



IU's Kelley School of Business Ranked #1 in Entrepreneurship Research for 3rd Consecutive Year



IU's Kelley School of Business has achieved another top global ranking for entrepreneurship. In the recent 2011 World Rankings for Entrepreneurship Productivity, Kelley's Department of Management and Entrepreneurship received the No. 1 ranking among 150 schools worldwide in the study. This is the third consecutive year that the Kelley School has achieved the #1 ranking.

Patterned after a standard method of management journal productivity by scholars established by Texas A&M University and University of Florida, researchers at Texas Christian University (TCU) developed a World Ranking for University Entrepreneurship Productivity based on scholarly publications.

The three top entrepreneurship journals -- Journal of Business Venturing, Entrepreneurship Theory & Practice and Strategic Entrepreneurship Journal -- were used as the impact journals to be studied. The rankings were established by a simple count of published journal articles by

faculty from the various universities across the globe.

Kelley's top entrepreneurship faculty far outdistanced the nearest challenger by almost doubling its total number of published journal articles.

"As our research faculty in all of our disciplines at the Kelley School continue to advance their fields, it is always gratifying to achieve external recognition for superior performance. Having our entrepreneurship faculty achieve this #1 ranking for the third consecutive year validates the quality and impact of these scholars globally," said Dan Smith, Dean of the Kelley School of Business.

"Achieving this #1 ranking for the third consecutive year is a tribute to our entire research team in entrepreneurship at Indiana University," added Donald F. Kuratko, the Jack M. Gill Chair of Entrepreneurship and executive director of the Johnson Center for Entrepreneurship & Innovation at the Kelley School.

IU KELLEY SCHOOL OF BUSINESS PROFESSOR HONORED WITH ENTREPRENEURSHIP PIONEER AWARD



Donald F. Kuratko, an Entrepreneurship Professor at the IU Kelley School of Business, was recently honored with the 2011 Karl Vesper Entrepreneurship Pioneer Award for his leadership and research achievements that have advanced the discipline of entrepreneurship.

Kuratko is the Jack M. Gill Chair of Entrepreneurship & Executive Director of the Johnson Center for Entrepreneurship & Innovation.

The award was created in 2010 as part of the global educational program known as the Entrepreneurship Experiential Classroom that is held annually in the fall. It is program dedicated to enhancing the academic abilities of professors moving into the field of entrepreneurship anywhere in the world.

The purpose of the annual award is to honor a professor whose leadership and vision has advanced the teaching and research efforts within the entrepreneurship field.

In so doing the committee (made up of entrepreneurship professors from across the country) voted to name (*continued on page 2*)

(continued from page 1)
the award in honor of one of the founding fathers of entrepreneurship education, Karl A. Vesper, from the University of Washington. As one of the earliest scholars dedicated to entrepreneurship, Vesper is credited for leading the early movement to develop entrepreneurship as a respected field of study. The inauguration of the award was dedicated in 2010 to Karl Vesper.

As the 2011 recipient of this award, Professor Kuratko is the inaugural recipient of this honor. The award reads: "Donald F. Kuratko, Builder, Creator, Change Agent: for distinguished achievements in advancing the discipline of entrepreneurship. In presenting the award, Karl Vesper expressed his pride that Kuratko was the first recipient of the award that bears his name.

"I am truly humbled to be the first recipient of this legacy award in the name of Karl Vesper, stated Kuratko, and I know that this award is a direct reflection of the incredible work our entrepreneurship team at Indiana University has accomplished over the years. With that in mind, I am extremely proud of this honor for me and for Indiana University."



Dean A. Shepherd



Patricia P. McDougall



Donald F. Kuratko



Jeffrey G. Covin

IU's Kelley School of Business Entrepreneurship Professors Demonstrate Research Impact Over 5 Years

Four Indiana University's Kelley School of Business entrepreneurship professors have demonstrated the impact of their research in the entrepreneurship field. In a study conducted by the University of Southern California, research articles in entrepreneurship published in 2005 were examined and ranked based on the number of citations from 2006 thru 2010. A total of 82 major articles that were cited over the last five years were included in the study and four IU entrepreneurship professors were included in the top articles cited.

Dean A. Shepherd, Patricia P. McDougall, Donald F. Kuratko, and Jeffrey G. Covin all published articles in 2005 that were highly ranked in the study. IU was the only school to have more than one professor whose work was ranked in the top 35 articles in the study. Dean A. Shepherd had three published articles ranking 2nd place, 13th place; and 21st place respectively. Patricia P. McDougall had two published articles ranking 5th place and 15th place respectively. Donald F. Kuratko had two articles published

ranking 26th place and 33rd place respectively. Jeffrey G. Covin had one article ranking 33rd place. Citation indexes provide a clear indication of the value of a research article to other researchers developing their work. So the study by the University of Southern California illustrates the most significant articles in the field of entrepreneurship over the last five years.

Kelley's top entrepreneurship professors continue to demonstrate the global impact of their work not only in the total number of published journal articles but also in the five year impact that they have registered.

"Research is about advancing an academic field and to have four of our entrepreneurship professors at the Kelley School achieve this recognition of the impact of their research is truly remarkable. This is another validation of the global impact that our entrepreneurship scholars are making in the advancement of the entrepreneurship discipline," said Dan Smith, Dean of the Kelley School of Business.

"We continue to publish some of the most significant topics of interest for the future of the field and our outstanding research team in entrepreneurship at IU's Kelley School continues to grow. With the addition of our young and emerging scholars in entrepreneurship here at Indiana University, we will continue to be recognized as world leaders for research in the field of entrepreneurship," added Donald F. Kuratko, the Jack M. Gill Chair of Entrepreneurship and executive director of the Johnson Center for Entrepreneurship & Innovation at the Kelley School.

MBA 2011 GRADUATE PUTS KELLEY SCHOOL OF BUSINESS ENTREPRENEURSHIP MAJOR TO WORK



Working on his idea for over a year, Vinay Kolluru launched his company, Jet Pitch in June 2011 (continued on page 3)

(continued from page 2) shortly after graduating. Jet Pitch is a company built with the mission of connecting talented students with exciting and promising career opportunities independent of where they go to school.

The company works with universities across the country to highlight top candidates through their cutting edge video technology. Jet Pitch delivers these potentially overlooked candidates to companies through its system located at jetpitch.com.

Asked how he came up with the idea Kolluru stated, "Throughout my journey at Kelley, I was exposed to the arbitrary and antiquated methods companies used to discover talent. Technology was not properly utilized, leaving much needed talent undiscovered. The same processes that were used for years were not getting reinvented. I explored this further and discovered a market gap, and created Jet Pitch."



Vinay Kolluru
Presenting at the Kelley School of Business

Kolluru credits his MBA degree in Entrepreneurship and being a

member of the elite Entrepreneurial Management Academy with affording him every opportunity to perfect his idea. "As a member of the EMA, I had the opportunity to listen to and meet with so many world class entrepreneurs. The Velocity Conference was the most memorable of all my experiences with the Academy. We spent a week in Silicon Valley listening to the inspiring stories of some incredibly successful entrepreneurs. My experience in Silicon Valley fueled my desire to begin my own venture."

"When I was initially developing Jet Pitch, I was in the best environment I could have asked for. I met with Kelley professors in strategy, marketing, entrepreneurship and human resources to further refine the idea. I was also able to frequently communicate with former EMA members who had taken positions at some of the top companies around the world and ask them for honest feedback. All these experiences were invaluable in developing Jet Pitch."

In September, Jet Pitch was selected as a finalist by Dell, in partnership with Microsoft and Mastercard in a national contest titled "America's Favorite Small Business". The judges selected 10 finalists out of hundreds of applicants from all across the country. Although he didn't win, Kolluru felt the exposure and experience was invaluable.

Kolluru hopes to expand from 13 university clients to 50 by next summer.

IU KELLEY SCHOOL OF BUSINESS PROFESSORS HONORED AS THOUGHT LEADERS FOR THEIR ENTREPRENEURSHIP RESEARCH

Two IU Kelley School of Business professors, Dean A. Shepherd and Herman Aguinis, were recently honored at the Academy of Management annual conference for their respective research articles. The Entrepreneurship Thought Leader Award is presented to recently published research papers that demonstrate the most promise for lasting impact and demonstrates thought leadership within the field of entrepreneurship.

Shepherd, the Randall L. Tobias Chair in Entrepreneurial Leadership and Professor of Entrepreneurship, published an article entitled, "Cognitive Processes of Opportunity Recognition: The Role of Structural Alignment" in Organization Science in the March/April, 2010 edition. The article was co-authored with Denis

A. Grégoire and Pamela S. Barr from Georgia State University.

The article focused on understanding not only what factors facilitate the recognition of opportunities, but also why these factors play such a role in opportunity recognition. The authors studied the reasoning strategies that individuals mobilize for recognizing opportunities. Their study found that different kinds of mental connections play different roles in the process of recognizing opportunities, with different consequences. By drawing attention to the cognitive underpinnings of opportunity recognition, the study provided a useful basis for exploring the factors that explain why some individuals/organizations are able to recognize opportunities that others simply fail to see.

Organization Science is ranked among the top journals in management by the Social Science Citation Index in terms of impact (continued on page 4)



Dean A. Shepherd
Honored for their published research with the Entrepreneurship Thought Leader Award at the Academy of Management



Herman Aguinis

(continued from page 3)
and is widely recognized all over the world in the fields of organization theory, entrepreneurship, strategic management, sociology, economics, political science, history, information science, communication theory, and psychology.

"I am thrilled that the Academy of Management believes that future research will build heavily on this paper's theoretical model and empirical approach to gain a deeper understanding of the cognitive processes that underlie opportunity recognition. This is reflection of the high caliber of entrepreneurship research emanating from the Kelley School," stated Dean A. Shepherd.

Herman Aguinis, the Deans Research Professor & Professor of Organizational Behavior and Human Resources, also a recipient of the Thought Leader Award with his article entitled, "Using Experience Sampling Methodology to Advance Entrepreneurship Theory and Research" that was published in the January 2010 edition of *Organizational Research Methods*. His co-authors were Marilyn A. Uy, University of Victoria and Maw-Der Foo, University of Colorado.

In this article the authors proposed the use of experience sampling methodology (ESM) as an innovative methodological approach to address critical questions in entrepreneurship research. ESM requires participants to provide reports of their thoughts, feelings, and behaviors at multiple times across situations as they happen in the natural environment. Thus, ESM allows

researchers to capture dynamic person-by-situation interactions as well as between- and within-person processes, improve the ecological validity of results, and minimize retrospective biases. The authors discussed implications of ESM-based research for entrepreneurs, business incubators, and entrepreneurship educators

Organizational Research Methods (ORM) is sponsored by the Academy of Management Research Methods Division and is the premier journal dedicated to research methodology in the organizational sciences. Based on objective data on research impact regarding how often scholarly articles are cited by other researchers, ORM is among the top 5% most impactful journals among all management and applied psychology scientific journals in the world.

Aguinis stated, "My colleagues and I are delighted and honored to have received this award from the Academy of Management. Although we were recognized for this particular article, our work is just one example of the many high-quality and high-impact research projects conducted by faculty at Kelley."

KELLEY SCHOOL OF BUSINESS RECOGNIZES JILL R. KICKUL, PHD WITH DISTINGUISHED SOCIAL ENTREPRENEURSHIP AWARD

Jill Kickul, Program Director of Social Entrepreneurship at the Berkeley Center for Entrepreneur-



Dr. Jill R. Kickul (middle) accepts the Distinguished Social Entrepreneurship Award from IU's Donald F. Kuratko and Molly Barwick

ship & Innovation at New York University, was recognized by the Kelley Institute for Social Impact in partnership with the Johnson Center for Entrepreneurship and Innovation for her outstanding contributions to the academic field of social entrepreneurship.

Professor Kickul spoke at IU on September 29th to a packed room on the topic of "Where Money and Meaning Intersect

for Social Entrepreneurs: Implications for the Field." Undergraduate and Graduates Students from School of Public Environment and Affairs, the Kelley School of Business, and Net Impact attended the program.

In her faculty position at the Stern School of Business, Professor Kickul teaches courses in both entrepreneurship and social entrepreneurship.

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