

CURRICULUM VITAE

Dr. DENNIS M. RAY

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WORK EXPERIENCE

CURRENT

Hall Distinguished Chair in Entrepreneurship, Fulbright program, Bulgaria, February – June 2006.

Will lecture at American University of Bulgaria and Sofia University and elsewhere in Central and Eastern Europe. Organizing a workshop on entrepreneurial support systems in Bulgaria for June 2006. Will undertake a comparative, regionally oriented research project on entrepreneurial decision-making with emphasis on role of ethics and social responsibility in entrepreneurial decisions.

3M Chair of Global Strategy and Development, Master of International Management Program, University of St. Thomas, 2001-present

Teach capstone MBA strategy course and capstone international business strategy course plus international management, global entrepreneurship, Chinese business and Asian political economy, and technology entrepreneurship. During 2001-02 academic year secured Graduate School of Management approval for a new major in Global Entrepreneurship that is a joint endeavor MBA Venture Management and the Master of International Management programs. Developed nine new courses for the major. Also wrote over twenty essays on international business strategy and on international business ethics and corporate governance during 2001-2002 and a draft of a book tentatively entitled Getting Started in Exports and International Business. Four major public addresses were given in the 2001-2002 academic year and a fifth on globalization was prepared in case that Mr. Kenichi Ohmae missed an address to 700-800 people in the Minneapolis. Three published articles and four papers in the last two years and two papers and five articles are currently under blind review.

PROGRAM DEVELOPMENT

Founding Director of the Global Business Accelerator, IC2 Institute, University of Texas at Austin, 1999-2000

Developed and implemented concept for an international technology incubator designed to help offshore companies successfully enter the U.S. market. In the first six months of operations, we recruited eight companies to GBA. Services included helping teams adapt to living, working and developing a company in a foreign environment, refining the business concept, business model and strategy, and preparing business plans and presentations to investors. Two of the eight companies received funding with our assistance. Managing the program involved a lot of hands-on entrepreneurial mentoring. Worked with another three ventures indirectly related to GBA. During a two-year period met over 150 international visitors who came to Austin to investigate the “Austin economic miracle” and better understand incubators, seed capital, and venture capital in the role of national and community economic development.

ACADEMIC

California State University at Los Angeles, Professor, Department of Political Science, 1968-1991.

Taught courses in International Relations, International Political Economy, U.S. Foreign Policy, Chinese Government and Politics, Comparative Government and Politics in Asia, Research Methods in International and Comparative Politics, and Political Sociology. Became the youngest full professor in the history of the department and the school of Letters and Sciences based on excellence in teaching and early career publications in Chinese studies.

My scholarly work on entrepreneurship began in earnest in 1985-86 while on a sabbatical leave. The department and the university were very supportive of my career transition granting me five separate leaves of absence without pay to pursue research and short-term teaching opportunities in the field of entrepreneurship. In 1991, I needed to either return to the department full-time or give up my tenure.

University of Auckland (New Zealand), Department of Management. Visiting Appointment, 1996-1998

Entrepreneurship Development Centre, Singapore, Visiting Professor, 1991-93.

Burgoyne Centre for Entrepreneurship, Brock University, St. Catharines, Ontario, Canada. Burgoyne Visiting Professor, 1990-91

*Center for New Venture Development, School of Management, University of Calgary
Visiting Professor, Fall 1989; Fall 1987. Visiting Scholar, Winter, 1987; Winter and Spring, 1988.*

ACADEMIC - Part Time

Israeli School of Enterprise Management and Innovation (ISEMI), Board of Directors, May, 1996 – 2000.

Served as the catalyst in bringing together the key people who were critical to launching ISEMI. This included Dr. Liora Katzenstein, the founder and lead entrepreneur, Prof. W. Ed McMullan, University of Calgary, and Prof. Murray Gillin, Dean, School of Engineering and founder of the Master of Innovation and Entrepreneurship program at Swinburne University of Technology in Australia. Served in a daily advisory capacity in the negotiations between ISEMI and Swinburne over a one year period and was co-author of the ISEMI business plan focusing especially on program design and delivery issues. ISEMI graduated its first class of entrepreneurship students mostly from Palestine and Jordan and is now teaching a second cohort of graduate students in entrepreneurship.

Entrepreneurial Management Program, School of Business and Management, Pepperdine University, 1998

Served as a mentor and business plan coach for this upscale entrepreneurial training program while on "compassionate leave" from the University of Auckland due to the illness of a daughter.

Lecturer in Business and Entrepreneurship in Vietnam, 1993-95

Between 1993-95 taught informal short-courses for TOSERCO (Hanoi Tourism Company) and XUMA Corporation, a Vietnamese Army commercial company in Hanoi, Vietnam. Taught course on quality customer service for the tourist personnel of TOSERCO and entrepreneurship and international business seminars for XUMA corporation. This teaching is an integral part of my personal and business relationship with both companies.

Nelson Polytechnic (Nelson, New Zealand). Visiting Professor, November 1993.

*S.D.A. Bocconi (Milan, Italy). Visiting Professor in International Business, Summer 1988
MBA class on International New Ventures*

*Executive MBA International Program, School of Business and Management, Pepperdine University
Adjunct Professor, 1975-1980*

My career transition from a political science department to international business and entrepreneurship began in 1975. I was a very young full professor doing research on Chinese politics and international political economy when the School of Business and Management at Pepperdine University

asked me to teach a course on international business in their pioneering executive MBA International program. I taught a course on the international business environment to mid-career and senior international executives and entrepreneurs at the World Trade Center in Los Angeles and at a facility in Silicon Valley. The program was terminated in 1980. My course was consistently the top rated course in the program. Teaching in the program was a turning point in my career. Typically each of the participants in the program had more international experience than the entire faculty combined. I made a commitment to acquire both practical business experience and international experience.

Department of Asian Studies, USC. Visiting Associate Professor, Fall 1972.
Taught graduate seminar on Contemporary China.

EDUCATION

Post-Doctoral Fellow in Chinese Studies and Research Associate, Center for Chinese Studies
University of California at Berkeley, 1973

Ph.D. Graduate School of International Studies, University of Denver
International Relations and Economics.

Doctoral Thesis: People's Commune Movement in China: 1958-62

M.A. (2-Year). Graduate School of International Studies, University of Denver
International Relations and Economics.

B.A. University of Denver, Social Science Area Major.

U.S. Air Force Academy. Accelerated Mathematics Program, Mathematics Major (7 years of university credit in mostly engineering and mathematics courses)

PUBLICATIONS

RECENT: 2002-2005

Entrepreneurial Support Systems and Applied Economic Development. This is a collection of articles published, papers presented, and manuscripts drafted over the last 14 years. It focuses on the role of entrepreneurship education and training, angel investor networks and venture capital, technology commercialization, and entrepreneurial support as a strategy of economic development. .

"The Myth of the Responsible Entrepreneurship." This is a 6-page review essay based on Craig Hall, *The Responsible Entrepreneur: How to Make Money and Make a Difference*. Career Press: Franklin Lakes, N.J. 2001. Accepted International Journal of Small Business (UK) in December 2002.

"Globalization, Entrepreneurship, and Entrepreneurial Support Systems in Latin America" in Scott Tiffin, ed., *Entrepreneurship in Latin America: Perspectives on Education and Innovation*. Westport, CT: Praeger. 2004. This develops the theme of the relationship between entrepreneurship and entrepreneurial support systems as strategies of self-reliant development in an era of globalization.

"Let Them Eat (Genetically Re-engineered) Cake," A rejoinder to an article on the biotech industry appearing in the *Journal of Business Ethics*. January, 2005

"Entrepreneurial Support Systems" *Innovation Matters* 1: 3 (July 1, 2003). This is an online magazine focused on innovation, technology commercialization and entrepreneurship. The first four issues were free and were sent to over 22,000 specialists in the relevant fields worldwide. While not peer reviewed, this article has already led to invitations to be a keynote speaker at conferences in Vancouver, Canada in January 2004 and Saudi Arabia sometime in 2004-5.

Papers

"International New Ventures Seeking Entry into the U.S. Market: A Scalogram Analysis," Accepted for Babson Research Conference on Entrepreneurship, June 2003. Target: Journal of International Business Studies or International Journal of Small Business (UK). This is the most empirical of the trilogy of articles on the Global Business Accelerator.

"Corporate Governance in a Global Economy." International Studies Association, Budapest Conference, June 28, 2003.

"International Entrepreneurship: Search for a Pre-Theory and Integrative Framework." Academy of Management – International Management Section, August 2003, Seattle

"Defining International Entrepreneurship." Academy of Management – Entrepreneurship Section, August 2003 Seattle

"Entrepreneurship and Community Development," IMAC Conference, Vancouver, Canada, January 2004.

Pending Articles:

"International Entrepreneurship: Interface of Entrepreneurship and Internationalization." Accepted pending revisions in Journal of International Business Studies

"Corporate Governance and Democratic Theory." Accepted in 2005 pending revisions by the Journal of Corporate Citizenship.

"Insights into International New Ventures: Reflections on the Global Business Accelerator." To be submitted to a European journal since the sample is international. This is based on a two-year experiment at the University of Texas at Austin.

"International Entrepreneurship: Search for a Pre-Theory and Integrative Framework." Submitted to Academy of Management Review in September 2003 and three extended critiques were received in December 2004. It is being revised in light of those reviews.

"Defining International Entrepreneurship," Submitted to the Journal of International Entrepreneurship. Revised, April 2004. Rejected and being revised.

"Strategy of International Start-Up Ventures." Submitted to the International Journal of Small Business Research (UK), September 2003 and under revision by invitation of the editor.

"The Expatriate Entrepreneur: Lost on the Uncharted Water of the Global Economy," Submitted to Entrepreneurship Theory and Practice. February 2003. Rejected in September and will be revised as a research note.

"Comparative Entrepreneurship: Review and Prospects," Submitted to Comparative Studies in History and Society in December 2004.

EDITED BOOKS/MONOGRAPHS

Editor, Research on International and Comparative Entrepreneurship (Research on International & Comparative Entrepreneurship): JAI Press, 1998. ISBN: 1559389486.

Co-editor with Harvey Leibenstein, "Entrepreneurship and Economic Development," Journal of Development Planning (United Nations: Department of Inter-national Economic and Social Affairs) No. 18, 1988

Perspectives on the Internationalization of Entrepreneurial Ventures, Scottish Enterprise Foundation, University of Stirling (June, 1989)

The New Internationalism: The Cooperative and Conflict Potential of the Multinational Corporation with Dr. Joel Fisher. Center for International Business, School of Business and Management, Pepperdine University, 1975

Multinational Corporations and International Relations: A Learning Module. Developed for the Educational Commission of the International Studies Association under a National Science Foundation Grant administered by Professor William Coplin, International Relations Program, Syracuse University, 1973.

CONTRIBUTIONS TO BOOKS

"The Impact of Globalization: Where Does Responsible Reside on Global Value Chains?" Published in a book published by the Austin, Texas Chamber of Commerce, 2001

"The International Business Plan," Published in a booklet on the "Globalization of Austin" at a major Austin, Texas economic event co-sponsored by the IC2 Institute. 1999.

"Meng Teh-Ho," in W. Ed McMullan and Wayne Long, Developing New Ventures: The Entrepreneurial Option. San Diego: Harcourt, Brace, Jovanovich, 1989. This case study of a Chinese state enterprise entrepreneur that was written in 1972 as a paper for the Center for Chinese Studies, UC Berkeley

"The Need for a Global Perspective in Entrepreneurship Research," in Rein Peterson and Kimble Ainslie, eds., Understanding Entrepreneurship (Canada: National Centre for Management Research and Development, 1988).

OVERVIEW - ARTICLES AND REVIEWS

47 scholarly articles (29 in entrepreneurship and 18 related to international political economy and Chinese studies). Over 20 articles were "blind review." I have published in the leading entrepreneurship journals including:

- Journal of Business Venturing (2 articles)
- Entrepreneurship Theory and Practice (1)
- Entrepreneurship and Regional Development (3 accepted; 2 published)
- International Small Business Journal (4)

My early career articles appeared in such leading journals as:

- International Affairs (London)
- China Quarterly
- Pacific Affairs
- Survey
- The Annals of the American Academy of Political and Social Science

Early career book reviews were published in the social science equivalents of the Academy of Management Journal, Review, and Executive.

- American Political Science Review (1 review)
- Western Political Quarterly (4)
- Pacific Affairs (6)
- Journal of Asian Studies (3)
- Problems of Communism (1)
- Journal of Politics (3)
- China Quarterly (1)
- Journal of Southeast Asian History (Singapore) (1)
- Military Affairs (1)
- Political Science Quarterly (2)
- Social Science (4)
- International Affairs (1)

World Affairs (1)
Progressive (1)

ARTICLES AND PAPERS BY TOPIC

INTERNATIONAL BUSINESS AND INTERNATIONALIZATION OF NEW VENTURES

"International New Ventures in Singapore," Journal of Asian Business (University of Michigan) (1999)

"Strategic Marketing in Technology-based New Ventures: Exploration of a Puzzle," Journal of Enterprising Culture 6, No. 1 (March 1998), 59-94

"Global Start-up Ventures," ENDEC World Conference on Entrepreneurship, Singapore, December 1996.

Dennis M. Ray, Tan Beng Kim, and Low Aik Meng, "The Internationalization of New Service Ventures in Singapore." United Nations Conference on Entrepreneurship, New Delhi, India, October 1991.

"Opportunity Identification: The International Dimension - A Study of Canadian Firms," Babson Research Conference on Entrepreneurship, April 1991.

"Born International: The Strategic Implications for Entrepreneurial Ventures," Babson Research Conference on Entrepreneurship, May 1989.

"International Trade Relations Between Newly Industrialized Countries of Asia and the Developed Countries," Colloquium organized by the University of Louvain-la-Nueve, University of Tilburg, and the University of Saint-Louis under the title "Trade and Industrial Relations Between the European Communities and the Asian Newly Industrialized Countries," Brussels, October 24-26, 1985.

"Foreign Investment and Entrepreneurship in Singapore," Euro-Asia Business Review (November-December 1986)

"Parochialism and Cosmopolitanism in the Export Behavior of Firms in Singapore: A Research Note," International Small Business Journal (November 1986).

"The Causes of Expropriation of American Property Abroad," Stanford Journal of International Studies (Spring 1976)

"Chinese Perceptions of Social Imperialism and Economic Dependence: The Impact of Soviet Aid," Stanford Journal of International Studies (Spring 1975), 36-82.

"Pax Corporata: The Peace and Conflict Potential of Multinational Corporations," Peace and Change (Spring 1974).

"Towards an Understanding of Nationalization: A Focal Point of International Conflict," Bulletin of the Peace Studies Institute (May 1974), 11-14.

"Multinational Corporations and American Foreign Relations," The Annals of the American Academy of Political and Social Science (September 1972), 80-92

CHINESE ENTREPRENEURS AND COMPARATIVE ENTREPRENEURSHIP

"Market Entry Strategies of Small and Medium Service Firms: A Comparative Study," UIC/INSEAD/AMA Research Symposium on Marketing and Entrepreneurship, July 1992.

"An Observer-Participant Study on How Chinese Entrepreneurs Identify and Assess International Opportunities," Babson Research Conference, INSEAD, June 1992 and ENDEC World Conference, August 1992.

Dennis Ray, W. Ed McMullan, Ashley Momjian, and Sylvia Ko, "A Comparison of the Transition Problems of Armenian and Chinese Immigrant Entrepreneurs," Babson Research Conference on Entrepreneurship, May 1988.

Dennis Ray and Peter Paterson, M.D., "The Evolution of New Venture Strategy in Biotechnology Start-Ups," Babson Research Conference on Entrepreneurship, 1988

Dennis Ray and Dominique V. Turpin, "Entrepreneurs Perceptions of Success in Canada, France, Japan and the United States," Babson Research Conference on Entrepreneurship, May 1988.

"Factors Influencing Entrepreneurial Events in Japanese High Technology Venture Business," with Dominique V. Turpin, Babson Research Conference, Pepperdine University, May, 1987. Published in *Frontiers of Entrepreneurship Research*, 1987.

"Perceptions of Risk and New Enterprise Formation in Singapore," Babson Research Conference on Entrepreneurship, Babson College, April 17, 1986. Published in *Frontiers of Entrepreneurship Research*, 1986.

"Entrepreneurship in Singapore," First International Workshop on Entrepreneurship Development," Babson College, April 14, 1986.

"The Role of Risk Taking in Singapore," Journal of Business Venturing. (January 1994).

"Open and Bounded Entrepreneurship," Journal of Small Business Management and Entrepreneurship, vol 10, No. 3 (April-June 1993)

"Marketing Strategy, Innovation and Market Success in [Chinese] Service Ventures," AMA-Entrepreneurship Marketing Research Annual edited by Gerald Hills. Scheduled for publication in 1993.

"How Do We Know What We Know About Entrepreneurs (a review article based on S. Gordon Redding's The Spirit of Chinese Capitalism)," Entrepreneurship, Innovation, and Change 1, No. 2 (1992).

Dennis Ray and Dominique V. Turpin, "Factors Influencing Japanese Entrepreneurs in High Technology Ventures," Journal of Business Venturing 5, No. 2 (March 1990), 91-102

"Entrepreneurship Support Programs in Singapore," Canadian Journal of Small Business and Entrepreneurship (February, 1991)

Dennis M. Ray and Dominique V. Turpin, "A Crossnational Comparison of Entrepreneur's Perceptions of Success," Babson Research Conference, May, 1988. Entrepreneurship & Regional Development, Vol. 1, No. 1, 1989, pp. 113-127.

Dennis M. Ray and Dominique V. Turpin, "Japanese High Technology Entrepreneurs," Sophia Economic Review 33, No. 1 (October 1987).

VENTURE CAPITAL AND COMPARATIVE ENTREPRENEURSHIP

"Venture Capital in Singapore," International Small Business Journal 10, No. 1 (October-December, 1991), 11-27.

Dennis Ray and Dominique V. Turpin, "Venture Capital in Japan," International Small Business Journal. vol. 11, No. 4, (August 1993).

"Pioneering Venture Capital in Developing Economies: Strategic Implications for Southeast Asia," Journal of International Business and Entrepreneurship. (Summer 1993).

ENTREPRENEURSHIP AND ECONOMIC DEVELOPMENT

"Introductory Essay: The Role of Entrepreneurship in Economic Development," Journal of Development Planning No. 18 (1988), pp. 3-17. Reprinted and widely distributed within UN Agencies in 1988-89.

"Perspectives on Urban Economic Development," Entrepreneurship, Innovation, and Change 1, No. 1 (March 1992), 27-57

"Assessing Entrepreneurship Training as a Strategy of Economic Development," Asian Entrepreneur 11, No. 2 (Spring 1992), 42-46

"Entrepreneurship and Industrial Policy in Singapore," Entrepreneurship and Regional Development. Accepted in 1991 with request for minor revisions. Decided not to publish it.

ENTREPRENEURSHIP EDUCATION AND TRAINING

"Teaching Entrepreneurship in Asia: Impact of a Pedagogical Innovation," Entrepreneurship, Innovation and Change (1997).

Dennis Ray, Arnold Itao and others, "Evaluation of CEFE Entrepreneurship Training Programs in Asia," Entrepreneurship and Regional Development. (Summer, 1993). Was accepted but did not appear because copyright waiver did not reach me in Vietnam. Was published in Journal of International Business and Entrepreneurship in 1996.

"Understanding the Entrepreneur: Entrepreneurial Attributes, Experience and Skills," Entrepreneurship and Regional Development (1993).

"Liberal Arts Education and Entrepreneurship," Entrepreneurship: Theory and Practice (Spring, 1991).

"Principles of Entrepreneurship Education," Canadian Journal of Small Business and Entrepreneurship. 1993.

W. Ed McMullan, Wayne Long, Dennis Ray and Karl H. Vesper, "The Calgary Experience," Canadian Journal of Entrepreneurship and Small Business (Fall 1988)

Karl Vesper, W. Ed McMullan and Dennis Ray, "Disseny d'un Programa de Formacio d'empresaris: Que Podem Aprender d'atres Aspecialitats?" ("Designing an Entrepreneurship Program: What Can We Learn from Other Fields?") Revista Economica de Catalunya (September-December, 1988).

Karl Vesper, W. Ed McMullan and Dennis Ray, "Entrepreneurship: More Than Just An Adjustment to Management Education," International Small Business Journal Vol. 8, No. 1 (October 1989).

"Teaching the Internationalizing Entrepreneurial Ventures," December, 1988. Newsletter of the Entrepreneurship Interest Group, Academy of Management, Spring, 1989.

Dennis M. Ray, W. Ed McMullan, Flynn Bucy, Lois Stevenson, and Robert Ronstadt, "Practicing What They Teach: Academics Who Have Become Entrepreneurs," ENDEC World Conference on Entrepreneurship, July 1991.

Kenneth E. Loucks, G.G. Meredith, and Dennis M. Ray, "Entrepreneurship Programming for Economic Development: Some International Perspectives," ENDEC World Conference on Entrepreneurship, July 1991.

"Entrepreneurial Attributes, Skills and Training Programs," Journal of Entrepreneurship. 1993.

"Evaluating Entrepreneurial Programs" Babson Research Conference, INSEAD, June 1992 and ENDEC World Conference, August 1992.

Dennis Ray and Frank Martin, "Training the Trainers: An Evaluation of the Distant Learning Program in Entrepreneurship Support at Stirling University." ENDEC World Conference on Entrepreneurship, July 1991.

"The Calgary Experience," at an International Conference on Technopolis sponsored by IC2, University of Texas at Austin, March, 1987. Co-authored with E. Ed McMullan, Wayne Long, and Karl Vesper.

THEORY AND METHODOLOGY

"Entrepreneurship Research: The Elusive Nature of Quality," Editor's Introduction to printed Proceedings of the ENDEC World Conference, 1992.

EARLY CAREER PUBLICATIONS ON CHINA

"An Experiment in Peer Group Grading at an American University: The Student as Peasant or Learning from Tachai," Teaching Political Science (July 1975), 454-460.

"Mao Tse-tung's Development Strategy: Some Common Criticisms and an Uncommon Defense," India Quarterly (April-June 1974), 108-24.

"Traditionalism and the Idea of Progress: A Case for Ideological Mobilization in China," Kansas Journal of Sociology (April 1972), 33-48.

"China After Mao," International Affairs (London) (January 1971)

"The People's Liberation Army and the Future of the Maoist Vision," China Reports (Spring 1971)

"The Role of Ideology in Economic Development," International Journal of Comparative Sociology (Fall 1970)

"The Classless Society: The Image and Reality of Chinese Politics," Survey: A Journal of Soviet and East European Studies (Fall 1970).

"'Red and Expert' and the Chinese Cultural Revolution," Pacific Affairs (Spring 1970)

"New Patterns of Social Stratification in China," Australian Journal of Politics and History (December 1970)

"Mao Tse-tung: The Tragic Perspective," Political Science Review (January-March 1970).

"China's Unfinished Revolution," India Journal of Political Science (January-March 1970).

"China: The PLA in the Saddle," India Quarterly (January-March 1970).

"The Mao-Liu Conflict in Bureaucratic Perspective," China Reports (November-December 1969)

NON-ACADEMIC ARTICLES

During 1992 I wrote a series of journalistic articles for Calibre published in Singapore. Several essays were reprinted by Singapore Entrepreneur published by the Singapore Association for Small and Medium Enterprise (ASME). These essays were designed to facilitate contact with local entrepreneurs.

"A Politically Correct Dictionary of Entrepreneurial Terms," Calibre (September, 1992)

"Entrepreneurship in Singapore," Calibre (May 1992)

"Local Entrepreneurs - What Kind of Bosses Do They Make?" Calibre (April 1992) (The article included a questionnaire).

"What Color Your Boss?" Calibre published this in two articles in July and August, 1992. (Based on 41 completed questionnaires).

"Entrepreneurs and Market Entry Wedges," Singapore Entrepreneur (January-February 1992), 6-7

"Entrepreneurial Success," Singapore Entrepreneur (May-June 1992), 7-9.

The August-October, 1992 issue of Home Business Report (British Columbia & Alberta) Guest column

OTHER PAPERS AT INTERNATIONAL AND NATIONAL CONFERENCE PAPERS

"New Venture Marketing," ICSB, Toronto, Canada, 1992.

"Perceptions of Entrepreneurs by Employees," ENDEC World Conference, 1992.

"Singapore as a Technopolis," TIMS, Orlando, Florida, April 1992.

Paper not presented due to lack of funding.

"Risk Taking in Different Contexts of New Venture Development," ENDEC World Conference on Entrepreneurship, July 1991

Dennis M. Ray and Irene Herremans, "Ethics, Social Responsibility and Entrepreneurship," ENDEC World Conference on Entrepreneurship, July 1991.

Dennis M. Ray and Dominique V. Turpin, "Japanese Venture Capital," ENDEC World Conference on Entrepreneurship, July 1991.

"Entrepreneurship and the Globalization of Economic Development Strategies," ENDEC World Conference, March 1990.

KEYNOTE ADDRESSES AND EXECUTIVE SEMINARS

RECENT

"Entrepreneurship Support as a Strategy of Economic Development," at a Conference on Entrepreneurship and New Venture in Vancouver, Canada, January 16-18, 2004.

"China: Opportunity or Threat?" Two presentations for Twin Cities entrepreneurs under sponsorship of the Morrison Center for Entrepreneurship, University of St. Thomas, July 2002. Power Point presentations.

"Globalization and Asia's Business Environment," April 2002. Presented at a major day-long public conference on Globalization at the University of St. Thomas. Power Point presentation.

"Entry into the 21st Century: Poverty or Prosperity." April 2002. I was asked to be a stand-in for Kenichi Ohmae at a major public address if his international flight was delayed. Power Point presentation. While not given, the presentation focused on both the promise and the dark side of globalization.

"Strategic Alliances and International New Ventures," November 2001. This was a major talk at a day-long public conference on strategic alliances. Power Point presentation.

"Challenges of Development." October 2001. This was a presentation to 30 leaders from Africa visiting the United States and the University of St. Thomas.

OTHER

"A Global Innovation Center: A Model for the Czech Republic," delivered at the National Academy of Science of the Czech Republic, December 6, 2000.

"Technology Assessment" delivered at Liberec University, Czech Republic, December 7, 2000.

"Market Entry Strategies into the Emerging Markets of the Asia-Pacific." Israeli Management Center, February 2, 1997.

"Entrepreneurship and Economic Development," two days of executive teaching for Central Institute for Economic Management (CIEM), Hanoi, Vietnam. The audience included about 60 economic decision-makers in Vietnam. August, 1992.

"Singapore as a Technopolis: Impact on Entrepreneurship," Keynote address at the ENDEC World Conference, July 1991.

"Education for Entrepreneurship not Employeeship," Keynote address at the AISEC World Conference, Singapore, July 1991

"Internationalizing Entrepreneurial Ventures," December 1988. Based on a talk given at IESE, Barcelona, Spain in June, 1988. Audience was composed of a group of about 60 leading Spanish executives and entrepreneurs.

"Information Technology and Economic Development" a background paper prepared for the TIDE 2000 conference for high corporate executives and government officials on information technology organized by INSEAD in February 1987 under sponsorship of the Japanese government and the OECD.

"Joint Ventures in Taiwan" Euro-Asia Center, INSEAD, October 1986.

"Entrepreneurship", Euro-Asia Center, INSEAD, November 1986.

CAREER DEVELOPMENT AND PROFESSIONAL ACTIVITY

In 2003-05, reviewed multiple articles for Journal of Business Venturing, Asian Business Review, Journal of Business Research, and Venture Capital: An International Journal of Entrepreneurial Finance.

Entrepreneurship Facilitator
Singapore Institute of Management
Republic of Singapore
August 1991 - February 1992.

Students at SIM invited me, as a result of a keynote address given at the AISEC Conference, to teach an informal, non-graded workshop on entrepreneurship. It was a unique challenge and important learning experience to teach entrepreneurship in a "free market" as opposed to the "command economy" of a typical university classroom.

Entrepreneurship Facilitator
The Entrepreneurship Group (TEG)
Singapore Institute of Management
Republic of Singapore
November 1991 - Present.

After dinner speaker at November meeting, lead a discussion of Professor Rossabeth Moss Kanter's video on corporate entrepreneurship in March, 1992, and did a workshop for aspiring entrepreneurs in May, 1992. That group met with me on a monthly basis from July, 1992, until the Spring, 1993.

Scholar Fellow
Center for New Venture Development
University of Calgary
Alberta, Canada, January-May, 1988

Organized an international workshop on entrepreneurship in Nakota, Alberta, Canada in May

1988. The outcome of the conference was the formation of an International Association on Entrepreneurship which has about 20 paid members and an unpaid executive director associated with the Center for New Venture Development, University of Calgary.

Visiting Scholar
Center for New Venture Development
University of Calgary
Alberta, Canada
February-March, 1987

In 1987 completed a feasibility study for a possible Chinese immigrant entrepreneur program; in 1988 organized an international workshop on entrepreneurship.

Visiting Scholar
Euro-Asia Centre
INSEAD
Fontainebleau, France
July 1986-February 1987

Research and writing on Singapore study, research on venture capital in Europe. I gave several lectures and wrote a background paper for the TIDE 2000 conference. The background paper was widely disseminated among participants of the conference.

Visiting Scholar
Center for International Relations
Sophia University
Tokyo, Japan
May-June, 1986

Research with Dominique Turpin, then a doctoral student, on venture capital and high technology entrepreneurs in Japan.

Visiting Scholar
Institute of Southeast Asian Studies
Singapore
January-May, 1986

Research on Chinese entrepreneurs in Singapore

Visiting Scholar
John F. Kennedy Institute of International Relations
Tilburg University
Tilburg, Netherlands
September-November, 1985

RESEARCH GRANTS

JETRO to IC2 Institute and Global Business Accelerator

\$30,000 grant for research on the role of entrepreneurship in Japan

British Council Exchange Scholar, Summer 1988.

Participated in an exchange between the University of Calgary and the University of Stirling in Scotland. Value of the grant was about \$2,500. This exchange program allowed me to observe the entrepreneurship support programs of the Scottish Enterprise Foundation which included a master of entrepreneurship, a -1963. Dissertation completion Fellowship, January-August, 1965.

PROFESSIONAL POSITIONS

Editorial Board, Journal of International Business and Entrepreneurship, 1992-present.

Reviewer, Entrepreneurship: Theory and Practice; Journal of Business Venturing.

Member of the Board of the Directors, The Educational Commission,
International Studies Association, 1971-1973

Board of Directors, International Studies Association, 1972-73

Founder and Board Member of the International Political Economy Group, International Studies Association, 1973-1975. The International Political Economy Group is now a major international focal point for scholars. It has been awarded one of the Top 5 Percent WWW sites around the world. <http://csf.colorado.edu/ipe/index.html>

TALKS/COLLOQUIA/INTERVIEWS

"The Role of Venture Capital in Economic Development" a series of two colloquia for high level staff people at the Ministry of Science, Technology, and the Environment, the Ministry of Finance, and the State Bank in Vietnam and sponsored by the Institute of Science Management, August and September, 1993.

"The Role of Entrepreneurship in Economic Development" one-half of a two day session taught to top economists and economic decision-makers in Vietnam and sponsored by IRC (Information Resource Centre) of Singapore and CIEM (Central Institute for Economic Management) in Vietnam. August, 1992.

"Entrepreneurship in Singapore" with Ms. Catherine Tay, Singapore Broadcasting Company researcher and program director. Catherine and I also worked together to prepare background material for a TV program on venture capital in April 1992.

"Entrepreneurial Champions," New Venture Forum Bulletin, October, 1987. Written as background for a session of the New Venture Forum featuring Mr. Larry Udell, a Silicon Valley entrepreneur, which I organized and chaired in October, 1987.

"Opportunities and Risks for Entrepreneurs from the Transformation of the International System," Entrepreneurship Group, Singapore Institute of Management, November 1991.

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