



The Indiana Entrepreneur

IU's Kelley School of Business earns **global No. 1** ranking in entrepreneurship research

A comprehensive, 12-year review of academic entrepreneurship research designed to identify leading scholars and universities ranked Indiana University's Kelley School of Business as having the greatest impact on the field out of 100 universities worldwide.

The study, forthcoming in the *Journal of Small Business Management*, also cited three current Kelley faculty members among the top 25 leading entrepreneurship scholars worldwide: **Donald F. Kuratko**, Jack M. Gill Distinguished Chair of Entrepreneurship, Professor of Entrepreneurship, and Executive and Academic Director of the Johnson Center for Entrepreneurship & Innovation; **Jeffery S. McMullen**, Dale Coleman Chair of Management and Professor of Entrepreneurship; and **Tricia P. McDougall-Covin**, William L. Haeberle Professor of Entrepreneurship and Professor of Strategic Management.

These findings follow new rankings in *U.S. News & World Report*, which ranked Kelley's entrepreneurship program No. 3 overall and first among public universities.

"Research is the core of any discipline, and research productivity is a key testament of a program's faculty," said Idalene "Idie" Kesner, Dean of the Kelley School and the Frank P. Popoff Chair of Strategic Management.

This ranking is another validation of the excellence of our faculty. "This achievement is a reflection of the quality research team we have in entrepreneurship at Indiana University," Kuratko said. "I remain proud of our incredible entrepreneurship team as we continue to add the next generation."

Rankings and Achievements

#1

Entrepreneurship Research
(worldwide)

*Journal of Small Business
Management, 2018*

#1

for Entrepreneurship
(among public universities)

U.S. News & World Report, 2018

#3

for Entrepreneurship
(overall)

U.S. News & World Report, 2018

Welcome New Faculty

Dr. Blake Mathias will join the Kelley School of Business as an Assistant Professor of Entrepreneurship in the fall of 2018. His research is focused on the intersection of psychology and entrepreneurship, focusing on the topics of entrepreneurial decision-making and identity.

Dr. Mathias' work has been published in the *Journal of Business Venturing*, *Strategic Management Journal*, *Journal of Management*, *Organizational Research*



Blake Mathias

Methods, *Strategic Entrepreneurship Journal*, and *Journal of Business Ethics*. He has also authored several book chapters. His research has been presented at a number of conferences, including the Academy of Management Conference, Strategic Management Society Conference, Southern Management Association Conference, Babson College Entrepreneurship Research Conference, and the United States Association for Small Business Conference. He has twice received the National Federation of Independent Business award for the best conference paper at the Babson College Entrepreneurship Research Conference.

JCEI Innovation Fellows Demonstrate Outstanding Leadership

IU's Johnson Center for Entrepreneurship & Innovation (JCEI) has developed a special fellowship to honor select MBAs in the Entrepreneurial Innovation Academy. The fellowship comes with a monetary stipend and an engraved plaque or memento to commemorate the award. In return, the fellows are responsible for managing the cross-campus Clapp IDEA Competition held annually in the spring. Their duties include marketing, recruiting student participants, organizing special "tutoring" on feasibility studies and elevator pitches, organizing and executing the Clapp Idea Competition, and organizing the judges' individual feedback to share with the participants.

This position is a great honor within the IU entrepreneurship program, so only highly motivated and dedicated MBAs in the Entrepreneurial Innovation Academy are selected. This year, **Kate Childs**, **Awa Diaw**, **Aaron Krebs**, and **Blake Sorensen**



Donald F. Kuratko (far right) presents a special recognition to the 2017-2018 JCEI Innovation Fellows (from left) Kate Childs, Awa Diaw, Blake Sorensen, and Aaron Krebs for their management of this year's Clapp IDEA Competition.

were selected as Innovation Fellows. They did a remarkable job in producing the best Clapp IDEA Competition to date and received a well-deserved special

recognition at the Clapp IDEA Competition award ceremony (see photo). Congratulations to Kate, Awa, Aaron, and Blake on a great accomplishment.

MBA's Learn from Successful Entrepreneurs at the 2018 Velocity Conference

The 17th annual Velocity Conference for Kelley second-year MBA Entrepreneurial Innovative Academy (EIA) students was held in mid-March in Berkeley, California. Fifteen IU graduate students from the School of Informatics, Computing, & Engineering and the College of Arts & Sciences also participated in the Berkeley and Silicon Valley entrepreneurship experience.

This year's speakers included Dr. Gregory Ayers, Head of Post Market Surveillance and Associate Chief Medical Officer, Philips Healthcare; Dr. Brittany Barreto, Co-Founder and Chief Scientific Officer, Pheramor, Inc.; Larry Blatt, CEO, Alios Therapeutics; Justin Delaney, President, Menguin; Kate Doerksen, Co-Founder and CEO, DITTO; Rob Michiels, Founding Partner, Consilium Associates, LLC; Greg Oslan, Commercial Executive, Defense Innovation Unit Experimental and Founding and Managing Partner, OSG Consulting; Neal Rickner, COO, Makani-Google X; Ken Schwarz, Managing Director, BrightAvenues LLC; John Shoemaker, Chairman of the Board, Extreme Networks, Inc.; and Paul Truex, Executive Chairman of the Board, Anthera Pharmaceuticals, Inc. The JCEI West Coast Advisory Board also spent time mentoring the students.

During the conference, the students were given VIP

tours of Google X, Fogarty Institute for Innovation, and Extreme Networks, as well as a tour and reception at Plug and Play Tech Center, home to more than 350 start-up companies in Silicon Valley.

The JCEI West Coast Advisory Board plays a key role in the yearly conference. They help recruit speakers and places for the students to visit in Silicon Valley. Several provide financial fellowships for the students. This year those offering fellowships were Greg Ayers, Greg Becker, Larry Blatt, Jack Gill, Ken Kaczmarek, Greg Oslan, Rick Roethke, Ken Schwarz, John Shoemaker, Jeff Thermond, and Paul Truex.

The Velocity Conference reaffirms the entrepreneurship commitment of IU MBA students, as well as students from the School of Informatics, Computing, & Engineering and the College of Arts & Sciences. It is a critical part of the Johnson Center's cross-campus initiative.

Founded by Jack M. Gill, Ph.D., the Velocity Conference is an annual event organized by Kelley's Johnson Center for Entrepreneurship & Innovation for the purpose of "Accelerating Entrepreneurial Careers." The conference provides aspiring entrepreneurs the opportunity to visit diverse geographic hotbeds of entrepreneurial activity and network with successful entrepreneurs.



Participants enjoyed VIP tours of innovative companies in Silicon Valley, including Google X.

Clapp IDEA Cross-Campus Competition Encourages Student Entrepreneurs

The Johnson Center for Entrepreneurship & Innovation sponsors an annual IU Cross-campus Business Clapp IDEA (Innovations Developed for Entrepreneurial Action) Competition, which was held in early April this year. The 2018 Clapp IDEA Competition continues to be a great success across the IU Bloomington campus.

Over 100 entrants from IU schools including Jacobs School of Music, School of Informatics, Computing, & Engineering, Kelley School of Business, and the School of Art, Architecture, and Design participated in the competition. VCs, Angel Investors, and professionals with entrepreneurial backgrounds in various industries were asked to evaluate each team based on its written plan and presentation. Fifteen judges considered the innovative concept and the overall feasibility of its implementation. Although they had a difficult time choosing among the 40 semi-finalists, the judges named one team as the top winner.

Nek.Awa, developed by **Awa Diaw** and **Chelsea Trotter** from the Kelley School of Business, received the first place honor, earning them \$15,000 to develop and grow their company.

Madison O'Day—RiseFi—and Sebastian Moreno—BloomBike—won the Kaczmarek Best Pitch awards. This year's winners each received a \$500 prize.

The competition is sponsored by the Johnson Center and Vern Clapp of Clapp Investment, Ltd. Clapp, who graduated from the Kelley School of Business in 1969, has had a lifelong passion for entrepreneurship and supports promotion of entrepreneurship and innovation across the IU Bloomington campus.



IU Clapp IDEA Competition winners Awa Diaw (left) and Chelsea Trotter (right) pose with Kelley alumnus and Clapp IDEA Competition sponsor Vern Clapp.

Distinguished Entrepreneur Award Winner: Jeff Hoffman

Jeff Hoffman, a successful entrepreneur, CEO, and film and music producer, was the keynote speaker in September for the 10th annual IU Entrepreneurial Connection Day.

Throughout his career, Hoffman has founded multiple startups, worked as CEO of both public and private companies, and served as a senior executive in many capacities.

He is a serial entrepreneur of several well-known companies including Priceline.com and uBid.com.

Today, he is founder and partner at ColorJar, a Chicago-based brand and design consultancy that works with Fortune-level clients such as Google, MillerCoors, and CareerBuilder, as well some of Chicago's brightest corporations and venture capital-funded scale-ups such as Lettuce Entertain You Enterprises, AAM Investments, and Sandbox Industries.

He serves on the boards of companies in the United States, Europe, South America, Africa, and Asia. He supports entrepreneurs and small businesses worldwide by serving on the global board of directors of Global Entrepreneurship



Jeff Hoffman

Week, which is active in more than 150 countries. He also serves on the boards of the State Department's Global Innovation through Science and Technology program, working in 49 emerging nations, and the Asia-Pacific Economic Cooperation Start-up Accelerator Initiative.

He is a member of the board of directors of The Unreasonable Group, and he supports the White House, the State Department, the United Nations and similar organizations internationally on economic growth initiatives and entrepreneurship programs.

He has been invited to speak about innovation, entrepreneurship, and business leadership in more than 150 countries and is co-author of the book *Scale: Seven Proven Principles to Grow Your Business and Get Your Life Back*. He also is a frequent business expert on Fox News, Fox Business Channel, CNN, and Bloomberg and in the pages of Fast Company, Forbes, and The Wall Street Journal.

In 2015, he received the Best of the Best Award from the Collegiate Entrepreneurship Organization and has been inducted into the Entrepreneurs Hall of Fame. He also received the Champion of Entrepreneurship Award from JP Morgan Chase, Citibank, and Rising Tide Capital, as well as receiving the George Brown Award for International Cooperation.

Outside the world of technology, Hoffman has produced concert tours, Hollywood films, and a 2015 Grammy-winning jazz album, working with entertainers such as Elton John, Britney Spears, and NSYNC. He also serves on numerous charity and nonprofit boards.

Save the Date: IU Entrepreneurial Connection Day

Friday, September 7, 2018

1 p.m. to 4 p.m.

Kelley School of Business, Hodge Hall

Featuring **Dr. Jeff Stamp**, Bold Thinking



Student Spotlight: Blake's Nut Free

For his entire life, **Blake Sorensen** has dealt with a life-threatening allergy to all kinds of nuts. Like so many others who deal with the same medical condition, Sorensen said it's challenging to find nutritional snack foods, especially when on the go. Thanks to a class assignment and support from Kelley professors, he and another second-year Kelley MBA student, **Alex Marijan**, have launched a company that produces nut-free, seed-based snacks.

Blake's Nut Free used a successful Kickstarter campaign in December 2017 to get the word out about their products. They raised more than \$20,000 within two days, and \$28,923 from 239 contributors within a month. They have since launched an online store and are offering a subscription service for their nut-free and gluten-free snack bars.



Kelley MBA students Blake Sorensen (left) and Alex Marijan (right) started Blake's Nut Free, a provider of nut-free and gluten-free snacks.

Sorensen and Marijan are incredibly thankful for the support they received from Kelley faculty. One professor offered input on product pricing. Another professor wrote a case study for his students to use that offered them solutions on

logistics and supply chain issues. Others have served as sounding boards.

These guys want to become the next superstars of our program, and we believe they are on the right track to do so.

Entrepreneurial Ecosystem

The Entrepreneurial Ecosystem is a collection of co-curricular services, events, and initiatives focused on helping our student entrepreneurs develop and launch business ideas and new startups.

Our Executive Committee consists of IU faculty and staff focused on offering student innovators and entrepreneurs the support they need to be successful.

We offer many different programs and activities to help nurture student ideas and startups.

Startup Business Coaches

Business coaches are MBA students with specific experience starting and consulting new businesses.

Spine Sweat Experience

Indiana University's Advanced Venture Creation Course; BUS-W409: Practicum in Entrepreneurship.

Clapp IDEA Competition

Teams with innovative and well thought-out business ideas compete to win up to \$20,000 and office space in the Hoosier Hatchery.

Hoosier Hatchery

Nurture your business idea with Indiana University's own pre-incubator.

Shoemaker Innovation Center

Home to the Shoebox, a student startup incubator at Indiana University.

StartupIU

StartupIU is an initiative built and managed by the Shoemaker Scholars that seeks to grow Indiana University's entrepreneurial and innovative community.

Board Members

We would like to acknowledge the following board members for their support, vision, and guidance.

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