

# Scott A. Shane\*

## 2009 Award Winner

### Career

Born 1964

AB, History, Brown University (1986)

MS, Foreign Service, Georgetown University (1988)

MS, Management, University of Pennsylvania (1991)

PhD, Applied Economics, University of Pennsylvania (1992)

Assistant Professor, Georgia Institute of Technology (1993–1996)

Assistant Professor, Massachusetts Institute of Technology (1996–1999)

Associate Professor, University of Maryland (1999–2001)

Professor of Entrepreneurship and Department Chair, University of Maryland (2001–2002)

Professor of Economics, Academic Director, Center for Regional Economic Issues, Case Western Reserve University (2003–2005)

SBC Professor of Economics, Case Western Reserve University (2005–2006)

A. Malachi Mixon III, Professor of Entrepreneurial Studies, Case Western Reserve University (2006–)

### Major Scientific Contributions in the Fields of the Award

#### Books

Shane, Scott A. (2003), *A General Theory of Entrepreneurship: The Individual-Opportunity Nexus*. Cheltenham, UK: Edward Elgar.

\_\_\_\_\_ (2004), *Academic Entrepreneurship: University Spinoffs and Wealth Creation*. Cheltenham, UK and Northampton, MA: Edward Elgar.

\_\_\_\_\_ (2005), *Finding Fertile Ground: Identifying Extraordinary Opportunities for New Businesses*. New York: Wharton Business School Publishing.

\_\_\_\_\_ (2008), *The Illusions of Entrepreneurship: The Costly Myths That Entrepreneurs, Investors, and Policy Makers Live By*. New Haven and London: Yale University Press.

\* This biography covers Scott A. Shane's work until January 2009.

**Journal articles**

- Shane, Scott A. (1992), "Why Do Some Societies Invent More Than Others?" *Journal of Business Venturing* 7(1), 29–46.
- \_\_\_\_\_ (1993), "Cultural Influences on National Rates of Innovation." *Journal of Business Venturing* 8(1), 59–73.
- \_\_\_\_\_ (1996), "Hybrid Organizational Arrangements and Their Implications for Firm Growth and Survival: A Study of New Franchisors." *Academy of Management Journal* 39(1), 216–234.
- \_\_\_\_\_ (1998), "Making New Franchise Systems Work." *Strategic Management Journal* 19(7), 697–707.
- \_\_\_\_\_ (2000), "Prior Knowledge and the Discovery of Entrepreneurial Opportunities." *Organization Science* 11(4), 448–469.
- \_\_\_\_\_ and S. Venkataraman (2000), "The Promise of Entrepreneurship as a Field of Research." *Academy of Management Review* 25(1), 217–226.
- \_\_\_\_\_ (2001), "Technological Opportunities and New Firm Creation." *Management Science* 47(2), 205–220.
- \_\_\_\_\_ (2002), "Selling University Technology: Patterns from MIT." *Management Science* 48(1), 122–137.
- \_\_\_\_\_ and Daniel M. Cable (2002), "Network Ties, Reputation, and the Financing of New Ventures." *Management Science* 48(3), 364–381.
- \_\_\_\_\_ and Toby Stuart (2002), "Organizational Endowments and the Performance of University Start-ups." *Management Science* 48(1), 154–170.
- Delmar, Frédéric and Scott A. Shane (2003), "Does Business Planning Facilitate the Development of New Ventures?" *Strategic Management Journal* 24(12), 1165–1185.
- \_\_\_\_\_ and Deepak Somaya (2007), "The Effects of Patent Litigation on University Licensing Efforts." *Journal of Economic Behavior and Organization* 63(4), 739–755.
- Nicolaou, Nicos, Scott A. Shane, Lynn Cherkas, Janice Hunkin and Tim D. Spector (2008), "Is the Tendency to Engage in Entrepreneurship Genetic?" *Management Science* 54(1), 167–179.
- Nicolaou, Nicos, Scott A. Shane, Lynn Cherkas and Tim D. Spector (2008), "The Influence of Sensation Seeking in the Heritability of Entrepreneurship." *Strategic Entrepreneurship Journal* 2(1), 7–21.

**Book chapters**

- Shane, Scott A. and Jonathan Eckhardt (2003), "The Individual-Opportunity Nexus." In Zoltan J. Acs and David B. Audretsch, eds., *Handbook of Entrepreneurship Research*. Dordrecht, NL: Kluwer, 161–194.