CURRICULUM VITAE

PERSONAL

Ted D. Zoller, Ph.D.
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EDUCATION

University of North Carolina at Chapel Hill, Ph.D., Planning and Economic Development, topical areas of entrepreneurship and economic development, May 2010
University of Virginia, Wilson School of Public Affairs, M.A., Government with Concentration in Economic Development, May 2003
Syracuse University, Maxwell School, M.P.A., Technology and Information Policy, August 1988
College of William & Mary, B.A., Dual Degree Government and English, May 1987
Christ's College, Cambridge University, Research Fellowship, United Kingdom, 1986

PROFESSIONAL EXPERIENCE

2021-present **T.W. Lewis Distinguished Clinical Scholar and Professor,** Kenan-Flagler Business School, University of North Carolina at Chapel Hill.

2025-present **Visiting Professor**, University of Luxembourg, Luxembourg National Research Foundation INTER Mobility grantee.

2024 **Fulbright Scholar**, University of Luxembourg, Luxembourg.

2022-2024 **Executive Director, Carolina Angel Network** (which provides early-stage capitalization for UNC-related entrepreneurial ventures)

2020-present **Senior Fellow,** the Global Federation of Competitiveness Councils and the Global Entrepreneurship Congress, Washington, D.C.

2015-2021 **T.W. Lewis Distinguished Clinical Scholar and Professor, Director,** The Entrepreneurship Center, Kenan-Flagler Business School, University of North Carolina at Chapel Hill.

Faculty director of The Entrepreneurship Center, responsible for curriculum design and planning, faculty recruitment, staff management, and teaching in the MBA, MBA for Executives, BSBA, OneMBA, MBA@UNC, and UNC-Tsinghua MBA programs. Developed Launching the Venture program and founded Launch Chapel Hill

accelerator leading to over 100 successful entrepreneurial ventures spun off from UNC, several of which are INC500 incumbents.

2017-2020 **Co-Director** (with Chris Bingham), Entrepreneurship Initiative, Kenan Institute of Private Enterprise, which includes leading an ongoing program and an annual Kenan Institute Frontiers of Entrepreneurship Research Conference convened at the Breakers.

2012-present **Senior Fellow**, Ewing Marion Kauffman Foundation, advises the foundation on core strategies in entrepreneurship relating to both education and entrepreneurial ecosystems.

2010-2015 **Director and T.W. Lewis Clinical Associate Professor**, University of North Carolina at Chapel Hill, Kenan-Flagler Business School, Center for Entrepreneurial Studies, promoted to full professor in 2015.

2011 **Vice President of Entrepreneurship,** Ewing Marion Kauffman Foundation (on leave from the University of North Carolina at Chapel Hill), responsible for overseeing all grantsmanship for a $2.5B Foundation relating to research and programs relating to entrepreneurship. Managed a team of 30 professionals. Directly responsible for the Foundation's entrepreneurship strategy, directly reporting to the Foundation President and Board.

2005-present **Founder and Principal**, CommonWeal Ventures, led an economic development and analysis consultancy with Tier A clients including five sovereign governments, eleven states, twelve cities, and several government and non-government organizations including the Brookings Institution, the White House, Congress (House and Senate), foundations, and seven leading universities.

2005-2010 **Executive Director and Clinical Associate Professor**, University of North Carolina at Chapel Hill, Kenan-Flagler Business School, Center for Entrepreneurial Studies, Kenan Institute of Private Enterprise, managing staff team and co-curricular activities, including Carolina Challenge, Venture Capital Investment Competition, and Launching the Venture.

2002-2005 **Associate Dean, Business and Finance**, University of North Carolina at Chapel Hill, School of Government, responsible for all programmatic, finance, human resources, and IT functions of the School. Led the transition from Institute to School in close partnership with the Dean, raising faculty salaries 25% and integrating tenure and promotion activities for 60 tenured or tenure-track faculty. Oversaw the development of the renovation and expansion of the School's Knapp-Sanders Building facilities.

1998-2002 **Director of Academic Development and Adjunct Assistant Professor**, University of North Carolina at Chapel Hill, Kenan-Flagler Business School, teaching in MBA and MBA for Executives Programs and responsible for all IT, human resources, and facilities planning, including leading the development of the Paul J. Rizzo Conference

Center supporting Executive Development at Kenan-Flagler, which included renovating a mansion and building an instruction facility and hotel.

1995-1998 **Director of Economic Development**, College of William & Mary, founding director responsible for leading technology transfer for the College and the development of Jefferson Research Park for Advanced Technology (joint venture with Department of Energy's Jefferson Lab) and New Town Williamsburg, a joint development with the College to build a new urbanist downtown.

1991-1995 **Principal and Project Director**, American Management Systems, Inc., Fortune 500 software integration and application development firm with P&L responsibility of over $50M and direct reports of a division of 70 professional staff.

1988-1991 **Project Manager and Business Analyst**, American Management Systems, Inc., software integration and application development firm with P&L responsibility of over $20M and direct reports of 25 professional staff.

1988 **Policy Analyst**, National Governors' Association, Washington, D.C.

1987 **Governor's Fellow**, Office of the Governor, Commonwealth of Virginia

1984-1986 **Assembly Legislative Aide**, Committee on Ways and Means, New York State Assembly

OTHER PROFESSIONAL EXPERIENCE AND SERVICE TO THE FIELD

2017-2018 **Past-President,** United States Association of Small Business and Entrepreneurship

2017-2018 **Chair,** Awards Committee, United States Association of Small Business and Entrepreneurship

2016-2017 **President,** United States Association of Small Business and Entrepreneurship

2015-2016 **President-Elect**, United States Association of Small Business and Entrepreneurship

2014-2015 **Senior Vice President**, Finance, United States Association of Small Business and Entrepreneurship

2012-present **Director,** Global Consortium of Entrepreneurship Centers (GCEC)

2012-present **Advisor**, Blackstone Charitable Foundation, Blackstone Entrepreneurial Network, effort to replicate network model nationally (two sites in Research Triangle Park and Denver, Colorado)

2014-present **Advisor**, Marion and Henry Bloch Family Foundation on cross-campus entrepreneurship program design for the University of Missouri-Kansas City

2015-present **Advisor**, Entrepreneurship Educators Forum (EEF.IO) Advisory Council, Martin Trust Center, Massachusetts Institute of Technology (MIT)

2012-present **Columnist**, *Inc.* Magazine

2012-2014 **Senior Advisor**, Frank Hawkins Kenan Institute of Private Enterprise

2008-2012 **Chair**, Faculty Program Committee, Global Scholars Program, Ewing Marion Kauffman Foundation

2008 **Program Director**, Babson College Entrepreneurship Research Conference, June 2008

2006-2009 **Lead Faculty**, European Seminar for Advanced Management, Entrepreneurship Core, Aarhus, Denmark

HONORS

Karl Vesper Pioneer Award, a peer-reviewed award by distinguished entrepreneurship faculty that includes all the former winners, University of Notre Dame, October 2025.
Fulbright Fellowship, University of Luxembourg 2024
Legacy Award, GCEC (Global Consortium of Entrepreneurship Centers), the highest recognition bestowed to a
select few who show outstanding contribution in advancing entrepreneurship at their university and creating a legacy impact on the field of entrepreneurship. Since 2012, only five distinguished educators have been selected for this honor. Stockholm, Sweden, September 2019.
Justin G. Longenecker Fellow, USASBE (United States Association for Small Business and Entrepreneurship), highest recognition bestowed on individuals who have made an outstanding contribution to the development, furtherance and benefit of small and medium businesses, January 2019.
Received the Outstanding Contributions to Advancing Innovation and Entrepreneurship in Higher Education Award at the Deshpande Symposium, University of Massachusetts, Lowell, Massachusetts, 12 June 2018 (announced 4 May 2018)
Roy W. Holsten Exceptional Service Award, Kenan-Flagler Business School, April 2018
Entrepreneurial Thought Leader, California Entrepreneurship Educators' Conference, March 2018
MBA for Executives Teaching Excellence Award, September 2017
Past-President, USASBE (United States Association for Small Business and Entrepreneurship), 2017
President, USASBE (United States Association for Small Business and Entrepreneurship), 2016
President-Elect for 2015, USASBE (United States Association for Small Business and Entrepreneurship); Senior Vice President for Finance, October 2013-2016
Thorp Faculty Engaged Scholar, UNC, 2012-2014
MBA for Executives Teaching Excellence Award, September 2012
Stanford University Entrepreneurial Thought Leaders, February 2012
NCEC National Award for Enterprise Creation, Cincinnati, Ohio, October 2006
NASDAQ Center for Excellence, June 2006
USASBE Model Graduate MBA Program Award, Tucson, Arizona, January 2006
Wallerstein Fellowship, University of Virginia
Raven Society Scholarship, University of Virginia
Chancellor's Scholarship and University Fellowship, Syracuse University
Carr Cup, principal graduation award for student who best exemplifies "Scholarship, Character and Leadership," College of William & Mary
Karen Dudley Scholarship, College of William & Mary
President's Aide, College of William & Mary
Student Government President, College of William & Mary
Omicron Delta Kappa, National Honor Society
Pi Sigma Alpha, National Honor Society
Kappa Alpha Fellowship
Rotary International Scholarship (Graduate Study, New Zealand)

SPECIAL RECOGNITION

Fulbright Fellowship with the University of Luxembourg, 2023-2024 focusing on entrepreneurial ecosystems with collaboration with the European Fulbright Commission and used as a basis for the 2024 Kenan-Flagler Global Entrepreneurship Lab.

Excellence in MBA Teaching award, UNC Weekend Executive MBA Program, 2022.

Represented University of North Carolina at Chapel Hill at inauguration of Katherine A. Rowe as president of the College of William & Mary at the request of Chancellor Carol Folt, Williamsburg, Virginia, 8 February 2019.

Named a "Favorite Professor of Executive MBAs" by Poets & Quants for Executives, 30 November 2018.

Invited by the Deshpande Foundation to be a keynote speaker and panelist on "Funding Innovation and Entrepreneurship Across the Spectrum—What Do the Funders Expect?" at the 1st Deshpande-Gopalakrishnan Symposium on Innovation and Entrepreneurship, ITT Madras Campus, Chennai, India, January 2018

Received Teaching Excellence Award presented by MBA for Executives Weekend Class of 2017, 1 November 2017

Nominated and Finalist for the 2017 Deshpande Conference's Outstanding Contributions to Entrepreneurship in Higher Education Award, June 2017

Received Urban Land Institute Prize for the best paper, "The Economic Value of Local Social Networks," Tom Kemeny, Ted Zoller, Maryann Feldman, and Frank Ethridge, published in 2015 by the *Journal of Economic Geography*, 2017 January.

Received Teaching Excellence Award presented by MBA for Executives Weekend Class of 2016, 26 October 2016.

Received Outstanding Workshop as co-author of "How to Teach Design Thinking within Entrepreneurship—A Practical Guide" presented by the United States Association for Small Business and Entrepreneurship at the USASBE 2016 Annual Conference, San Diego, California, January 2016.

Nominated for 2016 Distinguished Teaching Award for Post-Baccalaureate Instruction, August 2015.

Advising United States Senate Committee on Finance, provided input to new policies on debt regulating refinance for growth businesses, November 2014.

White House, National Economic Council, provided testimony for President Obama's economic strategy for growth and Entrepreneurship, October 2014.

Nominated along with MBA@UNC New Ventures Discovery course for a Wharton Reimagine Education Award by Jennifer Cutts, Director of Global Faculty Network, MBA@UNC, September 2014.

Honorary Member, GLOBE Alumni Organization, November 2013-present.

Received Teaching Excellence Award presented by MBA for Executives Weekend Class of 2012, 15 September 2012.

Recognized in the Annual Address by Chancellor Holden Thorp, The University of North Carolina at Chapel Hill, October 2011: "We owe a great debt of gratitude to Ted Zoller, director of the Center for Entrepreneurial Studies at Kenan-Flagler Business School, for his research on dealmakers and entrepreneurial networks. The Blackstone Network draws upon his ideas."

Invited to appear before the United States Senate Committee on Banking, Housing, and Urban Affairs to present *Access to Capital: Fostering Job Creation and Innovation through High-Growth Start-Ups*, July 2011.

THOUGHT LEADERSHIP

A primary responsibility assigned to me last academic year was to promote thought leadership at Kenan-Flagler Business School to position it as a national leader in entrepreneurship. Due to COVID-19 in 2020-2021, my activity was focused primarily on teaching for the Kenan-Flagler Business School.

BIBLIOGRAPHY AND PRODUCTS OF SCHOLARSHIP

BOOKS AND CHAPTERS

Contributor to a peer-reviewed chapter in Elgar Encyclopedia of Entrepreneurial Ecosystems; Editors: Erik Stam, Bernd Wurth, Suzanne Mawson, Hugo Kantis, Edward Elgar Publishing Limited.

"Entrepreneurial Leadership: Systematic Review, Entrepreneur, Leader & Sustainability," a peer-reviewed book chapter in: S Dhiman, Editor, The Palgrave Encyclopedia of Leadership and Organizational Change, Johann Ducharme and Ted Zoller, pp. 1-12, Palgrave Macmillan, Cham., 2026. https://doi.org/10.1007/978-3-031-51650-4_116-2

"Gumption," book proposal accepted by Columbia University Press on entrepreneurial intention, specifically probing the decision-making process to initiate a new venture, expected Spring 2027.

"Dealmakers in Place: Social Capital Connections in Regional Entrepreneurial Economies," Maryann P. Feldman and Ted Douglas Zoller, Edward Elgar Handbook of Social Capital and Regional Development, 2016

"Identifying Obstacles to University Spin-Offs", a book chapter co-authored with Harvey Goldstein, submitted to the Vienna Chamber of Commerce, May 2012.

REFEREED JOURNAL ARTICLES

"Advancing the Heterogeneous Entrepreneurial Ecosystem: Analyzing Regional Dealmakers," Thom Pitz, Rebecca White, and Ted Zoller *Small Business Economics*, accepted for publication following a "review and resubmit," May 2019.

"The Economic Value of Local Social Networks," Tom Kemeny, Ted Zoller, Maryann Feldman, and Frank Ethridge, *Journal of Economic Geography*, December 2015.

"The Economic Value of Local Social Networks," Tom Kemeny, Ted Zoller, Maryann Feldman, and Frank Ethridge, SERC Discussion Papers, Spatial Economics Research Center, January 2015, 33 pp.

"Dealmakers in Place: Social Capital Connections in Regional Entrepreneurial Economies," Maryann P. Feldman and Ted Douglas Zoller, *Regional Science*, January 2012.

"Evolution and Devolution: A National Perspective on the Changing Role of Metropolitan Organizations in Areawide Intermodal Planning", co-authored with Jeff Capizzano, Virginia Transportation Research Council, May 1997.

"Evolution and Devolution: The Changing Role of the Metropolitan Planning Organization in Areawide Intermodal Planning", University of Virginia, June 1996.

RESEARCH PROJECTS

Collaboration in training AI to support accelerated venture development, article planned to be co-authored with Kenan-Flagler faculty.

*Entrepreneurs Genome Project***,** as part of a longitudinal research project to study the pathways of entrepreneurship, engaged students in the Adams Apprenticeship and the Entrepreneurs Lab to interview 150 entrepreneurs to understand their characteristics, career paths, and "breakouts and setbacks" to better understand different profiles of entrepreneurial transition. This multifaceted project aims to identify the common traits of entrepreneurs and from their perspective the characteristics it takes to be successful, from people who have lived it. It has yielded a new research framework on entrepreneurial journey mapping which identifies key failure and breakout events in the history of an entrepreneur's career, 2016-present.

Rainmakers Algorithm, extending the work of the Dealmakers Algorithm in developing a new framework to derive the social networking of entrepreneurship based on earlier indicators of activity by including LinkedIn, Crunchbase, AngelList and other relational data sources to find earlier indicators of entrepreneurial ecosystem development, 2020-present.

Paper, *Dealmakers, Regional Social Capital and Firm Performance*, with Maryann Feldman and Tom Kemeny; topic of panel on Sustaining Entrepreneurship Through Public Policy at University of St. Thomas, Shulze School of Entrepreneurship, Minneapolis, Minnesota, May 2014; accepted for panel on Sustaining Entrepreneurship Through Public Policy at the ISA Conference, Portland, Oregon, May 2014.
Do Regional Dealmakers Make a Difference? Evidence from the Social Capital Networks of Serial Entrepreneurs and Investors, co-authored with Frank Ethridge and Amol Joshi, submitted to the Strategic Management Society (SMS), February 2012; recommended in April 2012 by the SMS for inclusion into the 2012 Strategic Management Society Conference, Prague, and nominated for its Practice Implications Award.

The Dealmaker Milieu: The Anatomy of Social Capital in Entrepreneurial Economies, Ted D. Zoller, Ph.D. Dissertation, University of North Carolina at Chapel Hill, May 2010.

Explaining Variation in University Success in Technology Transfer under the Bayh-Dole Act: A Paired Comparative
Case Study of Four Research Universities in Two Adjacent States, May 2003 (Master's Thesis).

Understanding Network Effects Influencing Founding of Early-Stage Advanced Technology Start-Up Firms, The Role of Knowledge-Based, Expertise, Ownership, and Resource-Based Networks, University of North Carolina at Chapel Hill, May 2002.

Factors Influencing Growth Trajectories of Advanced Technology Start-Up Firms: The Dynamics of Firm, Founder, Environment, and Knowledge-Based Assets, University of North Carolina at Chapel Hill, February 2001.

REFEREED OTHER WORKS

Leveraging the Dealmaker Network in Denmark: Motivation, Model, Method and Mining Its Use, FORA Danish Ministry of the Economy, March 2011.

"Virginia's Reorganization Experience: Lessons from the Past for the Future," co-authored with William H. Leighty, *University of Virginia Newsletter*, March 1994.

OTHER UNREFEREED WORKS (INCLUDING BOOK REVIEWS)

Review, *Scale Your Everest: How to be a Resilient Entrepreneur*, Erik Severinghaus, Post Hill Press, May 2021.

Report, *Megatrends in the Future of Higher Education*, as part of the University 4.0 project of the Global Federation of Competitiveness Councils, January 8, 2021.

Review, *How Big is Your Flywheel?* Tom Alberg, founder of Madrona Venture Capital, December 2020.

Review, *All In Startup: Launching a New Idea When Everything is on the Line*, Diana Kander with a foreword by Steve Blank, John Wiley & Sons, Inc., June 2014.

"You Sold, You Sailed, You Bought a Tesla. Now What?" in *Inc.* (online and print), March 2014.

Paper, Entrepreneurship Education Comes of Age on Campus: The Challenges and Rewards of Bringing Entrepreneurship to Higher Education, cited in with Wendy E. F. Torrance, et al, Social Science Research Network, August 2013.

Review, *The Research Triangle: From Tobacco Road to Global Prominence*, William M. Rohe, University of Pennsylvania Press, December 2012.

Review, *Healthcare Entrepreneurship,* Rubin Pillay, Routledge, May 2012.

"The Zuckerberg Effect," an entrepreneurial feature for Missouri University's Alumni Magazine, *Mizzou,* May 2012.

Review, *How Good is Your Service? The Business Mobiles for Good,* Esha Chhabra, Columbia University Press, March 2012.

"The Zuck Distortion: Young Entrepreneurs Need Gen X, and Vice-Versa," *Huffington Post Business*, March 2012.

Articles contributed to Makers and Models column for *Inc.*: "Why Startup Weekend is Entrepreneurship's Democratizer," 20 January 2012.

"Meet the Real Mother of Invention: Persistence," 23 December 2011.

Review, *Private Equity, Venture Capital, and the Financing of Entrepreneurship: The Power of Active Investing,* Josh Lerner, Ann Leamon, and Felda Hardymon, Harvard University, John Wiley & Sons, 2011.

"U.S. Entrepreneurs Need a 'True Global Mindset,'" *Huffington Post Business*, 26 September 2011.

"Expanding 'Dealmakers' in North Carolina," *Carolina Context*, Number 12, June 2011.

"Discovering the Dealmakers in Entrepreneurial Networks," *Kenan Spotlight*, University of North Carolina at Chapel Hill, October 2010.

"First Flat, Now Dimensional, the New Order of the 'Born Global'," *Kauffman Thoughtbook*, Ewing Marion Kauffman Foundation, 2009.

"Adapting to Grow the Entrepreneurial Economy," *SouthNow*, August 2007.

Monthly Columnist, *Business Journal Newspapers*, 2005-2006.

"Educator's Corner, Framework and Design," *Inc.*, 2005.

International Entrepreneurial Company Case Studies: AudioCodes (Israel), DeCecco (Italy), Quinnox (India), and TakeNet (Brazil), written for OneMBA Program, October 2005.

Technology Spillovers and Entrepreneurial Spinoffs, Fulbright Seminar on Economic Development, Vienna School of Economics, Vienna, Austria, July 2005.

International Entrepreneurial Company Case Studies: StrikeIron (U.S./Southeast Asia), DeCecco (Italy), Quinnox (India,) and TakeNet (Brazil), written for OneMBA Program, October 2004.

International Biotechnology Case Study: Human Genome Sciences, written for OneMBA Program, October 2003.

Economic Development Strategy for the Virginia Institute of Marine Science, Regional Technology Strategies, May 2000.

Community at a Crossroads: A College-Community Partnership for Economic Development, College of William & Mary, April 1997.

Comparing the Federal Systems of the Federal Republic of Germany and the United States: Centralization and Vertical Interdependence, University of Virginia, December 1994.

How Politics Explain Policy Choices: A Critique of Gourevitch's 'Hard Times' Framework, University of Virginia, December 1994.

Predicting the Future of 'Big Government': Evaluating Alternative Theories of Bureaucratic Growth, University of Virginia, December 1994.

Vertical and Horizontal Tensions Shaping National Institutions: Federalism and the Separation of Powers, University of Virginia, December 1994.

Politics vs. Policy in Comparative Administrative Reform: Alternative Perspectives, University of Virginia, November 1994.

The Question of Shared or Residual Sovereignty: Dimensions in Interpreting the Rise of the Central Government, University of Virginia, November 1994.

Alternative Theories for Understanding the Rise of Fascism in Germany: Five Evaluative Dimensions, University of Virginia, October 1994.

Cutback Evaluation: Context for Managing Programmatic Downsizing, University of Virginia, December 1993.

The Department of Citizen Services: The Expanding Mandate of Virginia's DMV, University of Virginia, October 1993.

PEER-REVIEWED CONFERENCE PRESENTATIONS

Presentation, *Innovative Efforts in Entrepreneurship Education*, California Entrepreneurs Educators Conference, San Diego, California, 16 April 2020.

Moderator for Workshop Session II, *Do Organizations Really Value and Reward Intrapreneurship,* Kenan Institute Frontiers of Entrepreneurship Conference, West Palm Beach, Florida, 30 January 2020.

Moderator, *Technology: The lynchpin of future development and how the Wealth Gap is holding America back,* Closing the Wealth Gap Conference, Chapel Hill, North Carolina, 7 November 2019
Keynote Speaker, *Mythbusting Entrepreneurial Emergence, Generational Bias in Founding Rates*, North Carolina Entrepreneurship Educators Conference, University of North Carolina at Chapel Hill, 2 November 2019.

Panelist, Global Centre for Entrepreneurship and Commerce Conference, Stockholm, Sweden, 28 September 2019

Panelist, *Who are the Rainmakers?: The Role of Serial Entrepreneurs and Super Angels in Powering High-Performance Entrepreneurial Ecosystems*, ACA Southeast Regional Meeting, 10 September 2019

Speaker, *Identifying Customers and Competitors*, Launch Generation at Cresset Capital, Cambridge, United Kingdom, 10 August 2019.

Panelist, *Understanding the Inclusive Organization*, Academy of Management Conference: Entrepreneurship Division, Boston, Massachusetts, 9 August 2019.

Keynote Speaker, *The Drivers of Entrepreneurial Ecosystems*, 2nd International Summer School: Knowledge-Driven Innovation and Entrepreneurship, Luxembourg, United Kingdom, 28 June 2019.

Keynote Speaker, *Leveraging the Potential of Dealmaker Networks Transforming Entrepreneurship through Strategic Networks*, International Association of Science Parks (IASP), International Conference, Copenhagen, Denmark, 19 June 2019.

Speaker, *Emerging Trends: Building Entrepreneurial Leaders; UNC's Adams Apprenticeship and Learning from the Entrepreneur's Genome Project*, Deshpande Symposium, Lowell, Massachusetts, 11 June 2019.

Keynote Speaker, *Myth Busting & Mentoring: Insights from the Entrepreneurs Genome Project*, California Entrepreneurs Educators Conference, San Diego, California, 13 April 2019.
Moderator for

- Workshop Session VII: Roundtable Discussion: What should policymakers be doing to help entrepreneurs?
- Workshop Session VIII: Strategy in Tech Environments. Workshop Session IX: Entrepreneurial Finance
- Workshop Session X: Roundtable Discussion: Who are the winners and losers from innovation?
- Workshop Session XI: What does an entrepreneur have to know about business? And, how should they learn it?
- Workshop Session XII: Grant Recipient Workshop

Kenan Institute Frontiers of Entrepreneurship Conference, West Palm Beach, Florida, 1 February 2019.

Speaker, *Psychologically Driven Approach to Cultivating Entrepreneurial Behaviors*, United States Association of Small Business and Entrepreneurship (USASBE) Conference, St. Pete Beach, Florida, 26 January 2019.

Keynote Speaker, *Building Peoria into a Next-Generation Entrepreneurial Ecosystem: Driving Performance and Economic Opportunity*, Bradley University, Peoria, Illinois, 29 November 2018.

Keynote Speaker, *Leadership in Business*, Global Entrepreneurship Week in Belarus, at the invitation of the U.S. Embassy of Belarus and the U.S. Department of State, 15 November 2018.

Panelist, *The World in 2030 - Building the Future Workforce – Cross Sector Collaboration*, Ideagen 2030 – Future of Work Summit, Gallup World Headquarters, Washington, DC, 30 October 2018.

Panelist, *Building Effective and Engaging Entrepreneurship Mentor Programs: A Workshop to Discuss Best Practices*, Global Consortium of Entrepreneurship Centers, Chicago, Illinois, 18 October 2018.

Panelist, *Building Entrepreneurial Leaders: UNC's Adams Apprenticeship and Learning from the Entrepreneur's Genome Project,* Deshpande Symposium, Lowell, Massachusetts, 12 June 2018.

Panelist, *Understanding the Role of Deal Maker Networks in Building Effective Entrepreneurship Ecosystems: A Canadian Exploration*, Canadian Council for Small Business and Entrepreneurship, Quebec, Canada, 11-13 May 2017.

Keynote Speaker, *Next-generation entrepreneurial ecosystems, driving performance and economic opportunity,* Canadian Council for Small Business and Entrepreneurship, Quebec, Canada, 11-13 May 2017.

Represented UNC for Chancellor Carol Folt, University and Research Leadership Forum, Global Federation of Competitiveness Councils, London, 30 November 2016.

Panel Presenter, *Pivoting to a Cross-Campus Entrepreneurship and Innovation Initiative at a Public Land-Grant University, Managing Multiple, Emerging Entrepreneurship Initiatives Across Campus: Collaboration or Competition?* and *Turning Over a New Leaf for Universities: The Role of Boundary-Spanners in Cross-Campus Curriculum*; and GCEC Leadership Circle School Pre-Conference Session, Global Consortium of Entrepreneurship Centers Conference, Rochester, New York, September 2016.

Panelist, International Council for Small Business World Conference, New York, New Jersey, 16 June 2016.
Panelist, *University Accelerators and Incubators: Best Practices and Lessons Learned,* 6th Annual Deshpande Symposium for Innovation and Entrepreneurship in Higher Education, Lowell, Massachusetts, June 2016.

Panelist, *Building Mentoring Networks to Support Students and Entrepreneurs*, Global Consortium of Entrepreneurship Centers Conference, Gainesville, Florida, 30 October 2015.

Panelist, *How to Measure Your Ecosystem*, Ewing Marion Kauffman Foundation 2015 Mayors Conference on Entrepreneurship, Albuquerque, New Mexico, 8 October 2015.

Panelist, *Developing an Integrated Approach to Creating and Supporting Student and Faculty Entrepreneurs*, 3rd Annual Deshpande Symposium for Innovation and Entrepreneurship in Higher Education, Lowell, Massachusetts, June 2014.

Keynote Address, *Can Entrepreneurship Be Taught, Evolution of Pedagogy of Entrepreneurship*, Science of Entrepreneurship Conference, Nottingham, United Kingdom, March 2014.

Presentation, *Dealmaker Networks and the Establishment of University Entrepreneurial Ecosystems*, Thorp Faculty Engaged Scholars, Chapel Hill, NC, March 2014.

Keynote Speaker, *New Directions in Entrepreneurship Education,* United States Association of Small Business and Entrepreneurship National Conference, Fort Worth, Texas, January 2014.

Panel Presenter, *Building Regional Entrepreneurial Networks*, Global Consortium of Entrepreneurship Centers Conference, Kansas City, Missouri, October 2013.

Keynote Mainstage Presentation, *Leveraging Networks in Business Development*, Inc. 500 | 5000 Conference and Awards Ceremony, Washington, DC, October 2013.

Panel Presenter, *Designing University-Based Accelerator Programs*, Global Consortium of Entrepreneurship Centers Conference, Kansas City, Missouri, October 2013.

Presentation on *Dealmakers and Startup Communities*, Startup Iceland Conference, Reykjavik, Iceland, 4 June 2013.

Dealmaker research featured in *Leveraging the Role of Dealmakers and Entrepreneurship Networks* presented by Edward Feser, Davies Professor of Enterprise & Innovation, Manchester Business School, University of Manchester, United Kingdom, at the 9th Annual Conference of the Technopolicy Network, Genk, Belgium, September 2012.

Delegate, Jefferson Innovation Summit for the Commonwealth, Charlottesville, Virginia, September 2012.
Keynote Presentation, College of Charleston, Entrepreneurship and Innovation Speaker Series (supported by the National Science Foundation)*,* Charleston, South Carolina, April 2012.

Entrepreneurship Models for Generation Z, panelist, 27th Annual Emerging Issues Forum: Investing in Gen Z, Raleigh, North Carolina, February 2012.

International Presenter, Stanford's Entrepreneurial Thought Leader Series, Stanford University, Stanford, California, February 2012.

Panelist, *Scholars Panel on the Demographics of Talent and Technology,* Transformative Regional Engagement (TRE) Roundtable and Annual Meeting on Accelerating Regional Solutions: Finding Unique Pathways to American Prosperity, Washington, D.C., December 2011.

The Future of Business Education, dialogue participant, Leadership Summit, The Aspen Institute, San Francisco, California, October 2011.

Keynote on *Network and Regional Innovation Systems*, International Association of Science Parks (IASP), International Conference, Copenhagen, Denmark, May 2011.

The Catalyst of American Entrepreneurship: The Dealmaker's Role in the Establishment of High-Performance Entrepreneurial Networks, National Advisory Council on Innovation and Entrepreneurship, Chapel Hill, North Carolina, March 2011.

Advanced Social Networking Methodologies in Entrepreneurship Research, Kauffman Foundation Network Economics Working Group, Kansas City, Missouri, November 2010.

Entrepreneurship and Networks, Vietnam Science Foundation hosted by the American Association for the Advancement of Science, Research Triangle Foundation, Research Triangle Park, North Carolina, November 2010.

Bridging Entrepreneurs and Investors: The Dealmaker's Role in the Establishment of Regional Entrepreneurial Networks, Richmond Federal Reserve Leadership, Durham, North Carolina, October 2010.

Models for Global Entrepreneurship, presentation convener, Global Consortium of Entrepreneurship Centers Conference, State College, Pennsylvania, October 2010.

Networks in the U.S. Energy Markets, analysis developed for White House Energy Initiative, Southwest Energy Innovation Forum and Technology Showcase, Scottsdale, Arizona, October 2010.

Bridging Entrepreneurs and Investors: The Dealmaker's Role in the Establishment of U.S. Entrepreneurial Economics, Regional Energy Innovation Summit, Omaha, Nebraska, June 2010.

Bridging Entrepreneurs and Investors: The Dealmaker's Role in the Establishment of U.S. Entrepreneurial Economies, Brookings and the Small Business Administration's Working Group on the Future of Small Business, Washington, DC, March 2010.

Networking as a Catalyst for Regional Economic Development, Brookings-SBA Steering Committee on Entrepreneurship, Washington, DC, March 2010.

Entrepreneurship Pedagogy: Next Generation Teaching, Global Consortium of Entrepreneurship Centers Conference, San Antonio, Texas, October 2008.

Global Models for Entrepreneurial Venturing, Global Consortium of Entrepreneurship Centers Conference, San Antonio, Texas, October 2008.
Salzburg Seminar, Entrepreneurial Ecosystems, convener, Salzburg, Austria, April 2008.

USASBE, panelist, *Teaching Global Entrepreneurship*, San Antonio, Texas, January 2008.

Seminar in Engaged Scholarship, panelist, University of North Carolina at Chapel Hill, Chapel Hill, North Carolina, January 2007.

Kauffman Foundation Cross-Campus Entrepreneurship Conference, invited panelist, Wake Forest University, Winston-Salem, North Carolina, November 2006.

National Consortium of Entrepreneurship Centers Annual Conference, panelist, Cincinnati, Ohio, October 2006.

Fulbright NEURUS Exchange for Graduate Students from Europe, faculty presenter, Chapel Hill, North Carolina, September 2006.

Roundtable on Entrepreneurship Education, presenter, Stanford University and Strascheg Center for Entrepreneurship, Munich, Germany, September 2006.

Babson-Kauffman Research Conference, panelist, Indiana University, Bloomington, Indiana, June 2006.
National Consortium of Entrepreneurship Centers Annual Conference, panelist, Chapel Hill, North Carolina, October 2005.

Roundtable on Entrepreneurship Education, panelist, Stanford University, Stanford, California, October 2005.

Kauffman Experiential Classroom, panelist, Syracuse University, Syracuse, New York, September 2005.

Babson-Kauffman Research Conference, panelist, Babson Park, Massachusetts, June 2005.

Firm-Based Entrepreneurship: Approaches for Economic Developers, Basic Economic Development Course, International Economic Development Council, September 2004.

Intra-University Partnerships for Technology Commercialization, Association of University Technology Managers, Portland, Maine, July 2002.

OTHER PRESENTATIONS

Presented an innovation seminar on *Developing an Entrepreneurial Career: Insights from the Entrepreneurship Genome Project* for the Watson Institute, May 2020 and again in June 2021.

Presented *Beyond Dealmakers: How Rainmakers Build Valuation and Drive Exits* to the Angel Capital Association National Conference, October 27, 2020.

Presenter and Interviewee, *N.C. State University's Dr. of Design Course*, North Carolina State University, Raleigh, North Carolina, 9 April 2020.

Presented a series of lectures for the staff and faculty of the University of Francisco Marroquin in Guatemala City, Guatemala, on building an integrated program in entrepreneurship, January 2020.

Panel Moderator, *Angel Investing in North Carolina and the Handoff to Institutions* and *Search Funds and North Carolina Small Business Growth*, North Carolina Investment Forum, Kenan Center, Chapel Hill, North Carolina, 21 February 2019.

Presenter, *Dealmaker Network Map*, Global Entrepreneurship Week, Fort Worth, Texas, 9 November 2018.

Co-Chair, California Entrepreneurship Educators Conference, San Diego State University, San Diego, California, 12 April 2018.

Panelist, "North Carolina Entrepreneurial Economy," for *Carolina Business Review*, taped by WTVI, Charlotte, North Carolina, 27 April 2018.

Roundtable Discussion. *Impact of Scouting on North Carolina's Entrepreneurial Economy*, presented before the North Carolina Supreme Court and to North Carolina Governor Roy Cooper, Raleigh, North Carolina, 16 February 2018.

Panelist, 2018 United States Association of Small Business and Entrepreneurship, Los Angeles, California, 10-14 January 2018.

Kick-off Speaker, *GFCC University and Research Leadership Forum,* Global Federation of Competitiveness Councils, Kuala Lumpur, Malaysia, 30 November 2017

Speaker, *1st Annual NC Entrepreneurship Educators' Conference,* UNCW Center for Innovation & Entrepreneurship, Wilmington, North Carolina, 11 November 2017.
Panelist, *The Adams Apprentice Program: Lesson Learned* and Plenary Session Speaker, "What UNC Does," GCEC (Global Consortium of Entrepreneurship Centers, Halifax, Nova Scotia, 12-14 October 2017.

Delegate, International Council for Small Business, Buenos Aires, Brazil, 26-30 June 2017.

Speaker and Program Planner, Kauffman Entrepreneurship Summit, Kansas City, Kansas, 21-23 June 2017.

Luncheon and Keynote Speaker, *Measuring Entrepreneurship*, Frontiers of Entrepreneurship Research Conference, Rizzo Center, Chapel Hill, North Carolina, 24 February 2017

Presenter, *Thinking vs New Thinking: Redefining Entrepreneurship,* Creative Startups Deep Dive, Winston-Salem, North Carolina, 27 September 2016.

Speaker, *Global Perspectives and the U.S. Business Environment*, OneMBA Opening Week, Washington, DC, 23 September 2016.

Featured Guest, "How to Separate Winning Startup Ideas from Losers," Business Confidential Now with Hanna Hasl-Kelchner, 14 July 2016.

Panelist, *Great Debate III: Is the Business Plan Really Dead and Should It Be?* Global Consortium of Entrepreneurship Centers Conference, Gainesville, Florida, 31 October 2015.

Facilitator, *Entrepreneur Center Small Groups: Rapidly Sourcing Insights to Your Teams*, Global Consortium of Entrepreneurship Centers Conference, Gainesville, Florida, 30 October 2015.

Speaker, *Global Perspectives and the U.S. Business Environment*, OneMBA Opening Week, Alexandria, Virginia, 25 September 2015.

Featured Guest, offering insight on establishing a business in Cape Breton on Steve Sutherland's Morning Show, Canadian Broadcasting Company Radio Canada, 31 August 2015.

Discussant, Los Angeles County entrepreneurial climate, serial investors, and entrepreneur clusters and how they impact the entrepreneurial community and implications for the region's entrepreneurial growth, Innovate!SoCal 2015 Dinner hosted by the Long Beach City College's Innovation Fund SoCal, Long Beach, California, 25 March 2015.

Panelist, *The Shift to Growing Entrepreneurial Communities*, ULI Triangle Conference, Charleston, South Carolina, 10 February 2015.

Briefing, *The Story of How Metros Got Their Entrepreneurial Groove Back . . .* , to the Urban Land Institute, Second Annual Carolinas' Meeting, Charleston, South Carolina, 10 February 2015.

Presenter in Plenary Session, *Public Policy & Entrepreneurial Outreach Pillar: Building an Entrepreneurial Ecosystem*; in Event, *Use of Experiential Education in Entrepreneurship Roundtables*; in Roundtable Session, *Entrepreneurial Education in the Flipped Classroom Revolution*; United States Association for Small Business and Entrepreneurship, Tampa, Florida, 24-25 January 2015.

International Jury Member, Creative Business Cup, Copenhagen, Denmark, 18 November 2014.

Keynote Speaker for the UNC General Alumni Association Virginia is for Tar Heels Program, Charlottesville, Virginia, 24 October 2014.

Speaker on entrepreneurship in America and my work in North Carolina, OneMBA Opening Week, Alexandria, Virginia, 19 September 2014.

Moderator, *Deal Makers Interested in Coastal North Carolina*, Coastal Connect Conference, UNC-Wilmington Center for Innovation and Entrepreneurship, Wilmington, North Carolina, 4 September 2014.

Facilitator of Judges for Venture Capital Award of Excellence, Ernst & Young Entrepreneur of the Year, Kansas City, Missouri, 7 August 2014.

Panel Moderator, *Creating a Regional Hub for Entrepreneurship*, UNC Innovation & Entrepreneurship Network Working Lunch, Chapel Hill, North Carolina, April 2014.

Judge, Canada's National Business Model Competition, Dalhousie University, Halifax, Canada, March 2014.

Keynote Speaker, *Building Entrepreneurial Ecosystems*, Innovate SoCal Conference, Long Beach, California, January 2014.

Session Facilitator, The Mayors Conference on Entrepreneurship, Ewing Marion Kauffman Foundation, Kansas City, Missouri, November 2013.

Facilitated Board Planning Retreat for NC IDEA, RTP's leading entrepreneurship support organization, November 2013.

Judge, *Get in the Ring: The American Startup Clash*, Ewing Marion Kauffman Foundation, Kansas City, Missouri, October 2013.

Entrepreneurship speaker and panelist, Chapel Hill-Carrboro Chamber of Commerce Executive Leadership Program, Chapel Hill, North Carolina, 11 June 2013.

Keynote and briefing, *The Story of How Chapel Hill Got Its Entrepreneurial Groove Back*, Chapel Hill-Carrboro Chamber of Commerce, Chapel Hill, North Carolina, January 2013.

Speaker, *Entrepreneurialism and Job Creation*, Leadership North Carolina, Hickory, North Carolina, 6 December 2012.

Presenter, *Creating an Entrepreneurial Eco-System*, Charlotte Chamber's Annual Planning Retreat, Charleston, South Carolina, 20 September 2012.

Keynote Presentation, Southern Economic Development Council (SEDC), Myrtle Beach, South Carolina, August 2012.

Dealmaker Framework for State-Level Economic Development, Southern Technology Council, Durham, North Carolina, March 2012.

Presenter and session facilitator, Raleigh Innovation Summit, North Carolina State University, Raleigh, North Carolina, January 2012.

The Nature of Effective Young and Small Business Growth Strategies, kickoff speech at Meet the Dragons, Global Entrepreneur Week, Copenhagen, Denmark, November 2011.

New Money Mechanisms, panelist, ASE (Accelerating Social Entrepreneurship) IV Conference, George Mason University, Arlington Campus, Arlington, Virginia, November 2011.

Starting Your Own Business Because of the Economy, Talk of the Nation, National Public Radio (NPR), August 2011.

Dealmakers in Context of the Master Entrepreneur's Network, Blackstone Foundation Board, New York, New York, February 2011.

Bridging Entrepreneurs and Investors: The Dealmaker's Role in the Establishment of Research Triangle's Entrepreneurial Network, Intersouth Partners, Durham, North Carolina, November 2010.

Bridging Entrepreneurs and Investors: The Dealmaker's Role in the Establishment of North Carolina's Entrepreneurial Network, Business Innovation & Growth (BIG), Charlotte, North Carolina, October 2010.

Bridging Entrepreneurs and Investors: The Dealmaker's Role in the Establishment of Research Triangle's Entrepreneurial Network, CED Board of Directors, Research Triangle Park, North Carolina, August 2010.

Bridging Entrepreneurs and Investors: The Dealmaker's Role in the Establishment of North Carolina's Entrepreneurial Network, Governor's Innovation Council, Asheville, North Carolina, August 2010.

Best Practices in Teaching Entrepreneurship, Kauffman Foundation Global Faculty RTP Site Visit, Chapel Hill, North Carolina, April 2010.

Kauffman Global Scholars and Faculty, Kauffman Global Scholars Program, Kansas City, Missouri, February 2010.

Presentation, Future of Venture Capital Conference, Miami, Florida, January 2010.

Developing an Entrepreneurship Curriculum for Indonesia, Kauffman Global Scholars Program, Kansas City, Missouri, January 2009.

Kauffman Global Scholars and Faculty, Kauffman Global Scholars Program, Kansas City, Missouri, January 2009.

Models for Global Venturing, ESSAM 2009, Aarhus, Denmark, July 2008.

Kauffman Global Scholars Program, faculty director, Kauffman Foundation, Kansas City, Missouri, January 2008.

Global Consortium of Entrepreneurship Centers, panelist and convener, Cross-Campus Entrepreneurship Programs, Syracuse, New York, September 2007.

Presentation on Entrepreneurship Venture Development Programs, National Law School Conference, April 2007.

Interview with CNN for event sponsored by Business 2.0 Magazine, Disruptor's Conference, April 2007.

Kauffman Global Scholars Program, faculty director, Kauffman Foundation, Kansas City, Missouri, January 2007.

USASBE, panelist, Orlando, Florida, January 2007.

Entrepreneurial Studies Leadership Group, event organizer, Chicago, Illinois, December 2006.

Entrepreneurial Models for High-Growth Companies, invited lecturer, Square 1 Bank, Chapel Hill, North Carolina, September 2006.

Entrepreneurship in the Community Pharmacy Practice, faculty, School of Pharmacy, University of North Carolina at Chapel Hill, Chapel Hill, North Carolina, September 2006.

Benchmarking Technology Transfer and Business School Relationships on Campus, invited lecturer, Opportunity Funding Corporation, Atlanta, Georgia, May 2006.

Boosting Local Economies through Entrepreneurship, training offered to local government officials by the School of Government and the North Carolina Rural Center, invited presenter, April 2006.

North Carolina Entrepreneurship Policy Summit, panelist, North Carolina Department of Commerce, April 2006.

Carolina Summit on Community Economic Development, panel convener and steering committee member, February 2006.

Entrepreneurship as an Economic Development Strategy, invited lecturer, Professor Nichola Lowe, University of North Carolina at Chapel Hill, Chapel Hill, North Carolina, February 2006.

Entrepreneurial Studies Leadership Group, event organizer, Chicago, Illinois, November 2005.

North Carolina Measures of Competitiveness, expert panelist, North Carolina Department of Commerce, Raleigh, North Carolina, November 2005.
Entrepreneurship in the Community Pharmacy Practice, faculty, School of Pharmacy, University of North Carolina at Chapel Hill, Chapel Hill, North Carolina, September 2005.

33rd Basic Economic Development Course for North Carolina, Virginia, and South Carolina, instructor, September 2005.

Opportunity Funding Corporation, *Designing Business School Entrepreneurship Programs,* Dean's Seminar, invited lecturer, Atlanta, Georgia, May 2005.

University Technology Transfer: Benchmarking Effective Strategies, presentation to University of York, Canada, March 2003.

High-Growth Firm Entrepreneurship as a Regional Economic Development Strategy, Mountain Council for Entrepreneurial Development, AdvantageWest, Asheville, North Carolina, September 2002.

Network Effects of Early-Stage University-Based Advanced Technology Firms, University System of Maryland, April 2002.

Etopia vs. Utopia, Planning Frameworks for the Community of the Future, Planning Methods Course, Professor Ed Feser, May 2001.

University-Based Economic Development Strategies, University of Central Florida, June 2000.

Research Park Options for the Southeast Virginia Corridor, Virginia Economic Development Partnership, June 1999.

Feasibility of an Advanced Technology Research Park at DOE's Jefferson Lab, College of William & Mary, May 1998.

RESEARCH-RELATED ACTIVITIES/ACCOMPLISHMENTS

2026	Presenter on AI's Impact on New Venture Formation, Global Federation of Competitiveness Councils.
2020	Named by the Ewing Marion Kauffman Foundation as a Strategic Advisor for their research and translation activities relating to entrepreneurship.
2018	Named by the Ewing Marion Kauffman Foundation as Chair of the Entrepreneurship Communities Advisory Group comprised of senior researchers engaged in research and entrepreneurship networks and ecosystems.
2017	Analyzed the influence of 'Scouting's Impact on the Economic Engine of North Carolina' and concluded that individuals who attain the rank of Eagle Scout are 30 times more likely to become an entrepreneur than an average businessperson.
2014	Successfully closed a $1.1M grant for UNC from the Blackstone Charitable Foundation to establish a replication project for the Blackstone Entrepreneurs Network to validate the dealmaker theory and hypotheses on the performance of entrepreneurial networks.
2014	Successfully closed a $500,000 gift from the John Adams Foundation to establish the Adams Apprenticeship Program to support UNC students transitioning to entrepreneurship.
2014	Successfully closed a $4M grant from the Blackstone Charitable Foundation to establish a second Blackstone Entrepreneurs Network for the Denver-Boulder region of Colorado. Serve as academic advisor of the network and responsible for research evaluation and development.
2013-present	Founding Faculty Advisor, Kenan Institute Concierge Program, to increase the success rates of new faculty intellectual property innovations licensed to startups and successfully launched as a new enterprise.
2013-present	Initiated 1 Million Cups, an entrepreneurship leadership program that encourages the formation of networks among founders in a local community in conjunction with Launch Chapel Hill and the Research Triangle Park (www.1millioncups.com/) sponsored by the Ewing Marion Kauffman Foundation.

2013-2014 Coordinated production of ID8NATION, a digital magazine featuring the Research Triangle Park and the development of the entrepreneurial ecosystem of the region in conjunction with the Ewing Marion Kauffman Foundation.

2013 Principal Investigator in an inter-institutional grant proposal with Duke, UNC, and NC State to establish an I-Corps Node in Research Triangle Park in conjunction with the National Science Foundation and the National Collegiate Inventors and Innovators Association.

2013 Advisor to the Founder's Distillery Project at the University of Louisville to integrate intellectual property training for founders of university-based technology transfer projects.

Sept. 2013 Collaborated with Saras Sarasvathy on the development of an effectuation-based technology commercialization process as part of the Copenhagen Business School and Denmark's Accelerace Program.

August 2013 Awarded Thorp Faculty Engaged Scholar for work on dealmakers role and relationships to university entrepreneurial networks.

2012-present Established Launch Chapel Hill (www.launchchapelhill.com), a university-based accelerator for technology-based startups for UNC and acquired a $400,000 gift from Eric Becker to support the program with matching funds from the Town of Chapel Hill, Orange County, and the UNC Chancellor's Office.

TEACHING RECORD

Spring 2025

BUSI509H-001: Entrepreneurs Lab	27 students enrolled
MBA841-957: New Ventures Discovery	40 students enrolled
MBA838-957: Global Entrepreneurial Lab	28 students enrolled
MBA842-957: New Ventures Discovery	42 students enrolled
MBA849A-001: Entrepreneurs Lab	20 students enrolled
MBA849B-001: Entrepreneurs Lab	16 students enrolled

Fall 2025

MBA842-001: New Ventures Discovery	33 students enrolled
MBA842-959A: New Ventures Discovery	46 students enrolled
MBA841-957: New Ventures Launch	30 students enrolled
MBA842-973A: New Ventures Discovery	18 students enrolled
MBA842-973B: New Ventures Discovery	18 students enrolled

Spring 2025

BUSI509H-001: Entrepreneurs Lab	25 students enrolled
MBA838-957: Global Entrepreneurial Lab	21 students enrolled
MBA842-001: New Ventures Discovery	31 students enrolled
MBA842-956: New Ventures Discovery	15 students enrolled
MBA842-956A: New Ventures Discovery	19 students enrolled
MBA842-957: New Ventures Discovery	35 students enrolled
MBA842-973A: New Ventures Discovery	16 students enrolled
MBA842-973B: New Ventures Discovery	18 students enrolled
MBA849A-001: Entrepreneurs Lab	27 students enrolled
MBA849B-001: Entrepreneurs Lab	14 students enrolled

Fall 2024

MBA841-957: New Ventures Launch	31 students enrolled
MBA842-973B: New Ventures Discovery	9 students enrolled

MBA842-973C: New Ventures Discovery 9 students enrolled

Spring 2024

BUSI509H-001: Entrepreneurs Lab 24 students enrolled
MBA838-957: Global Entrepreneurial Lab 24 students enrolled
MBA842-956: New Ventures Discovery 32 students enrolled

MBA842-956A: New Ventures Discovery 30 students enrolled
MBA842-957: New Ventures Discovery 26 students enrolled
MBA842-959A: New Ventures Discovery 14 students enrolled
MBA842-973A: New Ventures Discovery 14 students enrolled
MBA842-973B: New Ventures Discovery 10 students enrolled
MBA842-973C: New Ventures Discovery 12 students enrolled
MBA849A-001: Entrepreneurs Lab 35 students enrolled
MBA849B-001: Entrepreneurs Lab 17 students enrolled

Fall 2023

MBA841-956: New Ventures Launch 26 students enrolled
MBA842-973A: New Ventures Discovery 7 students enrolled
MBA842-973B: New Ventures Discovery 11 students enrolled
MBA842-973C: New Ventures Discovery 9 students enrolled
MBA842-973D: New Ventures Discovery 16 students enrolled

Spring 2023

BUSI509H-001: Entrepreneurs Lab 25 students enrolled
MBA838-957: Global Entrepreneurial Lab 27 students enrolled
MBA842-956: New Ventures – Discovery 54 students enrolled
MBA842-957: New Ventures – Discovery 26 students enrolled
MBA842-973A: New Ventures Discovery 9 students enrolled

MBA842-973B: New Ventures Discovery enrolled — 15 students
MBA842-973C: New Ventures Discovery enrolled — 16 students
MBA842-973D: New Ventures Discovery enrolled — 14 students
MBA849A-018: Entrepreneurs Lab enrolled — 16 students

Fall 2022

MBA841-956: New Ventures – Launch — 18 students enrolled
MBA842-973A: New Ventures Discovery enrolled — 14 students
MBA842-973B: New Ventures Discovery enrolled — 17 students
MBA842-973C: New Ventures Discovery enrolled — 17 students
MBA842-973D: New Ventures Discovery enrolled — 16 students

Spring 2022

BUSI509H-001: Entrepreneurs Lab enrolled — 25 students
MBA832-001: Managing Growth Enterprises enrolled — 46 students
MBA838-957: Global Entrepreneurial Lab enrolled — 23 students
MBA842-956: New Ventures – Discovery enrolled — 47 students
MBA842-957: New Ventures – Discovery enrolled — 29 students
MBA842-973A: New Ventures Discovery enrolled — 17 students
MBA842-973B: New Ventures Discovery enrolled — 17 students
MBA842-973C: New Ventures Discovery enrolled — 16 students
MBA842-973D: New Ventures Discovery enrolled — 12 students
MBA849A-018: Entrepreneurs Lab enrolled — 29 students

Fall 2021

MBA841-957: New Ventures – Launch enrolled — 22 students

MBA842-973A: New Ventures Discovery 13 students enrolled
MBA842-973B: New Ventures Discovery 13 students enrolled
MBA842-973C: New Ventures Discovery 17 students enrolled
MBA842-973D: New Ventures Discovery 16 students enrolled

Spring 2021

BUSI509H-001: Entrepreneurs Lab 26 students enrolled
MBA832-001: Managing Growth Enterprises 35 students enrolled
MBA838-957: Global Entrepreneurial Lab 15 students enrolled
MBA842-956: New Ventures – Discovery 44 students enrolled
MBA842-957: New Ventures – Discovery 24 students enrolled
MBA842-973A: New Ventures Discovery 15 students enrolled
MBA842-973B: New Ventures Discovery 18 students enrolled
MBA842-973C: New Ventures Discovery 10 students enrolled

MBA842-973D: New Ventures Discovery 8 students enrolled
MBA849A-018: Entrepreneurs Lab 25 students enrolled

Fall 2020

MBA841-957: New Ventures – Launch 31 students enrolled
MBA842-973A: New Ventures Discovery 14 students enrolled
MBA842-973B: New Ventures Discovery 10 students enrolled
MBA842-973C: New Ventures Discovery 11 students enrolled
MBA842-973D: New Ventures Discovery 17 students enrolled

Spring 2020

BUSI590-018: Business Seminar 26 students enrolled
MBA838-957: Global Entrepreneurial Lab 20 students enrolled
MBA842-956: New Ventures – Discovery 56 students enrolled
MBA842-957: New Ventures – Discovery 36 students enrolled
MBA842-973A: New Ventures Discovery 11 students enrolled
MBA842-973B: New Ventures Discovery 14 students enrolled
MBA842-973C: New Ventures Discovery 15 students enrolled
MBA842-973D: New Ventures Discovery 12 students enrolled
MBA849A-018: Entrepreneurs Lab 23 students enrolled

Fall 2019

MBA841-957: New Ventures – Launch 32 students enrolled
MBA842-973A: New Ventures Discovery 13 students enrolled
MBA842-973B: New Ventures Discovery 14 students enrolled
MBA842-973C: New Ventures Discovery 15 students enrolled

MBA842-973D: New Ventures Discovery 10 students enrolled
MBA842-973E: New Ventures Discovery 12 students enrolled

Spring 2019

BUSI590-018: Business Seminar 33 students enrolled
MBA838-957: Global Entrepreneurial Lab 32 students enrolled
MBA842-956: New Ventures – Discovery 48 students enrolled
MBA842-957: New Ventures – Discovery 48 students enrolled
MBA842-973A: New Ventures Discovery 14 students enrolled
MBA842-973B: New Ventures Discovery 13 students enrolled
MBA842-973C: New Ventures Discovery 12 students enrolled
MBA842-973D: New Ventures Discovery 13 students enrolled
MBA842-973E: New Ventures Discovery 8 students enrolled
MBA849A-001: Entrepreneurs Lab 22 students enrolled

Fall 2018

BUSI490-055: Business Topics 46 students enrolled
BUSI623-001: Global Venturing 46 students enrolled
MBA841-957: New Ventures – Launch 32 students enrolled
MBA842-973A: New Ventures Discovery 15 students enrolled
MBA842-973B: New Ventures Discovery 13 students enrolled
MBA842-973C: New Ventures Discovery 15 students enrolled
MBA 842-973D: New Ventures Discovery 14 students enrolled

Spring 2018

BUSI590-018: Business Seminar	23 students enrolled
MBA838-957: Global Entrepreneurial Lab	19 students enrolled
MBA842-956: New Ventures – Discovery	49 students enrolled
MBA842-957: New Ventures – Discovery	54 students enrolled
MBA842-973A: New Ventures Discovery	15 students enrolled
MBA842-973B: New Ventures Discovery	15 students enrolled
MBA842-973C: New Ventures Discovery	14 students enrolled
MBA842-973D: New Ventures Discovery	15 students enrolled
MBA849A-001: Entrepreneurs Lab	18 students enrolled

Fall 2017

BUSI490-055: Business Topics	45 students enrolled
BUSI623-001: Global Venturing	45 students enrolled
MBA841-956A: New Ventures-Launch	45 students enrolled
MBA841-957: New Ventures – Launch	39 students enrolled
MBA842-973A: New Ventures Discovery	15 students enrolled
MBA842-973B: New Ventures Discovery	14 students enrolled
MBA842-973C: New Ventures Discovery	14 students enrolled
MBA 842-973D: New Ventures Discovery	15 students enrolled

Spring 2017

BUSI590-018: Business Seminar	26 students enrolled
MBA838-957: Global Entrepreneurial Lab	18 students enrolled
MBA842-956: New Ventures – Discovery	50 students enrolled
MBA842-957: New Ventures – Discovery	35 students enrolled

MBA842-973A: New Ventures Discovery 13 students enrolled
MBA842-973B: New Ventures Discovery 15 students enrolled
MBA842-973C: New Ventures Discovery 15 students enrolled
MBA849A-001: Entrepreneurs Lab 25 students enrolled
MBA870-001: Global Immersion: Southeast Asia 25 students enrolled

Fall 2016

BUSI490-055: Business Topics 49 students enrolled
BUSI623-001: Global Venturing 49 students enrolled
MBA841-956A: New Ventures-Launch 37 students enrolled
MBA841-957: New Ventures – Launch 39 students enrolled
MBA842-973A: New Ventures Discovery 13 students enrolled
MBA842-973B: New Ventures Discovery 15 students enrolled
MBA842-973C: New Ventures Discovery 14 students enrolled

Spring 2016

BUSI590-018: Business Seminar 27 students enrolled
MBA838-957: Global Entrepreneurial Lab 22 students enrolled
MBA842-956: New Ventures – Discovery 31 students enrolled
MBA842-957: New Ventures – Discovery 32 students enrolled
MBA842-973A: New Ventures Discovery 12 students enrolled
MBA842-973B: New Ventures Discovery 16 students enrolled
MBA842-973C: New Ventures Discovery 12 students enrolled
MBA842-973D: New Ventures Discovery 16 students enrolled
MBA880P-001: STAR/Leadership Project 72 students enrolled

MBA899-003: Entrepreneurs Lab 19 students enrolled

Fall 2015

BUSI623-001: Global Venturing 45 students enrolled
MBA842-973C: New Ventures Discovery 15 students enrolled
MBA842-973D: New Ventures Discovery 15 students enrolled
MBA881-973C: Independent Study 1 student enrolled
MBA899-973A: New Ventures Discovery 15 students enrolled
MBA899-973B: New Ventures Discovery 15 students enrolled

Summer 2015

MBA841-957: New Ventures – Launch 34 students enrolled
MBA842-956A: New Ventures – Discovery 43 students enrolled

Spring 2015

BUSI590-018: Business Seminar (Entrepreneurs Lab) 27 students enrolled
MBA838-957: Global Entrepreneurial Lab (Prep Sessions) 22 students enrolled
MBA842-973A: New Ventures Discovery (MBA@UNC) 12 students enrolled
MBA842-9973B: New Ventures Discovery (MBA@UNC) 16 students enrolled
MBA899-003: Entrepreneurs Lab I: Advanced Entrepreneurial Insight and Leadership (Entrepreneurs Lab) 16 students enrolled
MBA842-956: New Ventures – Discovery 31 students enrolled
MBA842-957: New Ventures – Discovery 32 students enrolled
MBA838-957: Global Entrepreneurial Lab 19 students enrolled

Fall 2015

BUSI490-055: Business Topics (GLOBE Chicago Study Trip) 45 students enrolled
BUSI623-001: Global Venturing (GLOBE) 45 students enrolled
MBA899-973C: New Ventures Discovery (MBA@UNC) 10 students enrolled
MBA899-973D: New Ventures Discovery (MBA@UNC) 15 students enrolled
MBA881-973C: Independent Study 1 student enrolled

Summer 2015

MBA842-956A: New Ventures Discovery (UNC-Tsinghua MBA) 43 students enrolled
MBA841-957: New Ventures – Launch (SoftLaunch) 34 students enrolled

Spring 2015

BUSI590-018: Business Seminar (Entrepreneurs Lab) 22 students enrolled
MBA899-973B: New Ventures Discovery (MBA@UNC) 15 students enrolled
MBA899-973C: New Ventures Discovery (MBA@UNC) 15 students enrolled
MBA899-002: Entrepreneurs Lab I: Advanced Entrepreneurial Insight and Leadership (Entrepreneurs Lab) 16 students enrolled
MBA842-956: New Ventures – Discovery 34 students enrolled
MBA842-957: New Ventures – Discovery 31 students enrolled
MBA838-957: Global Entrepreneurial Lab 19 students enrolled

Fall 2014

BUSI623-001: Global Venturing (GLOBE) 48 students enrolled
BUSI624-001: Global Entrepreneurship (GLOBE) 48 students enrolled
MBA899-973B: New Ventures Discovery (MBA@UNC) 14 students enrolled
MBA899-973D: New Ventures Discovery (MBA@UNC) 15 students enrolled

Summer 2014

MBA841-957: New Ventures – Launch (SoftLaunch)	34 students enrolled

Spring 2014

BUSI490-41: Business Topics (Entrepreneurs Lab)	9 students enrolled
MBA838-957: Global Entrepreneurial Lab (GEL)	14 students enrolled
MBA842-956: New Ventures – Discovery	41 students enrolled
MBA842-957: New Ventures – Discovery	30 students enrolled
MBA881-973B: Independent Study	2 students enrolled
MBA899-001: Entrepreneurs Lab: Advanced Entrepreneurial Insight and Leadership (Entrepreneurs Lab)	8 students enrolled
MBA899-973A: New Ventures Discovery (MBA@UNC)	15 students enrolled
MBA899-973D: New Ventures Discovery (MBA@UNC)	11 students enrolled

Fall 2013

BUSI590-008: Business Seminar (GLOBE)	52 students enrolled
BUSI623-001: Global Venturing (GLOBE)	52 students enrolled
MBA 899-973A: Entrepreneurship II (MBA@UNC)	15 students enrolled
MBA 899-973C: Entrepreneurship II (MBA@UNC)	14 students enrolled

Summer 2013

MBA841-957: New Ventures – Launch (SoftLaunch)	21 students enrolled

Spring 2013

MBA838-957: Global Entrepreneurial Lab (GEL)	25 students enrolled
MBA842-956: New Ventures – Discovery	38 students enrolled
MBA842-957: New Ventures – Discovery	23 students enrolled

Fall 2012

BUSI504-001: Launching the Venture	19 students enrolled
BUSI623-001: Global Venturing (GLOBE)	46 students enrolled
MBA 848C-001: Launching the Venture	17 students enrolled
MBA848F-001: Introduction to Business Modeling and Planning	34 students enrolled

Summer 2012

MBA841-957: New Ventures – Launch (SoftLaunch)	20 students enrolled

Spring 2012

MBA838-957: Global Entrepreneurial Lab (GEL)	15 students enrolled
MBA842-956: New Ventures – Discovery	24 students enrolled
MBA842-957: New Ventures – Discovery	35 students enrolled

INNOVATIONS IN TEACHING

2020-2021 Created a new course, *Managing Growth Enterprises*, for the MBA Program focused on the strategies for high-growth small and mid-cap companies including six live case studies with alumni-led companies.

2018-present Develop and offer kickoff course for each Launch Chapel Hill accelerarion cohort where each session uses my *6M Venture Circuit Methodology* for developing their business strategies and perform *Train the Trainer* activities for Launch Chapel Hill Entrepreneurs-in-Residence.

2005-Present *6M Venture Circuit Methodology.* Developed a novel venture development methodology called the 6Ms (Meaning, Market, Model, Management, Milestones and Money) that has proven to be one of the most effective venture development methods and toolkits to plan entrepreneurial ventures. Students simultaneously develop their own ideas by utilizing Ted's 6M Venturing Model and his research into venture funding networks to formulate their business models. This has been integrated into the online MBA@UNC New Ventures course and the Executive MBA curricula. This includes a toolkit of models and templates that can be used by students in their venture development, as well as a novel 360-degree learning evaluation done in concert with the instructor.

2019 **Entrepreneurs Genome Project:** As part of a longitudinal research project to study the pathways of entrepreneurship, engaged students in the Adams Apprenticeship and the Entrepreneurs Lab to interview 150 entrepreneurs to understand their characteristics, career paths, and "breakouts and setbacks" to better understand different profiles of entrepreneurial transition.

2019 **Kenan-Flagler Business School**, University of North Carolina at Chapel Hill, lead the seminar, Entrepreneurs Lab, for the leading UNC undergrads and graduate students interested in transitioning to entrepreneurship and featured interviews of successful entrepreneurs. This semester's seminar featured an even greater number of thought leaders, founders, funders, and growth executives: Kel Landis, Carl Schramm, Frank Rimalovski, Bill Aulet, Elmira Bayrasli, John Chisholm, Sangeeta Badal, Jim Clifton, Diana Kander, Lewis Schiff, Howard Buffet, Bill Eimicke, Jeff Bussgang, Ritwik Pavan, Christian Carlson, Scott Ogle, Brent Comstock, Alec Guettel, Vanessa Wittman, Erik Severinghaus, Susan Otten, Anil Advani, Carey Smith, and Aaron Houghton.

2019 **Online MBA in Entrepreneurship Programs** were recognized as the first of 30 best in the nation in January 2019 by ONLINE MASTERS. New Ventures Discovery is an online MBA Entrepreneurship course.

2018 **Kenan-Flagler Business School**, University of North Carolina at Chapel Hill, lead the seminar, Entrepreneurs Lab, for the leading UNC undergrads and graduate students interested in transitioning to entrepreneurship and featured interviews of successful entrepreneurs providing data for the Entrepreneurial Genome Project 2018. This semester's seminar featured an unprecedented number of guest

speakers: Kel Landis, John Bradberry, Bill Aulet, Chris Gergen, Tom Byers, Diana Kander, Taylor Rhodes, Carl Schramm, Jim Clifton, Todd Pope, and Todd Ballenger.

2017-2018 **UNC Innovate Carolina,** conduct a series of six podcasts, "On the Heels of Innovation," powered by the UNC Entrepreneurs Genome Project, November 2017 through April 2018.

2017 **Kenan-Flagler Business School,** University of North Carolina at Chapel Hill, hold GLOBE class in the BLUE Makerspace and introduce a new element, "problems worth solving," which uses a complex, adaptive systems thinking, design thinking, and mind-mapping to understand endemic social problems to lead to better and more complete solutions for new ventures.

2013-2014 **Kenan-Flagler Business School**, University of North Carolina at Chapel Hill, develop and offer a new seminar (Entrepreneurs Lab) for the leading UNC undergrads and graduate students interested in transitioning to entrepreneurship; develop and offer Entrepreneurship II online course for MBA@UNC.

2010-2014 **Kenan-Flagler Business School**, University of North Carolina at Chapel Hill, develop and offer global venturing courses as part of Kenan-Flagler's Global Entrepreneurship Lab (GEL) in Denmark in 2011-2014, GLOBE undergraduate program, leading the "Born Global" entrepreneurship course (2009-2014), Global Immersion Elective in Austria (2010), and Bulgarian Young Leaders Seminar with the Institute for International Education (2010).

2008-present **Accelerace Business Accelerator programs**, Symbion Science Center, Copenhagen, Denmark, strategic advisor and instructor; research director, Entrepreneurship Learning Lab (EL_2).

2007-2012 **INiTS Accelerator, Vienna, Austria**, INiTS Entrepreneurship Academy (www.inits.at), instructor and strategic advisor.

1999-present **Kenan-Flagler Business School**, University of North Carolina at Chapel Hill, develop and offer courses in the MBA, Executive MBA, and BSBA undergraduate curricula, including the flagship university-wide venture commercialization course, *Launching the Venture*.

2007-2015 **Ewing Marion Kauffman Foundation**, Kansas City, Missouri, faculty chair for Global Scholars Program, a training program for global entrepreneurs and faculty.

2006-2010 **Department of Economics**, University of North Carolina at Chapel Hill, designed and lead commercial venturing curriculum for undergraduate minor in entrepreneurship.

2006-2010 **European Seminar in Advanced Management**, Aarhus Business School, Aarhus, Denmark, designed and lead an entrepreneurship curriculum for European and North American MBA students offered every summer.

2006-2009 **School of Government** and **Kenan-Flagler Business School**, University of North Carolina at Chapel Hill, designed and offered *Social Ventures*, an experiential course in social entrepreneurship to assist students in launching non-profit and public ventures.

GRANTS: GRANT AWARDS, SCHOLARSHIPS AND FELLOWSHIPS

Grant Award, Luxembourg National Research Fund, INTER Mobility Grant for Visiting Professorship, University of Luxembourg for study on European entrepreneurial ecosystems, 2026-2029.
Fulbright Specialist grant from the U.S. Department of State to work with the University of Luxembourg on their venture acceleration program, November 2020
Blackstone Charitable Foundation, Blackstone Entrepreneurs Network for the Denver-Boulder region of Colorado ($4M)
John Adams Foundation (gift), Adams Apprenticeship Program, 2014 ($500,000)
Blackstone Charitable Foundation, replication project for the Blackstone Entrepreneurs Network, 2014 ($1.1M)
Blackstone Charitable Foundation, Master Entrepreneurs Network, March 2011 ($3.4M)
Eric Becker, Gift to Establish Launch Chapel Hill, 2013 ($1.5M)
Robin Donohoe Richards, Gift for Carolina Challenge and Launching the Venture ($250k)
Kauffman Cross-Campus Entrepreneurship Initiative ($5M)
Graduate Certificate in Entrepreneurship, 2009-2010 ($80,000)
Launching the Venture, 2009-2010 ($80,000)
North Carolina Entrepreneurial Acceleration, Launching the Venture Expansion, UNC General Administration, 2008 ($100,000)
Faculty Fellow, Renaissance Computing Initiative, State of North Carolina (research collaboration in social networking relating to entrepreneurial new venture development), 2007-2009 ($50,000)
Graduate Certificate in Entrepreneurship, 2007-2009 ($125,000)
Comparison of RTP Technopole to Leading Entrepreneurship Centers, National Science Foundation, 2007-2008 ($35,000)
Survey of RTP Technopole Entrepreneurial Firm Formation, UNC Office of Economic and Business Development, 2007-2008 ($6,000)
Faculty Champion, Kauffman Foundation, UNC Graduate Certificate in Entrepreneurship, 2007-present
Carolina Entrepreneurial Initiative, Innovations Fund Grant, Graduate Certificate in Entrepreneurship, 2007 ($40,000)
National Science Foundation, STC Center Grant to Study Evolution of Chemical Industry-Based Startups Derived from Research Triangle Park, 2006-present
National Collegiate Inventors and Innovators Alliance, Course Development Grant, 2006-2009 ($26,000)
University of North Carolina at Chapel Hill, Junior Faculty Grant to study entrepreneurial network formation of Research Triangle Park, 2006-2007 ($6,000)
Fulbright Summer Institute for Economic Development, Fulbright Scholar Program, Summers 2004 and 2005

SELECTED MEDIA CITATIONS

Interviewed for UNC's *The Well* in Scott Jared's, "Building a New Raft," 23 April 2020.

Quoted in *The News & Observer*, "Without Urgent Action for Small Business, 100k Could Be Laid Off from Coronavirus in NC," 18 March 2020.

Quoted in *The News & Observer*, "Epic Games CEO Tim Sweeney, Tar Heel of the Year Finalist, Changed Video Game History," 30 December 2019.

Quoted in *The New York Times* in "The Suburban Office Park, an Aging Relic, Seeks a Comeback," 19 November 2019.

Featured online in *creative startups*, 2018

Quoted in *University Gazette*, "Innovation Showcase Features 70 Ventures," 3 May 2017.

Quoted in *Marketplace,* "Crowdfund my startup, please!" 16 May 2016.

Quoted in *Forbes*, "Best and Worst Food Franchises: Our Rankings and Inside the Rise of Zaxby's," 30 June 2016.

Quoted in *The News & Observer*, "Rise Finds Success With Unique Approach to Franchising," 19 March 2016.

Quoted in *Business North Carolina*, "Youth Rising," February 2016.

Quoted in CNBC.com iCONIC.TOUR, "The Local Small Business Investing Revolution," 16 February 2016.

Interviewed by Usha Sankar for *Journal of Accountancy*, CPA Insider, "Trends That Will Shape CPA Profession in 2016," 25 January 2016.

Quoted in *BUSINESSBECAUSE* (the network for the b-school world), "Working in Silicon Valley: MBA Students Flock to Fast-Growth Start-Ups," 23 October 2015.

Interviewed by Beth Braverman for Reach Further, a new small business magazine from East West Bank, "How to Network through the Holiday Party Circuit," 20 October 2015.

Quoted in *BUSINESSBECAUSE* (the network for the b-school world), "Business Schools Pump More Venture Capital Into MBA Students' Start-Ups," 13 October 2015.

Quoted in *BUSINESSBECAUSE* (the network for the b-school world), "Business Schools Have Produced 40 'Unicorns'—Billion-Dollar Start-Ups," 28 September 2015.

Quoted in *BUSINESSBECAUSE* (the network for the b-school world), "Business Schools Foster Their Entrepreneurial Ecosystems," 17 September 2015.

Quoted in *BUSINESSBECAUSE* (the network for the b-school world), "MBA Students Shun Internships at Blue-Chip Firms for Little-Known Start-Ups," 13 September 2015.

Quoted in *The Chronicle Herald*, Cape Breton, Nova Scotia, in "Get Creative with Economy, U.S. Prof Urges," 31 August 2015.

Quoted in *Forbes,* "Want to Start a Successful Company? Read These Five Books First," 31 August 2015.

Quoted in *Entrepreneur*, "4 Must-Have Characteristics for Entrepreneurs," 10 June 2015

Quoted in *The Charlotte Observer*, "It's Your Business: What is the secret to your business success? Share your stories," 27 May 2015.

Quoted in *Denver Business Journal bizwomen* in "Growth Without Franchising: Why This Entrepreneur Decided to Sell Her Expertise Instead," 1 April 2015.

Wrote column in ID8 Nation on The Blackstone Experiment: Entrepreneurs Mentoring Other Entrepreneurs, 24 March 2015.

Quoted in *e21 - Economic Policies for the 21st Century* in "Jobs, Jobs, Jobs—and Nothing to Show for Them?" 18 March 2015.

Quoted in *Chapel Hill News, The News & Observer* in "Chapel Hill's Retail Future is Bright, If It Acts Now," 18 February 2015.

Quoted in *Chapel Hill News, The News & Observer* in "Chapel Hill Can Grow Retail Tax Base," 18 February 2015.

Quoted in *Inc.* in "Find Your Launch City (Infographic)," February 2015.

Quoted in *Fortune* in "At Harvard, Wharton, Columbia, MBA Startup Fever Takes Hold," 3 January 2015.

Quoted in *Triangle Business Journal* in "Entrepreneurship Prediction: A Regional Triangle Startup Brand in 2015,"
26 December 2014.

Quoted in *Xconomy* in "As VCs Move Upstream, Madrona Venture Labs Builds Its Own Startups," 10 December 2014.

Quoted in *Success Magazine* in "Teen Entrepreneurs: The New Normal," 3 December 2014.

Quoted in *The Wall Street Journal* in "Will Higher Thresholds on Angel Investing Hurt Business? Curbs Can Limit the Pool but May Be Necessary," 6 November 2014.

Quoted in *Reuters* and *Yahoo! News* in "Top Investors Stay Loyal to Big Name Corporate Founders," 4 November 2014.

Quoted in *The Wall Street Journal* in "A Look at the Future of Small-Business Financing," 3 November 2014.

Quoted in *Business Insider* in "Why More Entrepreneurs Than Ever Are Going to Business School," 15 October 2014.

Quoted in *The Daily Tar Heel* in "Sophomore Jack Paley Started His Company Aspen Crunch in 2011," 15 September 2014.

Quoted in *Triangle Business Journal* in "UNC's Zoller: Venture Capital is the Entrepreneurial 'Black Swan,'" 28 July 2014.

Quoted in *The Wall Street Journal* in "In SoHo, Columbia Seeks to Jump-Start Entrepreneurs," 7 April 2014.

Quoted in Intuit Small Business Blog in "5 Factors to Consider When Setting Prices," 30 January 2014.

Quoted in Ewing Marion Kauffman Foundation's ID8NATION in "Rivalry and Collaboration," 21 January 2014.

Quoted in *The News & Observer* online at *&newsobserver.com* in "Can an Entrepreneur Be Taught?" 2 January 2014

Quoted in Wallet Hub in "Ask the Experts: What the Government Shutdown Means for Your Wallet," 8 October 2013.

Quoted in the *Charlotte Observer* online at *charlotteobserver.com* in "Custom Clothier Tries a Storefront," 10 September 2013.

Quoted in *Triangle Business Journal* in "The Startup Race," 23 August 2013.

Quoted in *USA TODAY* and *Business Standard* (India) in "Degree or Start-Up? Start-Up Accelerators Give Students Both," 30 July 2013.

Interview on topic of secrets every entrepreneur needs to know before starting their own business by WCHL (radio station based in Chapel Hill, North Carolina), which aired and was also featured in chapelboro.com, The Art of Potential, 29 June 2013.

Interviewed for Canada's *The Globe and Mail* in Canada Competes article, "Want Your Government to Foster a Vibrant Economy? See What North Carolina Did," 6 June 2013.

Quoted in *Bloomberg BusinessWeek* in "College Startups: The 'New Master's Degree'," 26 March 2013.

Quoted in *U.S. News & World Report* in “Make Money in Social Enterprise with a Business School Degree,” 29 May 2013.

Quoted in *The New York Times* in “Preferred Style: Don’t Flaunt It in Silicon Valley,” 17 May 2012.

Quoted in *The Chronicle of Higher Education* in “To Develop Student Entrepreneurs, Colleges Incubate Their Ideas,” 13 May 2012.

Quoted in *The New York Times* in “Behind Instagram’s Success, Networking the Old Way,” 13 April 2012. Picked up by *Ac adapter battery*, 15 April 2012; *ben rey* 15 April 2012; *cnbc.com*, 14 April 2012; *The Economic Times*, 15 April 2012; *Financial Review*, 15 April 2012*; Gothamite New York*, 14 April 2012; *Just another Hot site news*, 15 April 2012; *Market/Economy Update*, 14 April 2012; *NEWS UPDATES*, 14 April 2012; *TechDiem.com*, 14 April 2012.

Quoted in *Triangle Business Journal* in “How Research Triangle Park Compares to Silicon Valley,” 9 March 2012.

Featured in America Abroad Media’s Global Entrepreneurship Week Highlight Video on YouTube, 11-20 November 2011.

Quoted in *The Wall Street Journal* in “Groupon Holds Cash Tight,” 10 November 2011.

Quoted in *The Miami Herald* in “What Drives Serial Entrepreneurs,” 8 November 2011.

Interviewed by *CNNMoney* in “Starting a Business in a Downturn—Crazy or Genius?” 5 October 2011.

Quoted in *USA Today* in “Canyon Ranch Spa Grew with a Consistent Mission,” 21 August 2011.

Quoted in the *Chicago Tribune* in “Art of the Tech Deal in Chicago Needs More Movers, Shakers,” 29 May 2011.

Featured in WRAL Documentary “Tar Heel Titans,” 3 March 2011.

The Carrboro Citizen featured tips in "New Year’s Resolutions for Your Business,” 20 January 2011.

Quoted in *The News & Observer* in "3 Triangle Titans Pile up Billions in Cash," 14 November 2010.
Quoted in *Triangle Business Journal* in “Investing Veterans Launch ‘Unique’ Private Equity Firm,” 5 November 2010.

Quoted in *The Daily Tar Heel* in “UNC Office of Technology Development Threatened by Looming Budget Cuts,” 27 October 2010.

Research featured in *Forbes* in "The Most Connected Capitalists," 3 August 2010.

Featured in *Summer 2010 News of the Frank Hawkins Kenan Institute of Private Enterprise*, Summer 2010.

Research presented at a White House-sponsored event, which *Omaha World-Herald* reported in "Recap of Regional Energy Innovation Summit Held in Omaha" and *Silicon Prairie News* in "Using His Dealmaker's Algorithm, Ted Zoller, Ph.D. Helps Entrepreneurs," 21-23 June 2010.

Triangle Business Journal reported appointment to its executive committee by the CED, formerly the Center for Entrepreneurial Development, 28 May 2010.

Quoted in *The News & Observer* in "Big Successful Companies Were Once Small," 14 February 2010, and "Smaller Companies Replace Big Telecoms," which Associated Press ran, 7 February 2010.

Quoted in *Wireless Week* in "Economic Downturn a Boon to Smaller NC Companies," 10 February 2010.

Quoted in *Bloomberg BusinessWeek* in "With Jobs Scant, MBAs Consider Startups," 9 November 2009.

Quoted in *Entrepreneur Magazine* in "Where to be an Entrepreneur," August 2009.

Quoted in *Triangle Business Journal* in "Entrepreneur Magazine Says Chapel Hill a Top Startup Town —or is it Raleigh?" 22 July 2009.

Quoted in *CNNMoney.com* in "America's 100 Fastest Growing Small Public Companies," 6 July 2009.

Quoted in *Fortune Small Business* in "America's 100 Fastest Growing Small Public Companies," 6 July 2009.

Video discussing development of Kauffman Labs
http://www.kauffman.org/KauffmanMultimedia.aspx?VideoId=7049926001&type=R
Fortune, "Leading Business School Entrepreneurship Programs," 21 August 2007

Triangle Business Journal, "Survey: Market Friendly to Small Business," 13 July 2007.

Local TechWire, "So You Never Had an Original Idea in Your Life," July 2007.

New York Times, Brent Bowers, "The Hectic Chronicles," 13 June 2007.

The Wall Street Journal, Kelly Spors, "More Colleges Nurture Business Aspirations," 26 March 2007.

PROFESSIONAL SERVICE

ADVISING

Senior Fellow, Ewing Marion Kauffman Foundation, advising the Foundation on its engagement in higher education and entrepreneurship, 2012-present
Chair, Faculty Advisory Group on Ecosystems, Ewing Marion Kauffman Foundation, advising the Foundation on its engagement in building entrepreneurial ecosystems, 2018-present
Advisor, Indigo (a startup initiative founded by Sheri Smith, developing the Indigo entrepreneurial assessment tool), 2019-present

Faculty Representative, Board of Directors, UNC-Chapel Hill's General Alumni Association, 2019-present.
Board of Advisors, SoleLife, Inc., 2019-present
Board of Directors, Carolina Angel Network, 2017-present
Board of Advisors, CREO, Inc., 2016-present.
Executive Committee Member, Global Consortium of Entrepreneurship Centers, 2012-present.
Founding Board Member, Entrepreneurial Leadership Group (an annual conference of the Top 20 entrepreneurship programs), 2008-present.
Advisor, Entrepreneurship Educators Forum Advisory Council, Martin Trust Center for MIT Entrepreneurship, July 2015-2018
Strategic Advisor, Henry Bloch Family Foundation, developing cross-campus entrepreneurship strategy on behalf of Bloch and Kauffman Foundations, July 2014-present
Advisor, Soar (a female-led startup initiative funded by a Google grant), February 2014-present
Advisory Board, LST Energy Company, February 2014-present
Senior Vice President for Finance, United States Association of Small Business and Entrepreneurship, 2014-2015
Advisory Committee, Cherokee Challenge, 2013-present
National Board, Specialist People Foundation, 2013-present
Advisor, G-Bit, sustainability metrics database provider, December 2013-present
Formal Reader, Venture Capital Thesis of Joachim Satchwell and Anders Philip Skovsgaard Valentin, Copenhagen Business School (former Kenan-Flagler Business School Global Venturing students), September 2013-May 2014.
Board of Advisors, Rex Health Ventures, Rex Hospitals, 2012-2018
Advisor, Extraordinary Ventures, 2011-present
Steering Committee and Keynote, International Association of Science Parks Conference, 2011
Executive Council, Entrepreneurial Leaders Group (Top 10 Entrepreneurship Center Directors), 2010-present
Board of Directors, Autism Society of North Carolina, Raleigh, North Carolina, 2010-2011
Executive Committee, Council for Entrepreneurial Development, 2010-2011
Board of Directors, Council for Entrepreneurial Development, 2009-present
Executive Council, Global Consortium of Entrepreneurship Centers, 2009-present; Site Selection Committee, October 2014
Advisor, LoneRider Brewery, 2007-present
Advisor, Regional Vision Task Force, North Carolina Department of Commerce, 2007-2008
Board of Directors, NC IDEA and IDEA Fund Partners, Research Triangle Park, 2006-2013
Advisor, Weyerhaeuser Return on Innovation Project, 2006-2007
Advisor, Jetpool, 2005-present
Board of Advisors, Southeast TechInventures, Research Triangle Park, 2005-present
Board of Advisors, CollectiveIQ Private Equity, Boston, Massachusetts, 2005-2009
Advisor, HealtheLunchKids, Inc., 2005-2009
Advisor to Hubert H. Humphrey Fellowship Program students from Poland, Russia and Kazakstan, 2005-2006
Advisor, Hardwood Designs, Inc., 2003-2007, company acquired

CONSULTING

Consultant to Cornell University at Columbia, Arizona State University, University of South Carolina, Duke University, and Florida State University on technology transfer strategies and alumni outreach, 2011-2012
Consultant to the Institute for International Education, 2011
Consultant to Bartlett Actuarial Consulting, 2011
Consultant to Symbion Science Park and FORA, the Danish Ministry of Commerce, 2008-present
Consultant to Hamner Institutes for Life Sciences, Research Triangle Park, 2006-2009
Consultant to Hardwood Designs, Inc., Research Triangle, 2000-2007
Consultant to *Inc.* Magazine and Mansueto Ventures, 2005
Consultant to Thomas Moser Cabinetmaker, Freeport, Maine, 2003-2004
Consultant to Aklepios and LifeSciences Law, 2004

FUNDRAISING

To provide additional resources to build The Entrepreneurship Center's program into a national leader, the following funding commitments have been made this academic year to date:

- Estate commitment for $1,000,000 from Terry Reeves.
- Since submitting the initial invitations on 30 January 2019, 34 individuals have accepted with a total commitment of $160,000.
- Ben Barrus (Indigo) committed to donating $5,000 for a Summer Launch Fellowship.
- The Ghanem Entrepreneurship Expendable Fund has been set up for $20,000 per year for five years totaling $100,000 in expendable funds.
- An agreement has been signed to create the Terry and Sarah Reeves Entrepreneurship Futures Endowed Fund at KFBS in the amount of $1,000,000.

SCHOOL AND UNIVERSITY SERVICE

Chair, Search Committees for Program Coordinator, Entrepreneurship Center, 2019
Member, General Alumni Association Board, University of North Carolina at Chapel Hill, May 2019-present
Member, Innovate Carolina Campus Network, 2013-present
Member, Campus Data Literacy Group, August 2015-present
Chair, Search Committees for Associate Director, Entrepreneurship Programs, and Associate Director, Venturing and Acceleration, 2014
Advisor, EVC Club, Kenan-Flagler Business School, January 2014-present
Advisory Board on Strategic Planning Process, UNC Department of Applied Physical Sciences, 2013-present
Advisory Committee, Associate Professor Nichola Lowe's Economic Development Policy Course, University of North Carolina at Chapel Hill City and Regional Planning, Fall 2013 and Spring 2014
Chair, Search Committee for Manager, Launch Chapel Hill Incubator, 2012-2013
Executive Committee, UNC Executive Committee on Social Entrepreneurship, 2012-present
Chair, Search Committee for Director, Family Enterprise Center, 2012
Chair, Search Committee for Associate Director, Health Care Entrepreneurship, 2012
Steering Committee, Carolina KickStart, 2010-present
Advisor, Carolina Institute for Developmental Disabilities, 2008-2010

OTHER SERVICE

Supervising Pedro Ligiero, MA Thesis and Technology Entrepreneurship, University of Porto in Portugal, as part of my Fulbright Scholarship. Pedro is serving as an unpaid Fulbright visiting research student at the University of North Carolina at Chapel Hill, where he is studying the innovation ecosystems of the North Carolina Research Triangle, which is comprised of Duke University in Durham, North Carolina State University in Raleigh, and the University of North Carolina at Chapel Hill. He will then return to Porto, Portugal, where he will study similarities and differences between the ecosystems within the North Carolina Research Triangle and his own university to identify improvements in 2024.

Faculty Thesis Advisor for Yusheng Zhang's Honors Thesis, "The Global Race for Talent: Entrepreneurial Talent Flow Between the U.S. and Asia," Kenan-Flagler Business School, 26 April 2019

A member of the Assessment Committee for Rasmus Toft-Kehler's PhD Defense, "Entrepreneurship as a Career? An Investigation of the Relationship Between Entrepreneurial Experience and Entrepreneurial Outcomes," Copenhagen Business School, 9 March 2018

Reviewer, National Science Foundation I-Corps Review Panel, Arlington, Virginia, July 2014

Updated: 3 February 2026