academy of Management annual meeting. *Earned best paper award.*
- West, G. P., III & Meyer, G. D. 1996. Managing growth through strategic change in new ventures. Paper presented at Babson College/Kauffman Foundation Entrepreneurship Research Conference, University of Washington, Seattle, WA. *Earned best paper award.*
- West, G. P., III. 1994. Distinctive inadequacies and resource weaknesses. Paper presented at the annual meeting of the Academy of Management, Dallas, TX.
- West, G. P., III. 1994. A process theory-based model of GDSS for strategic management. Paper presented at the annual meeting of Decision Sciences Institute, Honolulu, HI.
- West, G. P., III & Meyer, G. D. 1994. Contradictions in strategic team consensus-performance theory: An empirical examination. Paper presented at annual meeting of Academy of Management, Dallas, TX.
- Meyer, G. D., Tucker, M. L. & West, G. P., III. 1994. Communicated knowledge as resource: Competitive advantage through quickness and agility. Invited paper presented at *Strategic Management Society* Conference on "Technological Transformation and the New Competitive Landscape", University of North Carolina, Chapel Hill, NC.
- Meyer, G. D. & West, G. P., III. 1994. Consensus and performance among top managers in entrepreneurial firms. Paper presented at the Babson/Kauffman Entrepreneurship Research Conference, Babson Park, MA. *Earned best paper award.*

West, G. P., III & Wilson, E. V. 1993. Strategic decision making in situational stereotype conditions. Paper presented at the annual meeting of the Decision Sciences Institute, Washington DC.

Koberg, C., West, G. P., III & Sarason, Y. 1993. Influences on strategy-making in technology-based firms. Paper presented at the annual meeting of the Institute for Behavioral and Applied Management, Denver, CO.

West, G. P., III. 1992. Redefining organizational life cycle through top management cognitive development: Reinterpreting effectiveness in the growth stage. Paper presented at the annual meeting of the Academy of Management, Las Vegas, NV.

Meyer, G. D. & West, G. P., III. 1992. A theoretical basis for qualitative research in entrepreneurship. Paper presented at State of the Art of Entrepreneurship Symposium at Iowa State University, Ames, IA. .

Invited Presentations

Ghate, D., Schminke, M. & West, G. P., III. 2013. Capitalism in the business management curriculum. Presented at "Moral Foundations of Capitalism Conference," Clemson University, Clemson SC.

West, G. P., III. 2013. Essential components of the core business management curriculum. Presented at the Ayn Rand Institute conference "Incorporating Rand into the Business Curriculum," Orange CA.

West, G. P., III. 2010. Interdisciplinary study of capitalism. Presented at "Moral Foundations of Capitalism Conference," Clemson University, Clemson SC.

West, G. P., III. 2009. Entrepreneurship education in liberal arts environment. Presented to Carnegie Foundation, Palo Alto, CA.

West, G. P., III. 2006. Entrepreneurial business planning. Presented to Wake Forest faculty seminar series on entrepreneurship in the liberal arts, Winston-Salem, NC.

West, G. P., III. 2006. Entrepreneurship in the liberal arts. Presented at Wake Forest Alumni Forum, Winston-Salem, NC.

West, G. P., III. 2005. Making a difference in your career as an educator. Invited presentation for Doctoral Consortium of the Academy of Management, Honolulu, HI.

West, G. P., III. 2005. Embedding entrepreneurship in a liberal arts institution. Invited presentation for annual meeting of American Association of Colleges and Universities, San Francisco, CA.

West, G. P. III. 2004. Entrepreneurship research: State of the field. Invited presentation for Consortium of Liberal Arts and Entrepreneurship, College of Charleston, Charleston, SC.

West, G. P., III. 2004. Entrepreneurship in the liberal arts. Presented at Wake Forest University Board of Trustees annual meeting, Winston-Salem, NC.

West, G. P., III. 2004. Entrepreneurship in the liberal arts. Presented at Wake Forest University Calloway School Board of Visitors annual meeting, Winston-Salem, NC.

West, G. P., III. 2000. The lure of entrepreneurship. Presented at Wake Forest University President's Weekend alumni panel, Winston-Salem, NC.

West, G. P., III. 2000. Just-in-time instruction. Presented at Wake Forest University Calloway School Board of Visitors annual meeting, Winston-Salem, NC.

West, G. P., III. 1998. Now you see it, now you don't: Rapid organizational change. Presented at Wake Forest University President's Weekend alumni panel, Winston-Salem, NC.

Symposia/Consortia

2018. Chair, research papers session on "Social networking systems and entrepreneurial capabilities development." Babson College Entrepreneurship Research Conference, Waterford, Ireland.

2015. Chair, All-Academy theme symposium debate on free markets versus stakeholder theory, titled "Do we gain or lose by embracing stakeholders? Implications for management research and education." Annual meeting of Academy of Management, Vancouver BC Canada.

2012. Chair, research paper session on "Capitalism 2.0: New horizons for managers." 4th Annual Global Drucker Forum, Vienna Austria.

2009. Chair and presenter, Professional Development Workshop on "Theory to practice: Teaching strategic management." Annual meeting of Academy of Management, Chicago, IL.

2007 Chair, research paper session on "Strategy tools in education and practice." Strategic Management Society Annual International Meeting, San Diego, CA.

2005 Chair and discussant, "What do you mean by that: Finding language that works." Workshop at annual meeting of American Association of Colleges and Universities, San Francisco, CA.

2005 Chair and discussant, "Embedding entrepreneurship education in universities outside business schools: A dialogue with five universities about diversification." Workshop at annual meeting of United States Association for Small Business and Enterprise, Indian Wells, CA.

2004 Chair, "Making cash flow: Changing a solid into a liquid." Piedmont Entrepreneurs Network quarterly meeting, Greensboro, NC.

2003 Chair and discussant, research paper session on "Knowledge-based new ventures," Strategic Management Society Annual International Meeting, Baltimore MD.

2002 Chair, Professional development workshop on "The development of entrepreneurship theory: Should we pursue a unified theory?" Academy of Management annual meeting, Denver CO.

2000 Chair, International Council of Small Business World Conference session on entrepreneurship theory development, Brisbane, Australia.

1999 Discussant, Entrepreneurship Division Doctoral Consortium research roundtables, Academy of Management annual meeting, Chicago, IL.

1999 Co-chair, All-Academy caucus session on rescheduling Academy of Management meetings. Annual meeting of Academy of Management, Chicago, IL.

1999 Chair, Babson-Kauffman Entrepreneurship Research Conference session on entrepreneurial top management teams, University of South Carolina, Columbia, SC.

1999 Chair, Babson-Kauffman Entrepreneurship Research Conference session on entrepreneurial growth, University of South Carolina, Columbia, SC.

1997 Chair and discussant, Cross-divisional research paper session on "Communities of practice." Annual meeting of Academy of Management, Boston, MA.

1995 "Entrepreneurship research - Perspectives from the Winter Park Conference." (With G. D. Meyer). Paper presented in Entrepreneurship Division symposium at Academy of Management annual meeting. Vancouver, B. C.

1994 Business Policy and Strategy Division Doctoral Consortium. Academy of Management annual meeting, Dallas, TX.

1994 Entrepreneurship Research Workshop. Conference coordinator. University of Colorado, Winter Park, CO.

1993 Babson Entrepreneurship Research Conference Doctoral Consortium. University of Houston, Houston, TX.

1993 Symposium chair, "Bringing technology to the market." Technology-Based Entrepreneurship Conference. University of Colorado, Boulder, CO.

1993 Symposium chair, "Emerging technologies and technology forecasting." Technology-Based Entrepreneurship Conference. University of Colorado, Boulder, CO.

Working Papers and Research Projects in Development

Longitudinal analysis of corporate mission, vision, principles statements effects on performance.

Knowledge behaviors of entrepreneurs as foundation for resource-based competitive advantage.

Strategic management teaching practices. Working paper.

Consensus-performance theory: A re-examination. Working paper.

Barriers to small firm entry: Antitrust implications. Working paper.

Media Interviews and Coverage

American Express Open Forum, "5 ways to handle a competitor who's trying to bring you down" (August 6, 2014)

Winston Salem Journal, "Wake Forest to host privatization conference" (November 6, 2013)

Triad Business Journal, "Are food trucks good or bad for business in Greensboro?" (November 21, 2012)

Old Gold & Black, "BB&T Center aims to aid social debate" (September 27, 2012)

Winston Salem Journal, "Individualism and shared values," Letters to the editor (September 13, 2012)

WSJS Radio, Winston Salem NC, "Federal Reserve Conference" (February 10, 2011)

IBTIMES - International Business News, "Acceleration of M&A might make unemployment even worse" (October 14, 2010).

MSNBC, "Capitalism? Yuck. But free enterprise? Yes!" (July 21, 2010).

Winston Salem Journal, "Superficial evaluation," Letters to the editor (July 16, 2009)

Winston Salem Journal, "Special," Letters to the editor (October 30, 2008)

Winston Salem Journal, "WFU gets grant for capitalism study" (June 21, 2008).

Winston Salem Journal, "Shortening the lists" (February 20, 2007).

Wall Street Journal, "Empire State Building: Architects had practice," Letters to the editor (June 8, 2006)

Winston Salem Journal, "Bids on eBay" (April 6, 2006).

Winston Salem Journal, "Man turns love of flight into new career" (March 2, 2005).

Winston Salem Journal, "Look me over" (February 13, 2005).

Winston Salem Journal, "New WFU entrepreneur office sets goals" (October 6, 2004).

The Chronicle of Higher Education, "Entrepreneurs in every department" (May 28, 2004).

The Business Journal, "Announcements" (May 21, 2004).

Winston Salem Journal, "Director of WFU center is named" (May 11, 2004).

Winston Salem Journal, "WFU 1 of 8 to get grant" (December 16, 2003).

Charlotte Observer, "Collegians ask: Why wait?" (October 26, 2003).

Winston Salem Journal, "Own school" (October 5, 2003).

Old Gold & Black, "Entrepreneurship part of campus culture" (August 28, 2003).

USA Today, "Krispy Kreme's sweet on Britain" (August 12, 2003).

USA Today online, "Krispy Kreme's sweet on Britain" (August 11, 2003).

Winston Salem Journal, "Good start(up)" (May 5, 2001).

Denver Post, "Far-flung fans" (September 11, 1996).

Inc., "In deep water" (January 1, 1987).

Advertising Age, "New Products at Celestial Seasonings" (May, 1980).

Grants

2013 Wake Forest University Provost's Fund for Faculty Research, \$500.

2009 R. J. Reynolds Foundation grant for senior faculty research leave.

2008 BB&T Foundation grant for Center for the Study of Capitalism. \$2,000,000.

2004 Chambers Family Endowment grant to support entrepreneurship programs and curriculum. \$75,000.

2004 Ewing Marion Kauffman Foundation grant to implement a five-year entrepreneurship curriculum program on a liberal arts campus. \$2,100,000.

2003 Ewing Marion Kauffman Foundation grant to develop a plan for making entrepreneurship a common and accessible experience broadly across campus. \$47,500.

2002 National Collegiate Inventors and Innovators Association grant to develop entrepreneurship course curriculum. \$2,000.

2001 Wake Forest University William C. Archie Fund for Faculty Excellence for research on entrepreneurial networks.

2001 R. J. Reynolds Foundation grant for senior faculty research leave.

1998 Wake Forest University William C. Archie Fund for Faculty Excellence for research on entry barriers to small manufacturing firms.

1997 Wake Forest University William C. Archie Fund for Faculty Excellence for attending conference on teaching improvement.

1997 Wake Forest University Priority I Research and Publication Fund award.

1994 University of Colorado Graduate School grant for dissertation research on strategic change in technology-based ventures.

- 1993 University of Colorado School of Business grant to organize a center for entrepreneurship research.
- 1993 University of Colorado Graduate School Dean's Grant for research on managerial time perspectives.

Awards and Honors

- 2018 Selected to direct Wake Forest University semester program in Venice, Italy.
- 2014 Named as BB&T Professor of Capitalism and Free Enterprise.
- 2013 Selected to direct Wake Forest University semester program in London UK.
- 2010 Selected to direct Wake Forest University semester program in Vienna, Austria.
- 2010 Recipient of Wake Forest University's Horace Kelly Alumni Teaching Award, in recognition of faculty "who contributes vitally and fundamentally to the education of students," based upon nominations of alumni from the 10th anniversary class.
- 2008 Named as BB&T Fellow in Capitalism and Free Enterprise.
- 2008 Wake Forest University Calloway School award for Excellence in Scholarship.
- 2008 Coleman Foundation grant to attend USASBE annual meeting.
- 2007 Recipient of Wake Forest University's Horace Kelly Alumni Teaching Award, in recognition of faculty "who contributes vitally and fundamentally to the education of students," based upon nominations of alumni from the 10th anniversary class.
- 2007 Nominated for the Jon Reinhardt Award for Distinguished Teaching, which is Wake Forest University's highest honor for teaching excellence.
- 2005 Coleman Foundation grant to attend USASBE annual meeting.
- 2004 Invited to join *McKinsey Quarterly* executive research respondent group.
- 2003 Wake Forest University T. B. Rose Fellowship in Business for innovative teaching.
- 2003 Invited to Rensselaer Polytechnic Institute/Darden Graduate School retreat for leading scholars in entrepreneurship, Rensselaerville NY.
- 2003 Selected to direct Wake Forest University semester program in London.
- 2002 Named as Benson-Pruitt professor at Wake Forest University.
- 2002 Invited to Rensselaer Polytechnic Institute/Darden Graduate School retreat for leading scholars in entrepreneurship, Warrenton VA.
- 2002 Wake Forest University Calloway School award for Excellence in Scholarship.

- 2000 Wake Forest University T. B. Rose Fellowship in Business for innovative teaching.
- 2000 Wake Forest University Calloway School award for Excellence in Scholarship.
- 2000 Inducted into *Beta Gamma Sigma* honor society for AACSB accredited business programs.
- 2000 Nominated by Winston-Salem Mayor and elected by City Council to position on city's Business Advisory Committee, recommending tax-generated venture capital funds for new businesses.
- 2000 Selected as "best reviewer" by Academy of Management Entrepreneurship Division.
- 1999 Wake Forest University award for Computer-Enhanced Learning Initiative (CELI).
- 1999 *Entrepreneurship Theory and Practice* award for Best Conceptual Paper, 1999 Academy of Management Entrepreneurship Division.
- 1999 Invited to Rensselaer Polytechnic Institute/Darden Graduate School retreat for scholars in entrepreneurship, Lenox MA.
- 1999 *Anbar Electronic Intelligence* "Citation of Excellence" for highest quality rating and contribution to the literature and body of knowledge for paper published in *Entrepreneurship Theory and Practice*. (Honor bestowed on less than 10% of papers from top management journals worldwide).
- 1999 Invited to University of Virginia Darden Graduate School conference on entrepreneurship and ethics, Charlottesville VA.
- 1998 Invited to Rensselaer Polytechnic Institute retreat for scholars in entrepreneurship, Lenox MA.
- 1998 *Anbar Electronic Intelligence* "Citation of Excellence" for highest quality rating and contribution to the literature and body of knowledge for paper published in *Journal of Business Venturing*. (Honor bestowed on less than 10% of papers from top management journals worldwide).
- 1997 Invited to Rensselaer Polytechnic Institute retreat for scholars in entrepreneurship, Lenox MA.
- 1996 Wake Forest University T. B. Rose Fellowship in Business for innovative teaching.
- 1993 E. M. Kauffman Foundation award for research scholarship.
- 1992 Ted G. Anderson Entrepreneurial Development Foundation summer internship award.

Consulting

Abroadnet.com – pre-startup offering information services for students living abroad
 AminoChem – joint American / Chinese startup venture in chemical manufacturing
 AutoBeat Inc. – pre-startup manufacturer of miniaturized biofeedback device
 Campus Food Delivery – food delivery service (student new venture)
 CherAmi Natural Pet Foods – pet food manufacturer
 Cultural World Inc. – pre-startup producer of infant accoutrements

Earthrise Farms – nutritional supplements manufacturer
 Fearn Foods – baked foods manufacturer
 GreekSpeak – social networking site (student new venture; later became GroupVine)
 Institutional Foodhouse Inc. – institutional food distributor
 Keystone Marketing Inc. – sports marketing agency
 Krispy Kreme Doughnut Corporation – manufacturer/retailer of doughnuts
 MDI Inc. – food wholesaler
 Purple Potato – pre-startup producer of energy beverages for athletes
 Retina Software – video game platform developer (student new venture)
 Salem Group Inc. – reseller and service of high end computer storage systems
 San J International – Japan-based food manufacturer
 Scripps Networks Interactive – cable television network
 Silver Deer Inc. – gift and collectibles manufacturer
 Southern Seafoods Inc. – seafood manufacturer
 Taguelines – startup children's books publisher
 Westinghouse Inc. – industrial manufacturer

Teaching Experience & Training

Undergraduate and Graduate Education

Strategic Management, Business Policy & Strategy
 Global Strategy in 21st Century
 Merchants of Venice: From Mercantilism to Global Capitalism
 Strategy in Entrepreneurial Firms
 Entrepreneurship
 Entrepreneurship in International Markets
 Entrepreneurial Finance
 Contemporary Issues in Business and Foundations of Capitalism
 Innovation Management
 Business Plan Creation
 Shakespeare on Leadership

Executive Education

Essentials of Strategy Execution. Tsinghua University executive education. Charlotte NC.
 Developing the Strategic Mindset. Eight week course in contemporary thinking about sources of competitive advantage. Developed for senior executives of MDI food distributing.
 Dimensions of Successful Entrepreneurship. Seminar on adding value and commercializing scientific discovery, developed for Wake Forest University Medical School biochemists.
 Strategic Change. Seminar on challenges and biases to change, developed for business executives visiting Wake Forest campus.
 Strategic Management: Basic Principles. Day-long seminar developed for North Carolina Institute of Minority Economic Development.
 Strategic Management: Basic Principles. Day-long seminar developed for Duke Energy corporate attorneys.

International Teaching Appointments

Wake Forest, Venice Italy, 2010. Strategy; Global commerce history & contemporary issues
 Wake Forest, London UK, 2015. Global Strategy; Leadership
 Wake Forest, Vienna Austria, 2011. Strategy; Entrepreneurship
 Bordeaux Business School, Bordeaux France, 2005-2009. Course in Entrepreneurial Finance

Wake Forest, London UK, 2003. Leadership; Entrepreneurship

Significant Teaching Innovations

- Developed new course on origins of capitalism and applications to contemporary business
- Developed revised strategic management undergraduate curriculum, separating traditional strategy content into a junior-level foundations and a senior-level extensions courses
- Developed new strategy course for graduate MS accounting students focusing on the intersections between business strategy and financial strategy
- Redeveloped integrated business strategy simulation to provide hands-on practice in acquisition strategy formation and implementation
- Developed new course in strategy for entrepreneurial firms
- Developed new course on leadership and management relying upon works of Shakespeare
- Developed new course on entrepreneurial finance

Currency in Teaching & Research

- "Reflective Learning in Study Abroad Using e-Portfolios." 2013-14, year-long workshop series hosted by Wake Forest University Teaching & Learning Center and Department of International Studies.
- "Improve Your Case Teaching Skills." 2013, workshop hosted by The Case Centre (formerly ECCH European Case Clearing House) and Said Business School, Oxford University, Oxford UK.
- "Generation on a Tightrope: Portrait of Today's College Student." 2013, webcast presentation by John Wiley Learning Institute, San Francisco CA. Hosted by Wake Forest University Teaching and Learning Center.
- "The Value of Technology-Mediated Education." 2011, presentation on technology in the classroom. Led by Lance Ford (Center for Interactive Learning and Collaboration).
- "Inclusiveness in Educational Communities." 2011, workshop on diversity in classrooms. Led by Donna Stringer (Executive Diversity Services).
- "Integrated Course Design for Significant Learning," 2010, workshop on development of meaningful learning goals, active teaching strategies, and quality assessment. Led by Stewart Ross (Dee Fink & Associates).
- "Art and Craft of Discussion Leadership," 2010, workshop on case teaching. Led by Harvard Business School.
- Certificate of Human Research Protection Education, renewal 2010, awarded by Wake Forest University through Collaborative IRB Training Initiative, University of Miami.
- "What the Best College Teachers Do," 2010, seminar on effective instruction. Led by Ken Bain (Montclair University).
- "Bright Ideas on Teaching," 2009, seminar on learning styles, designing lectures, and student evaluation. Led by Harvey Brightman, Georgia State University (emeritus).
- Certificate of Human Research Protection Education, 2006, awarded by Wake Forest University through Collaborative IRB Training Initiative, University of Miami and the Fred Hutchinson Cancer Research Center.
- Case Research, Writing and Teaching, 2005. Sponsored by Kauffman Foundation.
- Seminar of the Vocation of Teaching, 2002. Sponsored by Wake Forest University.
- Seminar on Teaching Creativity, 2001. Sponsored by NCIIA.
- Discussion co-leader, Wake Forest University Teaching & Learning Center/Computer-Enhanced Learning Initiative meeting on "use of technology in the classroom," 1999. Sponsored by WFU Teaching & Learning Center.
- Discussant, Southern Association of Colleges and Schools' discussion group on "intellectual climate," 1997.
- Symposium on Issues Facing Educators in the 21st Century, 1997.

Seminar on Case Teaching, 1997. Harvard Business School.
Arranged and chaired meeting of new Wake Forest University faculty to discuss "new faculty teaching needs," 1997. Wake Forest University.
Invited talk on training for university teaching, Wake Forest University's "Harvard Assessment Group" monthly meeting, 1995. Wake Forest University.
Teaching Certification, 1995. University of Colorado.

Service Activities

National Organizations

Task force on research journal (chair), Academy of Management Entrepreneurship Division, 2004-2005
New Faculty Consortium committee, Academy of Management Entrepreneurship Division, 2004
Elected Representative-at-Large, Academy of Management Entrepreneurship Division, 2002-2006
Research committee, Academy of Management Entrepreneurship Division, 1998-2002
Academy of Management Blue Ribbon Panel on business education in the 21st century, 1997.
Inter-Divisional Relations committee (co-chair), Academy of Management Entrepreneurship Division, 1996-1998.
E-Mail List Manager, Academy of Management Managerial & Organizational Cognition Interest Group, 1993-1997.

University

Wake Forest University

University Senate Subcommittee on Resources, 2015-2018
Elected member of University Senate, 2000-2004, 2015-2019
Wells Fargo Scholars committee, 2012
First Year Seminar committee, 2009-2012
Director, BB&T Center for the Study of Capitalism, 2008-2013
Provost committee on forming an Entrepreneurship Institute, 2008
Global Advisory Council, 2008-2009
Provost committee on business school excellence, 2007
Program Director of University Center for Entrepreneurship, 2004- 2005
Chambers Family Endowment grant committee, 2003-2010
Planning committee for cross-disciplinary entrepreneurship curriculum (chair), 2003-2004
Elected as Senate representative to Board of Trustees, 2002-2004
Faculty advisor to CEO entrepreneurship club, 2002-2003
Committee on Employment and Facilities Usage, 2000
Presidents' Leadership Conference, 1996
Teaching & Learning Center advisory committee, 1995-2000
Corps of Interviewers for faculty candidates, 1996-1997

University of Colorado

Strategic planning for University's Center for Entrepreneurship, 1992-1995

School of Business

Wake Forest University

Search committee for strategic management position, 2018-2019
Undergraduate Grading committee, 2014-2019
BB&T Center for the Study of Capitalism, faculty advisory board, 2014-2016
Strategic Planning Committee on "Business in Context" concept, chair, 2013

Task force on signature pedagogy for business school, 2012
 Undergraduate Core Curriculum committee (chair), 2012-2013
 Faculty advisor, undergraduate Consulting Club, 2009-2012
 Undergraduate Core Curriculum Working Group, 2009-2011
 Area Coordinator for Strategy and Entrepreneurship, 2009-2010
 Speakers Coordination Committee (chair), 2009-2010
 Ad hoc task force on management degree program, 2007-2008
 Search committee for strategic management position (chair), 2004-2006
 Task forces on core curriculum evaluation, 2003-2004, 2007
 Search committee for marketing position, 2003
 Director of Business Degree Program, 2002-2004
 Scholarship Committee, 1999-2001, (chair) 2002
 Committee on innovative curriculum track exploration (chair), 1999-2000
 Search committee for strategic management position (chair), 1998-1999
 Committee on future direction for business curriculum, 1998-1999
 Committee on remote integrative summer project course design, 1997-1999
 Lowe's Foods case competition committee (chair), 1996-2005
 University of Colorado
 Dean's Strategic Planning Committee, 1994-1995
 Ph.D. Students' Association - Vice President, 1993-1994

Local Community

Forsyth County Humane Society fundraising (chair), raised \$25,000, 2016
 Mt. Tabor High School neighborhood ad hoc safety committee (chair), 2002
 St. Paul's Episcopal Church youth usher coordinator, 2001-2002
 Winston-Salem/Forsyth County School District PTA, 2000-2005
 City of Winston-Salem Business Advisory Committee, 1999-2002
 Winston-Salem Central YMCA youth basketball coach, 1997-1999
 Winston-Salem Salvation Army strategic planning committee, 1996-1997
 Winston-Salem/Forsyth County School District elementary school volunteer, 1996-2004
 Boulder Valley School District school improvement team committee member, 1987-1989
 Boulder Chamber of Commerce commission on workplace substance abuse, 1983-1984
 Junior Achievement advisor, 1982-1985
 United Way corporate campaign organizer, 1979-1983

Professional Activities

Academy of Management
 Association of Private Enterprise Education
 Entrepreneurship Research Society (founding member, 2013)
 Strategic Management Society

 Advisory Board – *Sustainability, Ethics, and Entrepreneurship Conference*, 2013-2018
 Editor, special issue of *Management Research Review*, 2012-2013
 Program Chair for Academic Research, Global Drucker Forum conference, 2011-2012
 Editorial Review Board, *Journal of Management Studies*, 2006-2012
 Editorial Review Board, *Entrepreneurship Theory and Practice*, 2002-
 Co-editor, special issue of *Entrepreneurship Theory and Practice*, 1998-1999
 Research Associate, University of Colorado Center for Entrepreneurship, 1995-2000
 Member, Entrepreneurship Research Consortium (consortium of 25 universities), 1995-2000

Reviewer for Journals

Academy of Management Executive
Academy of Management Journal
Academy of Management Review
European Journal of Operational Research
International Journal of Management Reviews
International Journal of Organizational Analysis
Journal of Business Venturing
Journal of Business Research
Journal of Management Inquiry
Journal of Management Studies
Journal of Organizational Change Management
Journal of Small Business Management
Organization Science
Oxford Economic Papers
Small Business Economics
Strategic Management Journal
Strategic Management Society Special Conference on CK Prahalad
Time & Society

Reviewer, Other

Edward Elgar book proposals
Academy of Management Annual Meetings
Business Policy & Strategy Division
Entrepreneurship Division
Managerial & Organizational Cognition Interest Group
Southern Management Association