

# VITA

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## *Thomas J. Dean*

*Tinberg Business for a Better World University Professor*

College of Business  
Colorado State University  
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### ACADEMIC APPOINTMENTS AND ACTIVITIES

**Colorado State University** *1/08 to present*

*Tinberg Business for a Better World University Professor*  
*Professor of Entrepreneurship and Sustainable Enterprise*  
*Research Fellow*

*Faculty, Impact MBA, Professional MBA*

*Co-Founder, Sustainability, Ethics, and Entrepreneurship Conference*

*Faculty Council, School of Global Environmental Sustainability*

*SOGES Resident Fellow, 2017-2018*

Taught entrepreneurship and sustainable enterprise at the undergraduate program and MBA levels. Founding team of the Global, Social, Sustainable Enterprise and Impact MBA programs. Helped develop the Center for the Advancement of Sustainable Enterprise, the undergraduate entrepreneurship certificate program, and the Venture Adventure business plan competition. Helped CSU achieve third place ranking in worldwide university entrepreneurship research productivity, and third place ranking for Best Social Entrepreneurship MBA. Played central role in the development of successful entrepreneurship and sustainable entrepreneurship programs and centers. Aided the development of numerous student and external ventures.

**Montpellier Business School, Montpellier, France** *1/20 to present*

*Honorary International Member, MBS Scientific Committee*

**Lehigh University** *12/15 to 12/16*

*Scholar in Residence, Martindale Center for the Study of Private Enterprise*

**University of Colorado at Boulder** *8/99 to 12/07*

*Ted G. Anderson Professor of Entrepreneurial Development*

*Faculty Director, Deming Center for Entrepreneurship*

*Co-Founder, Sustainable Venturing Initiative*

*Co-Founder, Cleantech Venture Challenge*  
*Co-Founder, Climate Change Strategies Initiative*  
*Developmental Faculty, CU Energy Initiative*  
*Co-Founder, EI-TEAM (Transforming Energy and Markets)*  
*Associate Professor of Strategy and Entrepreneurship*

Taught business strategy and entrepreneurship at undergraduate, masters and doctoral level. Oversaw and promoted curricular, developmental, and research efforts in entrepreneurship. In 2001, designed and delivered one of the first environmental entrepreneurship courses in the country and coined the titled, sustainable venturing. Worked with Ph.D. students in Strategy and Entrepreneurship on various research programs. Founded Climate Change Strategies Initiative and built educational and outreach program in sustainable venturing. Developed Sustainable Opportunities Summit, Cleantech Venture Challenge student business plan competition, University-wide clean energy curriculum, and Transforming Energy and Markets university/business partnership in renewable energy. Helped increase/maintain U.S. News and World Report ranking for entrepreneurship program to 13<sup>th</sup> (MBA) and 16<sup>th</sup> (undergraduate). Contributed to Aspen Institutes Grey Pinstripes ranking of 20<sup>th</sup> for MBA programs in social and environmental stewardship. Helped raise over \$500,000 for entrepreneurship center and energy initiative programs.

### **University of Tennessee**

<i>Adjunct Associate Professor of Management</i>	<i>1/01 to 8/02</i>
<i>Associate Professor of Management</i>	<i>5/97 to 8/99</i>
<i>Director, Strategic Management Ph.D. Program</i>	<i>8/98 to 8/99</i>
<i>Faculty Fellow in Sustainable Development to the Energy, Environment, and Resources Center</i>	<i>8/98 to 8/99</i>
<i>Founder, Tennessee Institute for Management and the Environment</i>	<i>8/93 to 8/99</i>
<i>Assistant Professor of Management</i>	<i>9/91 to 5/97</i>

Taught venture management and environmental management at the masters level, and strategic management at both the undergraduate, master, doctoral and executive levels. Helped develop UT's entrepreneurship program and establish it in the top seven in the U.S. among public universities. With other faculty members, formed the Tennessee Institute for Management and the Environment, and established a M.B.A. course and concentration in Environmental Management (ranked in the top ten by the World Resources Institute). Participated in the development of curriculum for the College's innovative M.B.A. program. Directed the Ph.D. Program in Strategic Management.

### **University of Oregon**

*1/97 to 6/97*

*Lundquist Visiting Professor of Entrepreneurship*; Taught courses in venture management and environmental management. Worked with the Lundquist Center for Entrepreneurship on curriculum development, business plan competitions, and other programs.

### **University of Colorado**

*9/87 to 8/91*

*Research and Teaching Assistant*; Taught undergraduate courses in strategic management, introduction to management, introduction to microcomputers, and entrepreneurship. Performed research on the growth of high-technology ventures, venture capital, the impact of founders on the growth of firms, and the entry of firms into manufacturing industries. Aided in the design and execution of interview, and survey-based research projects.

**Oklahoma State University**

9/86 to 5/87

*Research and Teaching Assistant; Helped write and refine research papers on services marketing, and the effects of economic reform in The Peoples' Republic of China.*

**Courses taught**

*Strategic Opportunities in Impact Enterprise (MBA)*  
*MBA Capstone Strategy Course (Professional and Online MBA)*  
*GSSE MBA Practicum (MBA)*  
*Venture Execution (MBA)*  
*Sustainable Venturing and the New Energy Economy (MBA)*  
*Social and Sustainable Venturing (undergraduate)*  
*New Venture Development for Sustainable Enterprise (MBA)*  
*New Venture Creation (undergraduate)*  
*Macro-Perspectives in Strategy and Entrepreneurship (Ph.D.)*  
*Sustainable Energy Venturing (Undergraduate, MBA)*  
*Sustainable Venturing (Undergraduate, MBA)*  
*Environmental Operations (Undergraduate)*  
*Venture Management (MBA)*  
*Entrepreneurial Environments (Undergraduate)*  
*Business Policy and Strategy (Undergraduate, MBA, Executive MBA)*  
*Strategic Management Content (Ph.D.)*  
*Environmental Management (Undergraduate, MBA)*  
*Venture Creation (Undergraduate)*

**EDUCATION****University of Colorado***Ph.D.: 1992*

*Major; Strategic Management*  
*Economics*

*Minor; Industrial Organization***Oklahoma State University***M.B.A.: 1987**Concentration; Marketing***The Pennsylvania State University***B.S.: 1982*

*Major: Environmental Resource Management and Economics*  
*Degree conferred with high distinction.*

## INDUSTRY EXPERIENCE

### **MyPlanet Fund**

*Co-Founder and Board Member*; Social networking and crowdfunding organization directed toward driving funding and human resources toward environmental causes and non-profits.

### **SuperTurbo Technologies**

*Executive Board Representative and Director*; Served on Board of Directors and on Executive Team during corporate turnaround. Refocused the organization around a central technology trajectory and engaged in management, fundraising, and board/executive communications. Aided in strategic planning processes and helped raise over \$5 million in financing.

### **Illinois Institute of Technology Research Institute, National Institute for Petroleum and Energy Research,**

*8/83 to 5/87*

*Chemist/Data Analyst*; Conducted empirical and laboratory research on enhanced oil recovery techniques and associated environmental issues. Performed statistical and graphical analysis of geologic data. Involved in drafting numerous proposals for research funding. Established a computerized accounting query system to analyze labor and overhead costs.

### **Department of Energy, Bartlesville Energy Technology Center**

*5/83 to 8/83*

*Research Intern*: Designed algorithms for estimating environmental mitigation costs of enhanced oil recovery.

### **Pennsylvania Power & Light Co.**

*5/82 to 8/82*

*Cost Analyst/Programmer*; Developed management information system to track costs of environmental compliance.

### **Consulting and Venture Development Projects**

*Reviewer, National Renewable Energy Lab 2009 Industry Growth Forum*

*Panda Bikes*

*21<sup>st</sup> Century Learning Solutions*

*Prieto Battery*

*VanDyne SuperTurbo, Inc.*

*StorageTek Global Services*

*Eugene Water and Electric Board*

*Thomas & Betts Corporation*

*Lockheed Martin Energy Systems*

*St Mary's Hospital*

*Hauser Chemical Research Corporation*

*Advanced Composite Technology Incorporated*

*Engineering Measurements Company*

### **Board/Advisory Positions**

*VanDyne SuperTurbo, Board of Directors and Interim Executive*

*CSU Clean Energy Supercluster*

*CSU School of Global Environmental Sustainability*

*CSU Center for the Advancement of Sustainable Enterprise*

*Sustainability, Ethics, and Entrepreneurship Research Conference*

## **PROGRAM DEVELOPMENT**

Impact MBA

Undergraduate Entrepreneurship Minor

Sustainability Ethics and Entrepreneurship Conference

Center for the Advancement of Sustainable Enterprise

Sustainability Executive Education

Sustainable Venturing Initiative

Cleantech Venture Challenge

Climate Change Strategies Initiative

CU Energy Initiative

Tennessee Institute for Management and the Environment

## **HONORS AND AWARDS**

- 2022 College Graduate Teaching Excellence Award. Colorado State University
- 2017 Finalist, Emerald Best Case Award. For the Case, The Neenan Company: Rebuilding from a Crisis. Published in The Case Journal.
- 2017 Resident Fellow, School of Global Environmental Sustainability
- 2014 Management Department Faculty Achievement Award. Colorado State University. For contributions in teaching, research, and service in the area of sustainability.
- 2013 Dr. Alfred N. and Lynn Manos Page Prize for Sustainability Issues in Business Curricula awarded by the University of South Carolina Moore School of Business for the innovative way in which my courses and associated materials examine sustainability and new venture development. Prior winners include faculty at the University of Virginia, UCLA, Cornell University, University of Michigan, and Harvard University.
- Dean, T. J. & McMullen, J. 2007. Toward a Theory of Sustainable Entrepreneurship: Reducing Environmental Degradation through Entrepreneurial Action. *Journal of Business Venturing*. 22(1): 50-76.  
 2011 - Top Ten Most Cited Article since 2006 in the *Journal of Business Venturing*.  
 2013 - Ranked 10<sup>th</sup> in article impact in the Grief Entrepreneurship 5-year research impact award, (2013)
- Sarason, Y., Dean T. J., & Dillard, J. F. 2006. Entrepreneurship as the Nexus of Individual and Opportunity: A Structuration View. *Journal of Business Venturing* 21, 3: 286-305.  
 2011 - Top Twenty-Five Most Cited Article since 2006 in the *Journal of Business Venturing*.

- 2012 - Ranked 16<sup>th</sup> in article impact in the Grief Entrepreneurship 5-year research impact award, 2012)
- 2011 University Entrepreneurship Research Productivity World Ranking (third place). (Ranked by Texas Christian University for all CSU faculty research productivity in top entrepreneurship journals)
  - National Consortium of Entrepreneurship Centers Award for Excellence in Specialty Entrepreneurship Education for Sustainable Venturing Initiative 2006.
  - Honorable Mention, 2005 AOM Entrepreneurship Division McGraw Hill Teaching Pedagogy Award for course in sustainable venturing.
  - CU Boulder 2005 Environmental Award from the CU Environmental Center for promotion of sustainable business practices in the business school environment.
  - Second Place for the 2004 National Innovative Entrepreneurship Education Course Award, sponsored by the United States Association for Small Business and Entrepreneurship
  - 2004 National Federation of Independent Businesses (NFIB) Award for Excellence in Research on the General Topic of Entrepreneurship at the Babson Entrepreneurship Research Conference, for the paper entitled, “New Firm Entry and the Persistence of Profits: An Empirical Examination of the Competitive Disciplining Effects of New Ventures.”
  - Finalist for the University of Colorado, College of Business Frasca Teaching Excellence Award (one of four finalists).
  - Second Place for the 2002 National Innovative Entrepreneurship Education Course Award, sponsored by the United States Association for Small Business and Entrepreneurship
  - 2002 ETP Best Conceptual Paper Award at the 2002 Academy of Management Annual Meetings, for the paper entitled, “Market Failure and Entrepreneurial Opportunity”
  - Recognized as Outstanding Professor by Pi Beta Phi, Spring 2002.
  - 2001 Irene M. McCarthy Award for Excellence in Research on the topic of Internet-Related Entrepreneurship, for the paper entitled “Top Management Teams and Investor’s Valuation of Initial Public Offerings” presented at the 2001 Babson-Kauffman Entrepreneurship Research Conference
  - University of Tennessee MBA Program in Environmental Management ranked in the top eight in the nation by the World Resources Institute.
  - Nominated for the University of Tennessee, 1999 Outstanding Second Year MBA Faculty Award.
  - Nominated for the University of Tennessee, College of Business teaching award, 1999.
  - Finalist for the University of Tennessee, College of Business 1995 Allen H. Keally teaching award.
  - Nominated for the University of Tennessee, College of Business 1994-1995 outstanding teacher award.
  - Nominated for the University of Tennessee, College of Business 1993-1994 outstanding teacher award.

- Nominated for the University of Tennessee, College of Business 1992-1993 outstanding teacher award.
- Academy of Management Entrepreneurship Division's Dissertation Award for Outstanding Research in Entrepreneurship-Independent Business, Sponsored by *Entrepreneurship Theory and Practice*.
- 1992 best article award in *Entrepreneurship Theory and Practice* for the paper entitled, "Determinants of New-Firm Formations in Manufacturing Industries: Industry Dynamics, Entry Barriers, and Organizational Inertia."
- Best paper award at the Western Decision Sciences 20th Annual Conference, 1991 for the paper entitled, "The Executive Limit Scenario in High Technology Firms: An Organizational Life Cycle Perspective."
- 1992 Competition for the Best Paper on Entrepreneurship and Innovation from New York University's Center for Entrepreneurial Studies, for the paper entitled, "A Conceptual and Empirical Analysis of Demand Determinants of New Venture Formations."

## REFEREED MANUSCRIPTS

### *Journal Articles*

- Vidula, S., Doblinger, C., Pacheco, D. F., York, J. G., Bacq, S. Russo, M. V., & Dean, T. J. 2022. Entrepreneurship for the Public Good: A Review, Critique, and Path Forward for Social and Environmental Entrepreneurship Research. *Academy of Management Annals*, 16 (1): 391-425.
- Sarason, Y., Dean, T., Bratsis, M. (2020). Three ways to sell green companies without selling out. *Academy of Management Insights*. Academy of Management, Briarcliff Manor, NY. (Published: 1st Quarter/Winter 2020, reprinted 2<sup>nd</sup> Quarter/Spring 2020 for Earth Day).
- Sarason, Y. & Dean, T. 2019. Lost Battles, Trojan Horses, Open Gates, and Wars Won: How Entrepreneurial Firms Co-Create Structures to Expand and Infuse their Sustainability Missions in the Acquisition Process. *Academy of Management Perspectives*, 33:4: 469-490.
- Barbier, E. B., Burgess, J. C., & Dean, T.J. 2018. Response – Conservation Accord, *Science*, 360: 6394: 1196-1197. June 15.
- Barbier, E. B., Burgess, J. C., & Dean, T.J. 2018. How to Pay for Saving Biodiversity: Can Private Sector Involvement in a Global Agreement Help to Conserve Global Biodiversity? *Science*, 360: 6388: 486-488. May 4.
- Josefy, M., Dean, T., Albert, L., & Fitz, M. 2017. The Role of Community in Crowdfunding Success: Cultural Attributes in Campaigns to 'Save the Local Theater.' *Entrepreneurship, Theory & Practice* 41(2): 161-182.

- Dean T.J. & Pacheco, D. F. 2017. Saving the Commons: A Behavioral Simulation for Experiencing the Role of Collaboration and Trust in Devising Workable Solutions to Environmental and other Social Issues. Academy of Management Learning and Education. 16 (3): 1-3
- Albert, L., Dean, T.J., & Baron, R. 2016. From Social Value to Social Cognition: How Social Ventures Obtain the Resources They Need for Social Transformation. Journal of Social Entrepreneurship. 7 (3): 289-311.
- Fitza, M. & Dean, T.J. 2016. How much do VCS and underwriters matter? A comparative investigation of venture capitalist and underwriter effects on IPO underpricing. Venture Capital: An International Journal of Entrepreneurial Finance. 18(2): 95-114.
- Albert, L., Hanley, G., & Dean, T. J. 2016. The Neenan Company: Rebuilding from a Crisis. The CASE Journal. 12:2 (310-318).
- Pacheco, D. & Dean, T. 2015. Strategic Responses to Social Movement Pressures: The Case of Clean Energy. Strategic Management Journal. 36(7): 957-1114.
- Dean, T.J. & Pacheco, D., 2014. Green Marketing: A Strategic Balancing Act for Creating Value. Journal of Business Strategy 35(5), Sept/Oct.
- Pacheco, D. F., Dean, T. J., & Payne, D. S. 2010. Escaping the Green Prison: Entrepreneurship and the Creation of Opportunities for Sustainable Development. Journal of Business Venturing 25(5): 464-480.
- Pacheco, D. F. York, J. G., Dean, T.J., and Sarasvathy, S.D. 2010. The Co-Evolution of Institutional Entrepreneurship: A Tale of Two Theories. Journal of Management 36(4): 974-1010.
- Sarason, Y., & Dillard, J. F., & Dean T. J. 2010. How Can We Know the Dancer from the Dance? Journal of Business Venturing 25 (2): 238-243.
- Bach, S.B., Judge, W.Q., & Dean, T.J. 2008. A Knowledge Based View of IPO Success: Superior Knowledge, Isolating Mechanisms, and the Creation of Market Value. Journal of Managerial Issues 20 (4): 507-525.
- Turner, C.A., & Dean, T.J., 2008. Testing the effects of prior performance on decision regret. Doubling-down, or all bets are off? Journal of Global Business Issues. 2(1), 13-22.
- Turner, C.A., Ryman, J.A., & Dean, T.J. 2008. How does prior financial performance of a hedging mechanism affect future hedging decisions? The Cooperative Accountant, 60(4), 71-78.
- Turner, C.A., Bamford, C.E., & Dean, T.J. 2007. Regulatory Effects on New Business Formation & Incumbent Dissolution: An exploratory study from the banking industry. Business Journal for Entrepreneurs. 2007 (2). 88-101.



- Dean, T. J. & McMullen, J. 2007. Toward a Theory of Sustainable Entrepreneurship: Reducing Environmental Degradation through Entrepreneurial Action. Journal of Business Venturing, 22(1): 50-76.
- Sarason, Y., Dean T. J., & Dillard, J. F. 2006. Entrepreneurship as the Nexus of Individual and Opportunity: A Structuration View. Journal of Business Venturing 21, 3: 286-305.
- Cohen, B. & Dean, T. J. 2005. Information Asymmetry and Investor Valuation of IPOs: Top Management Team Legitimacy as Capital Market Signal. Strategic Management Journal, 26 (7): 683-690.
- Bamford, C. E., Dean, T. J. & Douglas, T. J. 2004. The Temporal Nature of Growth Determinants in New Bank Foundings: Implications for New Venture Research Design. Journal of Business Venturing, 19 (6): 899-919.
- Dean, T. J., Brown, R. L., & Stango, V. 2000. Environmental Regulation as a Barrier to the Formation of Small Manufacturing Establishments: A Longitudinal Examination. Journal of Environmental Economics and Management, 40 (1): 56-75.
- Clelland, I. J., Dean, T. J., & Douglas, T. J. 2000. Stepping Towards Sustainable Business: An Evaluation of Waste Minimization Practices in U.S. Manufacturing. Interfaces, 30 (3): 107-124.
- Bamford, C.E., Dean, T.J. & McDougall, P.P. 1999. An Examination of the Impact of Initial Founding Conditions and Decisions upon the Performance of New Bank Start-Ups. Journal of Business Venturing, 15: 253-277.
- Dean, T. J., Brown, R. L., & Bamford, C.E. 1998. Differences in Large and Small Firm Responses to Environmental Context: Strategic Implications from a Comparative Analysis of Business Formations. Strategic Management Journal, 19: 709-728.
- Dean, T. J., Vryza, M., & Fryxell, G. E. 1998. Do Corporate PACs Restrict Competition? An Empirical Examination of Industry PAC Contributions and Entry. Business and Society, 37 (2): 135-156.
- Brown, R. L., Dean, T. J., & Douglas, T. J. 1998. Environmental Regulation and Competitive Advantage: New Insights into Entry Effects and Industry Structural Characteristics. Research in Corporate Social Performance and Policy, 15: 17-44.
- Dean, T. J. & Meyer, G. D. 1996. Industry Environments and New Venture Formations in U.S. Manufacturing: A Conceptual and Empirical Analysis of Demand Determinants. Journal of Business Venturing, 11 (2):107-132.
- Judge, W., Dean, T. J., & Fowler, D. 1996. Organizational Responses to Strategic Issues Posed by the Natural Environment: An Application of Miles and Snow's Strategic Types. Industrial and Environmental Crisis Quarterly, 9 (4): 419-447.

- Dean, T. J. & Brown, R. L. 1995. Pollution Regulation as a Barrier to New Firm Entry: Initial Evidence and Implications for Future Research. Academy of Management Journal, 38 (1): 288-303.
- Dean, T. J., Meyer, G. D., & DeCastro, J. 1992. Determinants of New-Firm Formations in Manufacturing Industries: Industry Dynamics, Entry Barriers, and Organizational Inertia. Entrepreneurship Theory and Practice, 17 (2). *Winner of the Entrepreneurship Theory and Practice 1992 Best Article Award.*
- Feldman, H. D., DeCastro, J., Dean, T. J. & Vaught-Alexander, K. 1992. Becoming a Small Business Owner: The Hispanic Experience. Journal of Small Business Strategy, 3 (1): 1-16.
- Ruhnka, J., Feldman, H., & Dean, T. J. 1992. The 'Living Dead Phenomenon' in Venture Capital Investments. Journal of Business Venturing 7: 137-155.
- Feldman, H., Koberg, C. S., & Dean, T. J. 1991. Minority Entrepreneurs: A Profile of Owners and Their Paths to Ownership. Journal of Small Business Management, 29 (4): 12-27.
- Meyer, G. D. & Dean, T. J. 1990. An Upper Echelons Perspective on Transformational Leadership Problems in High Technology Firms. Journal of High-Technology Management Research, 1 (2): 223-242.

### ***Working Manuscripts***

- Dean, T.J., Forster, W., & Dew, N. Property Rights Entrepreneurship: The Drive for Product, Asset, and Resource Excludability. In Review, *Entrepreneurship, Theory and Practice*.
- Dean, T.J., & McMullen, J. Entrepreneurial Opportunity as Market Failure. Targeted to *Journal of Business Venturing Insights*.
- Dean, T.J. & Lucas, D. A Market Frictions Approach to External Enablement. Targeted to *Journal of Business Venturing*.
- Dean, T.J., Waldron, T, and Allerton, G. Entrepreneurial Action on and in Emerging Property Rights Systems: The Case of Wetlands Mitigation Banking.
- Dean, T.J., Forster, W., & Lucas, D. The Lighthouse Keeper in Economics: Property Rights Entrepreneurship and the Externality Problem. Targeted to *Journal of Management Studies Special Issue*.
- Dean, T.J. & Gianiodis, P. Sustainable Entrepreneurship and Innovation. Textbook Revision. Routledge Press.
- Dean, T.J. Time for Environmental Entrepreneurship.

***Refereed Conference Proceedings***

- Pacheco, D. & Dean, T. 2013. Strategic Responses to Social Movement Pressures: The Case of Clean Energy. Best Paper Proceedings of the 2013 Academy of Management Annual Meetings.
- Fitza, M. & Dean, T.J. 2009. The Relative Importance of VC Certification in the Mitigation of Information Asymmetry at IPO. Best Paper Proceedings of the 2009 Academy of Management Meeting. Chicago, IL.
- Dean, T.J. & McMullen, J. 2002. Market Failure and Entrepreneurial Opportunity. Academy of Management Best Paper Proceedings 2002. *Winner of the 2002 ETP Best Conceptual Paper Award.*
- Clelland, Iain J., Dean, Thomas J., Turner, C. A. & Douglas, Thomas J. 1998. Stepping Towards Sustainable Business: An Evaluation of Waste Minimization Practices in U.S. Manufacturing. Proceedings to the 1998 Southern Management Association Annual Meetings.
- Dean, T. J., Turner, C. A., & Bamford, C. E. 1997. Impediments to Imitation and Rates of New Firm Failure. Academy of Management Best Paper Proceedings 1997
- Dutta, A. S. & Dean, T. J. 1997. Examining the relationship between institutional ownership and R&D intensity in the chemical industry: An innovative approach. Proceedings of the Southern Management Association 1997 Annual Meetings.
- Vryza, M., Dean, T. J., & Fryxell, G. E. 1996. Political strategies and industry structure: Do corporate PAC's restrict new entrants. In Mel Schanke (Ed.) Proceedings of the Southern Management Association 1996 Annual Meetings.
- Dean, T. J. & Meyer, G. D. 1992. Barriers and Gateways to the Entry of Independent Firms: An Empirical Study of Manufacturing Industries. Academy of Management Best Paper Proceedings 1992, 12-16.
- Fowler, D., Judge, W., & Dean, T. J. 1993. Organizational Responses to Strategic Issues Posed by the Natural Environment: An Application of Miles and Snow's Strategic Types. Proceedings of the 1993 Southern Management Association Annual Meeting: 55-62.
- Meyer, G. D., Lenoir, R. M., & Dean, T. J. 1988. The Executive Limit Scenario in High Technology Firms. In Gomez-Mejia, L. & Lawless, M. (Eds.), Proceedings 1988: Managing the High Technology Firm: 342-349. Boulder, CO: University of Colorado.
- Feldman, H., de Castro, J., & Dean, T. J. 1991. Hispanic Small Business Owners and Their Paths to Ownership. Proceedings of the Fifth Annual Symposium on Hispanics and the Economy.

Meyer, G. D. & Dean, T. J. 1991. The Executive Limit Scenario in High Technology Firms: An Organizational Life Cycle Perspective. Proceedings of the 20th Annual Conference of the Western Decision Sciences Institute *Received best paper award at the conference.*

Dean, T. J. & Brown, R. L. 1993. The Impact of Pollution Regulation Compliance Requirements on Rates of New Venture Formation across Manufacturing Industries. Robert D. Russell (Ed.) Conference Proceedings: Eighth Annual National Conference of the United States Association for Small Business and Entrepreneurship.

### ***Refereed Book Chapters***

Dean, T.J. 2014. Disequilibrium. In, Morris, D.H. & Kuratko D. H., *Wiley Encyclopedia of Management: Volume III: Entrepreneurship*, Third Edition. John Wiley.

Dean, T.J. 2014. Sustainability and Entrepreneurship. In, Morris, D.H. & Kuratko D. H., *Wiley Encyclopedia of Management: Volume III: Entrepreneurship*. Third Edition. John Wiley.

Dean, T. J. & McMullen, J. 2013. Toward a Theory of Sustainable Entrepreneurship: Reducing Environmental Degradation through Entrepreneurial Action. In, J. Kickul, S. Bacq, D. Gras, and M. Giffiths (eds.). Social Entrepreneurship. Cheltenham UK and Northampton, MA: Edward Elgar Publishing Ltd. Reprint from Journal of Business Venturing.

Dean, T. J. & McMullen, J. 2013. Toward a Theory of Sustainable Entrepreneurship: Reducing Environmental Degradation through Entrepreneurial Action. In, Shepherd, D. & Gregoire, D. Entrepreneurial Opportunities. International Library of Entrepreneurship Series. Elsevier. Reprint from Journal of Business Venturing.

Bamford, C.E., Dean, T.J. & McDougall, P.P. 2009. Reconsidering the Niche Prescription for New Ventures: A Study of Initial Strategy and Growth. In Lumpkin, T. & Katz, J.A. (Eds.) Advances in Entrepreneurship: Firm Emergence and Growth: Entrepreneurial Strategic Content. Volume 11: 9-39.

Dean, T. J. & Meyer, G. D. 2006. Industry Environments and New Venture Formations in U.S. Manufacturing: A Conceptual and Empirical Analysis of Demand Determinants. In Davidsson, P. The International Library of Entrepreneurship: New Firm Startups. Reprinted from the Journal of Business Venturing. Edward Elgar.

Dean, T.J., Plummer, L., & Godesiabois, J. 2005. New Firm Entry and the Persistence of Profits: An Empirical Examination of the Competitive Disciplining Effects of New Ventures. In Frontiers of Entrepreneurship Research 2004. Wellesley, MA.

Dean, T.J. 2005. Market Disequilibrium. In, M. Hitt and R. D. Ireland (Eds.) *The Blackwell Encyclopedic Dictionary of Management: Entrepreneurship*. Blackwell Publishing, Malden, MA.

- Ruhnka, J., Feldman, H., & Dean, T. J. 2002. The 'Living Dead Phenomenon' in Venture Capital Investments. In Busenitz, L. W., Sapienza, H. J., & Wright, M. (Eds.). Venture Capital. Reprinted from the Journal of Business Venturing.
- Dean T. J., & Cohen, B. D. 2002. Web-Based Versus Traditional Firms at IPO: A Comparative Analysis of Differences and Valuation. In Butler, J. Research in Entrepreneurship and Management: E-Commerce and Entrepreneurship, 1: 127-161. JAI Elsevier Science Ltd.
- Cohen, B. D. & Dean, T. J. 2002. Top Management Teams and Investors' Valuation of Initial Public Offerings: An Examination of Web-Based and Non-Web-Based New Ventures. In Bygrave, W. D., Autio, E., Greene, P.G., Brush, C.G., Reynolds, P. D., Davidsson, P., and Sapienza, H.J. (Eds.) Frontiers of Entrepreneurship Research 2001, Wellesley, MA: Babson College. *Winner of the 2001 Irene M. McCarthy Award for Excellence in Research on the Topic of Internet-Related Entrepreneurship.*
- Dean, T.J. & Bamford, C.E. 2001. Searching for Entrepreneurship Theory: Economic Disequilibrium Models as a Conceptual Foundation for Entrepreneurship Research. In C.S. Galbraith (Ed.) Strategy and Organizations in Transition, 3: 125-149. JAI Elsevier Science.
- Bamford, C. E. R., Dean, T. J., & McDougall, P. P. 1997. Initial strategies and new venture growth: An examination of the effectiveness of broad vs. narrow strategies. In Reynolds, P. D., Bygrave, W. D. Carter, N., Davidsson, P. Gartner, W. B., Mason, C. and McDougall, P. P. (Eds.) Frontiers of Entrepreneurship Research 1997, Wellesley, MA: Babson College.
- Bamford, C. E. R., Dean, T. J., & McDougall, P. P. 1996. Initial Founding Conditions and New Firm Performance: A Longitudinal Study Integrating Predictions from Multiple Perspectives. In Reynolds, P. D. Birley, S., Butler, J. E., Bygrave, W. D., Davidsson, P. Gartner, W. B., and McDougall, P. P. (Eds.) Frontiers of Entrepreneurship Research 1996 Wellesley, MA: Babson College.
- Dean, T. J., Brown, R. L., & De La Mater, M. 1994. Pollution Regulation and Small Establishment Formations in U.S. Manufacturing Industries: A Longitudinal Analysis of Deterrent Effects. In Frontiers of Entrepreneurship Research 1994, Wellesley, MA: Babson College.
- Dean, T. J. & Meyer, G. D. 1992. New Venture Formations in Manufacturing Industries: A Conceptual and Empirical Analysis. In Churchill, N., Birley, S., Bygrave, W., Muzyka, D., Wahlbin, C., and Wetzel, W. (Eds.), Frontiers of Entrepreneurship Research 1992: 173-187. Wellesley, MA: Babson College.
- Dean, T. J. & Meyer, G. D. 1989. Venture Development in High Technology Firms: The Impact of Managerial Qualities Across the Organizational Life Cycle. In Brockhaus, R., Churchill, N., Katz, J., Kirchoff, B., Vesper, K. & Wetzel, W. (Eds.), Frontiers of Entrepreneurship Research 1989: 93-108. Wellesley, MA: Babson College.

## OTHER PUBLICATIONS

***Books***

- Dean, T.J. 2016. New Venture Formations in United States Manufacturing. Second Edition. Routledge. Abingdon, UK.
- Dean, T. J. 2013. Sustainable Venturing: Entrepreneurial Opportunity in the Transition to a Sustainable Economy. Pearson Prentice Hall.
- Dean, T.J. & Birnbaum, M.D.M, 2011. Cases with a Conscience: Entrepreneurial Solutions to Global Challenges. Sustainable Venturing Press. Boulder, CO.
- Dean, T. J., Leach, S., Arnold, C., & Johnson, R. 2008. Readings in Sustainable Energy Venturing. Self-Published.
- Dean, T. J., Leach, S., Arnold, C., & Johnson, R. 2007. Readings in Sustainable Energy Venturing. Self-Published.
- Dean, T. J. 1995. New Venture Formations in U.S. Manufacturing: The Role of Industry Environments. NY, Garland Publishing.

***Dissertation***

- Dean, T. J. 1992. Demand Determinants of New Venture Formation in U.S. Manufacturing Industries. University of Colorado Doctoral Dissertation. University Microfilms.

***Cases***

- Hulpke, J. F., Fidow, M.A., and Dean, T.J. 2000. ISO 14001: Concrete Benefits? Green Island Cement Faces Hard Choices. Published by the Center for Environmental Management and Development, Hong Kong Polytechnic University,
- Dean, T. J. & Fryxell, J. 1997. International Electric Hardware, Inc.: Implementing an ISO 14001 Environmental Management System, Published by the Management Institute for Environment and Business of the World Resources Institute.
- Dean, T. J. & Fryxell, J. 1997. Teaching Note: International Electric Hardware, Inc., Published by the Management Institute for Environment and Business of the World Resources Institute.

***Research Reports***

- Dean, T. J. 1994. Pollution Regulation as a Barrier to the Formation of Small Manufacturing Establishments: A Longitudinal Analysis. U.S. Small Business Administration Contract Report (SBA-93-1060).
- Dean, T. J. 1992. Comparative Effects of Entry Barriers and Entry Gateways on the Establishment of Independent Firms in Manufacturing Industries. New York University Center for Entrepreneurial Studies Research Report Series.

Dean, T. J. 1992. A Conceptual and Empirical Analysis of Demand Determinants of New Venture Formations. New York University Center for Entrepreneurial Studies Research Report Series; Winner of New York University's 1992 Competition for the Best Paper on Entrepreneurship and Innovation.

### **Other**

Sarason, Y., Dean, T., & Bratsis, M. 2020. Three Ways to Sell Green Companies without Selling Out Academy of Management Insights, January 28, 2020.

Dean, T.J. 2005. The Next Revolution: Industry Must Meet Energy Needs. Denver Post, Sunday, August 28: E-1.

Dean, T.J., Payne, D. & Paige, C. 2004. Classroom Modules for Teaching Natural Capitalism. Developed in cooperation with the Rocky Mountain Institute under funding from the Kettering Institute.

Dean, T.J. (Ed.) 2002. Report to the Academy Professional Division Review Committee: Five Year Review of the Entrepreneurship Division of the Academy of Management. February, 2002. Committee Members: Patricia Green, Anne McCarthy, Benson Honig, Leonard Bisk, Connie Marie Gaglio. Advisor: Jerry Katz.

Dean, T. J. 2001. Environmental Issues: Business Threat or Opportunity? Colorado Business Review. 117 (3): 3.

Dean, T. J. 1993. Demand Determinants of New Venture Formation in U.S. Manufacturing. Dissertation abstract published in Entrepreneurship Theory and Practice. 18 (2): 140.

Meyer, G. D. & Dean, T. J. 1995. Why Entrepreneurs Fail. Colorado Business Review. 110 (4): 3-4.

## **PROFESSIONAL SERVICE ACTIVITIES AND HONORS**

- Carey-Darden-Leeds Entrepreneurship Scholars' Retreat. October, 2012
- Editorial Board, Strategic Entrepreneurship Journal, 2012-2015
- Reviewer Board, 2009, National Renewable Energy Laboratory Industry Growth Forum
- Continuity Council 2008-2010, Academy of Management Entrepreneurship Division.
- Reviewer for the 2008 NFIB Dissertation Award, Academy of Management Entrepreneurship Division.
- Member, Boulder County Energy Strategy Task Force
- Past-Chair, Academy of Management Entrepreneurship Division, 2002-2003.
- Chair, Academy of Management Entrepreneurship Division, 2001-2002.
- Chair-Elect, Academy of Management Entrepreneurship Division, 2000-2001.

- Program Chair, Academy of Management Entrepreneurship Division, 1999-2000
- Program Chair-Elect, Academy of Management Entrepreneurship Division, 1998-1999.
- Ad Hoc Reviewer, Journal of Business Venturing.
- Ad Hoc Reviewer, Academy of Management Journal.
- Ad Hoc Reviewer, Academy of Management Review.
- Chair, Research Committee, Academy of Management Entrepreneurship Division, 1997-1998.
- Faculty Fellow in Sustainable Development to University of Tennessee's Energy, Environment, and Resources Center; 1998-1999
- Faculty Advisor; New Venture Now Club at the University of Tennessee; 1996-1998.
- Faculty Advisor and President; Beta Gamma Sigma University of Tennessee Chapter; 1998-1999.
- Member, Research Committee, Academy of Management Entrepreneurship Division, 1996-1997.
- Secretary, Academy of Management Entrepreneurship Division, 1995-1996.
- Assistant Newsletter Editor, Organizations and the Natural Environment Interest Group of the Academy of Management, 1995.
- Southern Liaison, Academy of Management Entrepreneurship Division, 1993-1994.
- Reviewer for 1996 & 1998 Heizer Dissertation Award, Academy of Management Entrepreneurship Division.
- Reviewer for 1997 & 1998 NFIB Dissertation Award, Academy of Management Entrepreneurship Division.
- Advisory Board, Collegiate Entrepreneurs Association.
- Passed comprehensive exam in industrial organization economics with distinction.

### **PROFESSIONAL DEVELOPMENT**

- Center for Creative Leadership: Leadership and Teams Seminar, 1994.
- Association for Psychological Type; Meyers-Briggs Type Indicator Certification Program, 1994.
- Center for Applied Psychological Type: Personality Type and Teambuilding Seminar, 1994.
- Association for Testing and Materials; Understanding ISO 14000 Conference on International Environmental Management Standards

### **GRANTS AND CONTRACT RESEARCH**



- Clean Energy Supercluster Seed grant for Capacity Building. 2008. \$15,000. Colorado State University.
- EI-TEAM (Transforming Energy and Markets). 2007. Start-up funding of \$100,000 over three years.
- Cleantech Innovation Challenge business plan competition. 2007. Approximately \$50,000 in funding from Anderson, LLC, Kleiner, Perkins, Caufield, and Byers, NSF IGERT Carbon, Climate, and Society Program, Cooley Godard, and others.
- Sustainable Venturing Business Plan Competition. 2006. Approximately \$35,000 in funding from Anderson, LLC and other donors.
- Principal Investigator. Sustainable Energy Venturing Curriculum Development Project. 2005. National Collegiate Inventors and Innovators Alliance. (\$9000).
- Climate Change Curriculum Project, Funded by the Kettering Family Foundation. 2004-2005. (\$25,000)
- Co-Principal Investigator, U.S. Asia Environmental Partnership/Council for State Governments, Principal Investigator, “Environmental Management and Curriculum Development and Reform in Hong Kong Schools of Business.” 1996. (\$319,539)
- Principal Investigator, U.S. Small Business Administration Research Contract. “Pollution Regulation and New Venture Formations in U.S. Manufacturing Industries: A Longitudinal Analysis of Deterrent Effects.” 1993. (\$21,793)
- Co-Principal Investigator, National Science Foundation, “National Center for Environmental Decision-Making.” 1996. (\$4,841,000)
- Principal Investigator, U.S. Small Business Administration Research Contract, “Demand Determinants of New Venture Formations in U.S. Manufacturing.” 1991. (\$1800).
- Principal Investigator, New York University Center for Entrepreneurial Studies Research Grant, “Demand Determinants of New Venture Formations in U.S. Manufacturing.” 1991. (\$2,500).

## **INTERNATIONAL PROGRAMS**

- Environmental Management and Curriculum Development and Reform in Hong Kong Schools of Business. Principal Investigator. Funded by the US/Asia Environmental Partnership and Council for State Governments (1999/2000).
- University of Tennessee Taiwan EMBA Program. Taught two-week course in business policy and strategy (1999).
- Energy Efficiency and Environmental Management Training Program (Poland). Presented in conjunction with Polish Foundation for Energy Efficiency and Electrotek for US Agency for International Development (Spring, 1998).
- Enabling Efficient and Autonomous Action within Local Governments of Four Transylvanian Judets (Romania). Funded by the U.S. Information Agency (Fall, 1996).

## DISSERTATION/THESIS COMMITTEES

### Colorado State University

Jacob Castillo	John McKinney	Lindsay Neenan
Stacey Baumgarn	Kellen McMartin	Kathie Mattor
Joseph Maffey	Carol Engel-Enright	Maddie Wilbur
Conor Kimball		

### University of Colorado

Larry Plummer	Desiree Pacheco	Heidi Neck
Boyd Cohen	Jeff McMullen	Dawn Detienne
Leon Schjoedt	Alex Heintzman	David Payne

### University of Tennessee

Charles Bamford (Chair)	Craig Turner (Chair)	Tom Douglas
Seung Bai Bach	John Gallagher	Joel Ryman
Maria Vryza	Harjit Singh	

## PRESENTATIONS

Dean, T.J. & Forster, W. 2022. Entrepreneurship and Dynamic Property Rights: A Process Model. Presented at the 2022 Academy of Management Annual Meeting. Seattle, WA. August.

Dean, T.J. 2020. Better Late Than Never: Business Schools and Climate Change Action. Panel Symposium Presentation at the 2020 Academy of Management Annual Conference. Vancouver, B.C.

Dean, T.J. & Forster, W. 2020. Toward a Theory of Property Rights Entrepreneurship. Presented at the Sustainability, Ethics, and Entrepreneurship Conference. San Juan Puerto Rico. March

Pacheco, D., Greene, J., & Dean, T.J. 2019. Elevating Impact through System Innovation. Presented at the 8th Annual Sustainability, Ethics, and Entrepreneurship Conference, Miami, FL.

Dean, T.J. 2018. Regenerative Organizations: Living and Well-being in, with and for Nature. Symposium panelist at the Annual Academy of Management Meetings. Chicago, IL. August.

- Dean, T.J. 2018. Social Impact through Entrepreneurial Actions. Symposium Chair at the Annual Academy of Management Meetings. Chicago, Il. August.
- Dean, T.J., Sarason, Y. & Pretorius, F. 2018. Selling In: Five Strategies Sustainable Entrepreneurs Use to Preserve and Expand their Missions at Acquisition. Sustainability, Ethics, and Entrepreneurship Conference. Washington DC., March 3.
- Sarason, Y. & Dean, T.J. 2017. Selling Out or Selling In? Structuring for Impact in the Sale of Sustainable Ventures. Symposium: Sustainable Entrepreneurship. Presented at the 2017 Academy of Management Annual Meetings. August. Atlanta, GA.
- Dean, T. J. 2017. Symposium: Social Innovation at the Interface of Technology, Entrepreneurship and Economic Institutions. Presented at the 2017 Academy of Management Annual Meetings. August. Atlanta, GA.
- Dean, T.J., Pacheco, D.F., York, J.G., Purdy, J. M. 2017. Symposium: Environmental Entrepreneurship: Challenges, Opportunities, and Future Paths. Sustainability, Ethics, and Entrepreneurship Conference. San Juan, Puerto Rico. March 1.
- Josefy, M., Dean, T., Albert, L., & Fitza, M. 2016. The Role of Community in Crowdfunding Success: Cultural Attributes in Campaigns to 'Save the Local Theater.' Presented at the 2016 Social Entrepreneurship Research Conference. University of Southern California, Los Angeles, California.
- Albert, L. S., Hanley, G. & Dean, T.J. 2015. "An Ethics-based Case Analysis of the Neenan Company", Presented at the North American Case Research Association, Orlando, Florida, October 10th, 2015.
- Dean, T.J. 2015. Environmental Entrepreneurship: How and When do Entrepreneurs address Environmental Degradation? Panel with Michael Lenox, Jeffrey McMullen, and Desiree Pacheco and Jeffrey York. Annual Conference of the Strategic Management Society. Denver, CO.
- Dean, T.J. 2015. Environmental Entrepreneurship. Presented at the Sustainability, Strategy, and Entrepreneurship extension to the Strategic Management Society Annual Conference. Boulder, CO.
- Albert, L.S., Dean, T.J., & Baron, R.A. 2014. Motivational and Cognitive Foundations of Social Entrepreneurship: Why, and How, Social Entrepreneurs Seek to Make a Difference. Presented at the 2014 Social Entrepreneurship Research Conference.
- Albert, L., Josefy, M., Dean, T. & Fitza, M. 2014. Behind the Curtain: A Mission-Based Model to Predict Crowdfunding Success by Social Entrepreneurs. Presented at the Academy of Management Annual Meetings, 2014.

- Lumina, A. & Dean, T. 2013. In the Eye of the Beholder: A Mission-Based Model of Social Entrepreneurship and Stakeholder Support. Presented at the Oxford International Social Innovation Research Conference. September 8.
- Lumina, A. Dean, T. Josefy, M. & Fitza, M. 2013. Crowdfunding and a Mission-Based Model of Social Entrepreneurship. Presented at the 2013 NYU Stern Conference on Social Entrepreneurship.
- Lumina, A. Dean, T. Josefy, M. & Fitza, M. 2013. Crowdfunding and a Mission-Based Model of Social Entrepreneurship. Presented at the Crowdfunding Conference. July. Boulder, CO
- Pacheco, D. & Dean, T. 2013. Strategic Responses to Social Movement Pressures: The Case of Clean Energy. Presented at the 2013 Academy of Management Annual Meetings.
- Albert, L. & Dean, T.J. 2012. Mission Characteristics and Social Entrepreneurship: A Social-Cognition Based Theoretical Framework. Presented at the 2012 NYU Stern Conference on Social Entrepreneurship.
- Detienne, D., Dean, T., & Sarason, Y. 2012. Selling Out or Selling In? Sensemaking in the Sale of Social Ventures. Presented at the 2012 Strategic Management Society Annual Conference. Prague.
- Dean, T., Sarason, Y. & Detienne, D. 2011. The Distinctive Domain of Social Entrepreneurship: Social Intent and Institutional Divergence as Delineating Characteristics of an Emerging Concept. Presented at the 2011 NYU Satter Conference on Social Entrepreneurship New York.
- Sarason, Y., DeTienne, D. & Dean, T. 2010. Selling Out or Selling In: Social Entrepreneurship as Institutional Entrepreneurship. Presented at the 2010 NYU Satter Conference on Social Entrepreneurship New York.
- Neenan, L., Dean, T. & Sarason, Y. 2010. Common Core, Common Difference? A Categorical Schema of Definitions of Social, Environmental and Sustainable Entrepreneurship. Presented at the 2010 NYU Satter Conference on Social Entrepreneurship New York.
- Sarason, Y., DeTienne, D. & Dean, T. 2010. Selling Without Selling Out? Effectuating Social Entrepreneurship through Exit. Presented at the 2010 Academy of Management Annual Meetings.
- Fitza, M. & Dean, T.J. 2009. The Relative Importance of VC Certification in the Mitigation of Information Asymmetry at IPOs. Presented at the 2009 Academy of Management Annual Conference. Chicago, IL.
- Fitza, M. & Dean, T.J. 2009. Venture Capitalist Certification as Capital Market Signal at IPO: A Comparative Investigation of Venture Capitalist and Underwriter Reputation Effects. Presented at the 2009 Babson College Entrepreneurship Research Conference. Wellesley, MA

- Dean, T.J. 2008. Sustainability -- Questions for the Long-Term, Emergent Strategies and Educational Approaches. Symposium presentation at the 2008 Academy of Management Annual Meetings. Anaheim, CA.
- Dean, T. J., O'Rourke, A., Russo, M., Meyer, A. 2007. The Emergence of Cleantech: Venture Capital and the emergence of a new clean technology industry. All-Academy symposium presented at the 2007 Academy of Management Annual Meeting. Philadelphia, PA.
- Pacheco, D. Payne, D. & Dean, T.J. 2007. Escaping from the Green Prison: An Evolutionary Game Theory Approach to the Formation and Transformation of Environmental Institutions. Presented at conference on The Institutional Foundations of Industry Self-Regulation. Harvard Business School.
- Krueger, N. Dean, T. Kickul, J. Mair, J., Nichols, A. 2006. Delivery System for Dreams: Social and Sustainable Entrepreneurship. Symposium Presented at the Business as an Agent of World Benefit Conference. Sponsored by the Academy of Management and the UN Global Compact. Cleveland, OH. October.
- Payne, D. Dean, T. J. & Pacheco, D. 2005. Escape from the Green Prison: Pioneering Strategies for Competitive Advantage through Environmental Performance. Presented at the 2005 conference of the Strategic Management Society.
- Dean, T.J., & Plummer, L. David vs. Goliath Round 2: Entry and the Persistence of Incumbent Profitability. Presented at the 2005 Academy of Management Annual Meetings.
- Dean, T. J. and Pacheco, D. 2005. Expanding the Domain of Entrepreneurial Action: An Exploration of Institutional and Coasian Entrepreneurs. Presented at the 2005 Babson Entrepreneurship Research Conference.
- Dean, T.J. 2004. Sustainable Venturing: Capturing the Power of Entrepreneurship to Build a Sustainable World. Presented at the 2004 Sustainable Resources Conference. Boulder, CO
- Bach, S. B., Judge, W.Q., & Dean, T. Resources, Networks, and the Creation of Entrepreneurial Rents, Entrepreneurship Division, Academy of Management - New Orleans, Aug. 2004
- Dean, T.J., Plummer, L., & Godesiabois, J. New Firm Entry and the Persistence of Profits: An Empirical Examination of the Competitive Disciplining Effects of New Ventures. Presented at the 2004 Babson Entrepreneurship Research Conference
- Payne, D. & Dean, T.J. 2003. Escape from the Green Prison: Policy Entrepreneurship for Environmental Performance and Competitive Advantage. Research panel presented at the 2003 Greening of Industry Network meetings, San Francisco, CA.
- Turner, C. A. & Dean, T. J. 2002. Betting the Farm: The Effect of Prior Performance on the Framing of Strategic Risk Decisions. Presented at the 2002 National Academy of Management Annual Meetings, Denver, CO.

- Dean, T.J. & McMullen, J. 2002. Market Failure and Entrepreneurial Opportunity. Presented at the 2002 National Academy of Management Annual Meetings, Denver, CO. *Winner of the 2002 ETP Best Conceptual Paper Award*.
- Sarason, Y., Dillard, J. F., and Dean T. J. 2002. Structuration Theory: A Framework For Exploring the Entrepreneurship Domain. Presented at the 2002 National Academy of Management Annual Meetings, Denver, CO.
- Schjoedt, L. and Dean, T. J. 2002. Entrepreneurial Satisfaction: A Test of the Job Characteristics Model. Presented at the 2002 Babson Entrepreneurship Research Conference, Boulder, CO.
- Cohen, B. D. & Dean, T. J. 2001. Top Management Teams and Investors' Valuation of Initial Public Offerings: An Examination of Web-Based and Non-Web-Based New Ventures. Presented at the 2001 Babson Entrepreneurship Research Conference, Jonkoping, Sweden. *Winner of the Irene M. McCarthy Best Paper Award*.
- Bamford, C. E. R., Dean, T. J., & McDougall, P. P. 2000. Entry Strategies and the Growth of Bank Start-Ups in the U.S.: A Critical Examination of the Niche Prescription for New Ventures. Presented at the ICSB World Conference 2000, Brisbane, Australia.
- Dean, T.J. & Meyer, G. D. 2000. Opportunities Where We Thought None Existed? Entry Gateways and Rates of Independent Firm Formation in U.S. Manufacturing. Presented at the ICSB World Conference 2000, Brisbane, Australia.
- Clelland, Iain J., Dean, Thomas J., Turner, C. A. & Douglas, Thomas J. 1998. Stepping Towards Sustainable Business: An Evaluation of Waste Minimization Practices in U.S. Manufacturing. Presented at the 1998 Southern Management Association Annual Meetings.
- Bamford, C. E., Dean, T. J. & Douglas, T. J. 1998. The Locus of Strategic Decisions: Temporal Stability and Importance in New Ventures. Presented at the 1998 National Academy of Management Annual Meetings.
- Turner, C. A., Bamford, C. E. & Dean, T. J. 1998. New Venture Strategic Responses to Regulatory Change. Presented at the 1998 Babson-Kauffman Entrepreneurship Research Conference.
- Dutta, A. S. & Dean, T. J. 1997. Examining the relationship between institutional ownership and R&D intensity in the chemical industry: An innovative approach. Presented at the 1997 Southern Management Association Annual Meetings.
- Dean, T. J., Turner, C. A., & Bamford, C.E. 1997. Impediments to Imitation and Rates of New Firm Failure. Presented at the 1997 National Academy of Management Annual Meetings.
- Bamford, C. E. R., Dean, T. J., & McDougall, P. P. 1997. Initial strategies and new venture growth: An examination of the effectiveness of broad vs. narrow strategies. Presented at the 1997 Babson Entrepreneurship Research Conference.

- Vryza, M., Dean, T. J., & Fryxell, G. E. 1996. Political strategies and industry structure: Do corporate PAC's restrict new entrants? Presented at the 1996 Southern Management Association Annual Meetings.
- Douglas, T. J., Dean, T. J., & Brown, R. L. 1996. Environmental Regulation and Industry Structural Sources of Competitive Advantage: An Examination of Entry Deterrent Mechanisms on New-Firm and Diversifying Entrants. Presented at the 1996 National Academy of Management Annual Meetings.
- Dean, T. J. & Bamford, C. 1996. Searching for Economics that Speak of Entrepreneurship: A Review and Interpretation of Economic Theories of Disequilibrium and Entrepreneurship. Presented at the 1996 National Academy of Management Annual Meetings.
- Bamford, C. E. R., Dean, T. J., McDougall, P. P. 1996. New Venture Performance in the Banking Industry: An Examination of Initial Environmental Conditions and Organizational Factors. Presented at the 1996 Babson Entrepreneurship Research Conference.
- Dean, T. J. & Brown, R. L. 1995. Small Business Entry Strategies: A Longitudinal Study of the Differential Responses of Small and Large Establishments to Industry Characteristics. Presented at the 1995 National Academy of Management Annual Meetings.
- Dean, T. J. 1995. U.S. Environmental Regulatory Policy: Barriers and Incentives to New and Small Businesses. Presented in a symposium entitled, "The Impact of Environmental Regulatory Policies: Managerial Strategies for Environmental Issues." at the 1995 Academy of Management Annual Meetings.
- Dean, T. J., Brown, R. L., & De La Mater, M. 1994. Pollution Regulation and Small Establishment Formations in U.S. Manufacturing Industries: A Longitudinal Analysis of Deterrent Effects. Presented at the 1994 Babson Entrepreneurship Research Conference.
- Fowler, D. & Dean, T. J. 1993. Managing Natural Environmental Issues in Business: A New Source of Competitive Advantage? Presented at the 1993 National Academy of Management Annual Meetings.
- Fowler, D., Judge, W. Q., & Dean, T. J. 1993. Organizational Responses to Strategic Issues Posed by the Natural Environment: An Application of Miles and Snow's Strategic Types. Presented at the 1993 Southern Management Association Annual Meeting.
- Dean, T. J. & Brown, R. L. 1993. The Impact of Pollution Regulation Compliance Requirements on Rates of New Venture Formation Across Manufacturing Industries. Paper presented at the 1993 Meeting of the United States Association of Small Business and Entrepreneurship.
- Dean, T. J. & Meyer, G. D. 1992. Barriers and Gateways to the Entry of Independent Firms: An Empirical Study of Manufacturing Industries. Paper presented at the 1992 National Academy of Management Annual Meeting.

- Dean, T. J. & Meyer, G. D. 1992. New Venture Formations in Manufacturing Industries: A Conceptual and Empirical Analysis. Paper presented at the 12th Annual Babson Entrepreneurship Research Conference, Fontainebleau, France.
- Fowler, D. & Dean, T. J. 1992. Factors Influencing the Use of Consultants in Electronics Firms: Deterministic and Rational-Choice Perspectives. Paper presented at the 1992 Southern Management Association Meetings.
- Feldman, H., de Castro, J., Dean, T. J. 1991. Hispanic Small Business Owners and Their Paths to Ownership. Paper presented at the Fifth Annual Symposium on Hispanics and the Economy.
- Meyer, G. D. & Dean, T. J. 1991. The Executive Limit Scenario in High Technology Firms: An Organizational Life Cycle Perspective. Paper presented at the 20th Annual Conference of the Western Decision Sciences Institute, Lihue, Hawaii.
- Meyer, G. D. & Dean, T. J. 1990. A Dynamic Approach to Strategic Leadership: The Impact of Managerial Characteristics across the Organization Life Cycle. Paper presented at the annual meeting of the Academy of Management, San Francisco, California.
- Feldman, H., Koberg, C. S., Polok, N. A., & Dean, T. J. 1990. Minority Entrepreneurs: A Profile of Owners and Their Paths to Ownership. Paper presented at the annual meeting of the Academy of Management, San Francisco, California.
- Dean, T. J. & Meyer, G. D. 1989. Venture Development in High Technology Firms: The Impact of Managerial Qualities Across the Organizational Life Cycle. Paper presented at the Babson Entrepreneurship Research Conference, St Louis, Missouri.
- Hamm, B. C., & Dean, T. J. 1987. Services Marketing Opportunities in the People's Republic of China. Paper presented at the annual meeting of the Academy of International Business, Chicago, Illinois.

### ***Invited Presentations***

- Dean, T. 2023. Keynote: Thinking Back and Looking Ahead: Lessons from 30 Years of Building Business Sustainability Programs. Sustainability, Ethics, and Entrepreneurship Conference PDW. March, 2023.
- Dean, T. 2019. Better Than We Found It: Thoughts on Entrepreneurship, Economic Institutions, and Long-Term Prosperity. Presented to GERENS MBA Program. Fort Collins, CO. June 6.
- Dean, T. 2019. Lost Battles, Trojan Horses, Open Gates, and Wars Won: How Entrepreneurial Firms Co-Create Structures to Expand and Infuse their Sustainability Missions in the Acquisition Process. Presented at University of Montpellier. June 20. Montpellier, France.



- Dean, T.J. 2019. ETH Academy on Sustainability and Technology 2019. The Next Phase of Sustainable Development. Weeklong Ph.D. seminar and paper development workshop. June 23-28. Zurich/Appenzell, Switzerland.
- Dean, T.J. 2019. Like a Kid in a Candy Store with a \$100 Bill. Presented at the 2019 ETH Academy on Sustainability and Technology. June 26.
- Dean, T.J. 2019. Climate Change from a Business Perspective. Class presentation. University of Colorado. April 30<sup>th</sup>. Boulder, CO.
- Dean, T.J. 2018. Climate Change from a Business Perspective. Class presentation. University of Colorado. May 27<sup>th</sup>. Boulder, CO.
- Barbier, J & Dean, T. 2018. Environment, Economics and Entrepreneurship: Opportunities for Collaboration - Saving Global Biodiversity. CSU Economics Club Presentation. Fort Collins, CO. April 5.
- Dean, T.J. 2017 Why does biodiversity matter for people, why should they care (perspectives from food, health, energy, water, and economics). Panel at the Global Biodiversity Summit. Colorado State University, Fort Collins, CO. October 11.
- Dean, T. J. 2017. The Future of Entrepreneurship Research 2. Panel Presentation at the Entrepreneurship Research: Past, Present, and Future, Paris, France. May 1-12.
- Dean, T.J. 2017. Sustainable Food Systems Faculty Panel. Conscious Capitalism Conference. University of Colorado. Boulder, CO. April 10.
- Dean, T.J. 2016. Keynote Address: Environmental Entrepreneurship: Opportunities for Entrepreneurial Action and Academic Inquiry. Social Entrepreneurship Research Conference. University of Southern California, Los Angeles, CA. November.
- Dean, T.J. 2016. The Role of Contextual Factors in Crowdfunding Success: Evidence from Independent Theaters. Chalmers School of Entrepreneurship, Gothenburg, Sweden. June.
- Dean, T.J. 2016. Firm Responses to Social Movement Pressures: A Competitive Dynamics Perspective. May 12. Imperial College, London, UK.
- Dean, T.J. 2016. Firm Responses to Social Movement Pressures: A Competitive Dynamics Perspective. May. University of Edinburgh.
- Dean, T.J. 2016. Firm Responses to Social Movement Pressures: A Competitive Dynamics Perspective. February 22. Lehigh University, Bethlehem, PA.
- Dean, T.J. 2016. Social and Sustainable Ventures. Lehigh University. February 22. Bethlehem, PA.

- Dean, T.J. 2016. Venture Funding: The Case of VanDyne SuperTurbo. Lehigh University. February 22. Bethlehem, PA.
- Dean, T.J. 2015. Venture Funding and Opportunities in Sustainable Venturing. Presented at the U.S. Air Force Academy. November 17. Colorado Springs, CO.
- Dean, T.J. 2014. Panel Moderator. The Business of Feeding the World. Visions of Future Earth: Linking Society, Economics, and the Environment. International Colloquium on Global Environmental Sustainability. Colorado State University. October 6, 2014.
- Dean, T.J. 2014. Reflections on Sustainable and Environmental Entrepreneurship. Sustainability, Ethics, and Entrepreneurship Conference Professional Development Workshop. May 22, 2014. Denver, CO.
- Dean, T.J., Goldstein, J. & Seidl, A. 2014. Putting a Price Tag on Nature: the Economics of Ecosystems. SOGES Topics in Sustainability Series. Fort Collins, CO.
- Dean, T., York J. Nevis, C., Fisher, G. & Alvarez, S. 2013. Sustainability Ethics, and Entrepreneurship Scholar Panel. Journal of Management Studies Paper Development Workshop. Denver, CO. April 11.
- Dean, T. 2012. Social and Sustainable Entrepreneurship. Ph.D. Seminar. University of Colorado at Boulder. April, 2012.
- Dean, T. 2012. Keynote Address: Sustainable Entrepreneurship: Thoughts on an Emerging Field. Sustainability, Ethics, and Entrepreneurship Conference. Denver, CO. April 13.
- Sarason, Y., Dean, T., & DeTienne, D. 2011. Selling Out or Selling In: Social Entrepreneurship and the Achievement of Social Intent. Lehigh University, Bethlehem, PA (November 17)
- Dean, T. 2011. Incentives and Strategy. Presented at the 2011 Sustainable Opportunities Summit. Denver, CO.
- Sarason, Y., DeTienne, D. & Dean, T. 2011. Selling Out or Selling In: Social Entrepreneurship and the Achievement of Social Intent. Front Range Research Seminar Series. University of Denver. March.
- Dean, T.J. 2009. Moderator. Smart Grid and Wind Energy Economic Cluster panel sessions at the SOGES Colloquium on Global Challenges for Sustainability. Colorado State University. September 9-11.
- Dean, T.J. 2008. Colorado Institutions – Leading the Cleantech Revolution. KPMG Retreat. Copper Mountain, CO.
- Dean, T.J. 2008. Critical Questions Regarding the Role of Entrepreneurship in Sustainable Development. Caucus presentation at the 2008 Academy of Management Annual Meetings. Anaheim, CA.

- Dean, T.J. 2008. Social Entrepreneurship: Why Should We care? The Questions Academics Ask. Panel presentation at the 2008 Academy of Management Annual Meetings. Anaheim, CA.
- Dean, T.J. 2008. Climate Change and Entrepreneurial Opportunity. Climate Change Teach-In. Colorado State University. February.
- Dean, T.J. 2007. Charting Topography for Entrepreneurship Research: Re-examining Assumptions, Approaches & Practices Topography of Entrepreneurship. Panel presentation at the 2007 Academy of Management annual Meetings.
- Dean, T.J. 2007. Scholar Panel. Colorado Environmental Partnership, Roche Colorado Workshop, Putting the Social in Sustainability. Boulder, June 28.
- Dean, T.J. 2007. Toward a Theory of Sustainable Entrepreneurship: Reducing Environmental Degradation through Entrepreneurial Action. Presented at Colorado State University.
- Dean, T.J. 2007. Toward a Theory of Sustainable Entrepreneurship: Reducing Environmental Degradation through Entrepreneurial Action. Presented at the Bren School of Environmental Management, University of California at Santa Barbara.
- Dean, T. J. 2006. Entry And The Persistence Of Superior Economic Performance: Do New Firm Entrants Discipline Incumbents More Than Diversifying Types Of Entrants? Presented at the University of Oklahoma.
- White, J. Payne, D, & Dean, J. 2006. Climate Change: Uncertainty, Adaptation, and Entrepreneurship. Environmental Studies Program Seminar Series. University of Colorado.
- Dean, T. J. 2006. Sustainable Workplaces. Class presentation at Colorado State University, College of Communications.
- Dean, T.J. & Butler, J. 2006. Focusing and Managing Your Career. Presentation to the Academy of Management Entrepreneurship Division Doctoral Consortium. Atlanta, GA.
- Dean, T.J. 2006. Winning Entrepreneurship Professors Share Knowledge and Wisdom about Teaching Entrepreneurship. Professional Development Workshop at the Academy of Management Meetings, Atlanta, GA.
- Dean, T. J., Larson, A. Robinson, J. & Pacheco, D. 2006. Social and Sustainable Entrepreneurship: Defining Terms and Setting a Research Agenda. Entrepreneurship Division Professional Development Workshop presented at the 2006 Academy of Management Meeting, Atlanta, GA.
- Krueger, N., Dean, T. J., Mair, J., Kickul, J. & D'Intino, R. 2006. Social Entrepreneurship in Entrepreneurship Pedagogy: "How to Change the World" Indeed. Entrepreneurship Division Professional Development Workshop presented at the 2006 Academy of Management Meeting, Atlanta, GA.

- Dean, T.J. Miller, A. Pinchot, G. & Anderson, G.C. October, 2005. Creating Sustainable Ventures. Graduate Entrepreneurs Association, Learn from the Best Speaker Series, University of Colorado at Boulder.
- Dean, T. J. & Nathanson, J. October, 2005. Economic Development Opportunities in Renewable Energy and Clean Technology. Presented to the Colorado Legislative Council Economic Development Committee. Denver, CO.
- Dean, T.J., Fernandez, R., & Hooie, D. October, 2005. Trends in U.S. Japan Cooperation in Energy and the Environment. National Renewable Energy Laboratory.
- Dean, T.J. 2004. Energy, Climate Change, and Entrepreneurial Opportunities. Presented at the Aspen Green Building Conference. Aspen, CO
- Dean, T.J. 2004. Business Strategies for a Carbon Constrained World. Presented at the CU Executive MBA Thought Leader Series. Denver, CO.
- Dean, T.J. 2004. Market Failure, Entrepreneurial Opportunity, and Sustainable Venturing. Keystone Institute Leadership Seminar. El Paso, TX.
- Dean, T. J. & Payne, D. 2004. Leadership and Today's Complex Challenges. Keystone Institute Key Innovations Seminar. Keystone, CO.
- Paige, C., Dean, T. & Payne, D. 2004. The Challenges, Methods, and Rewards of Teaching Sustainability in the Business School. Workshop presented at the 2004 National Academy of Management Meeting Pre-Conference.
- West, P., Busenitz, L., Davidsson, P., Dean, T.J., Gartner, B. 2002. Building Theory for the Entrepreneurship Domain: Should We Pursue a Unified Theory? Panel session presented at the 2002 National Academy of Management Meeting Pre-Conference.
- Dean, T.J. 2001. Developing your Professional Career. Presented at the annual meeting of the Academy of Management, Washington, D.C.
- Dean, T.J. and Brigham, K. H. 2001. Understanding the Academy Paper Review Process: An Empirical Analysis and Discussion. Presented at the annual meeting of the Academy of Management, Washington, D.C.
- Dean, T.J. 2001. Environmental Literacy. Presented at the 2001 Campus Earth Summit at the University of Colorado at Boulder.
- Dean, T.J., Upton, N., Meyer, G.D., and Hisrich, R. 2000. Discussion with Division Officials: The Ask us anything Session. Symposium organized for the Entrepreneurship Division New Faculty Consortium at the annual meeting of the Academy of Management, Toronto, Canada.

- Dean, T.J. 2000. Overview of Research on Environmental Entrepreneurship. Presented at the 2000 Business Environment Learning and Leadership Conference. Vanderbilt University, Nashville, Tennessee.
- Brigham, K. H. and Dean, T. J. 2000. Understanding the Academy Paper Review Process: An Empirical Analysis. Presented at the annual meeting of the Academy of Management, Toronto, Canada.
- Dean, T.J. 2000. Steps in Developing Cases for the Classroom. Presented at the “Case Development Workshop” at Hong Kong Polytechnic University, Hong Kong S.A.R., China.
- Dean, T.J. 1999. Introduction to Environmental Economics. Presented at the “Conference on Environmental Issues and Business Education in Hong Kong: Content and Pedagogy.” Hong Kong S.A.R., China.
- Dean, T.J. 1999. Fun Factory Simulation for Teaching about Waste Minimization in Business Curriculum. 1999. Presented at the Conference on Environmental Issues and Business Education in Hong Kong: Content and Pedagogy. Hong Kong S.A.R., China.
- Dean, T.J. 1998. Global Environmental Issues and Economic Development. Lecture presented at Economic University of Bratislava in Kosice, Slovakia.
- Dean, T.J. 1998. Energy Efficiency and Environmental Management: Observations from an Environmental Management Perspective. 1998 Conference of the Alliance of Universities for Democracy. Nitra, Slovakia.
- Dean, T.J. 1998. The Craft of Publishing. Symposium presented to the Entrepreneurship Division Pre-conference Program of the 1998 Academy of Management Annual Meeting.
- Dean, T.J. 1998. International Electric Hardware: Implementing an ISO 14001 Environmental Management System, Case presented at the 1997 Business Environment Learning and Leadership (BELL) Conference in Washington, D.C. Organized by the Management Institute for Environment and Business of the World Resources Institute.
- Dean, T.J. 1994. What type of entrepreneurship research should you be doing? 1994 Academy of Management Entrepreneurship Division New Faculty Consortium.
- Dean, T. J. 1995, 1996. Finding a Job in a Tough Market. 1995 and 1996 Academy of Management Entrepreneurship Division Doctoral Consortium.
- Dean, T.J. 1995. Surviving the Stress of the Tenure Process. 1995 Academy of Management Entrepreneurship Division New Faculty Consortium.