

Ian C. MacMillan*

1999 Award Winner

Career

Born 1940

BS in Chemical Engineering, University of Witwatersrand (1963)

MBA in Organizational Politics, University of South Africa (1972)

DBA in Organizational Politics, University of South Africa (1975)

Scientist, Atomic Energy Board, Government Metallurgical Labs, RSA (1963–64)

Chief Chemical Engineer, Consolidated Oil Products, RSA (1965–70)

Senior Lecturer, University of South Africa (1970–74)

Professor, University of South Africa (1974–75)

Visiting Professor, Northwestern University (1975–76)

Associate Professor, Columbia University (1976–83)

Professor/Director, New York University (1984–86)

Dhirubhai Ambani Professor and Director of Snider Entrepreneurial Research Center,
University of Pennsylvania (1986–)

Major Scientific Contributions in the Fields of the Award

Books

MacMillan, Ian C. and Zenas Block (1994), *Corporate Venturing: Creating New Businesses within the Firm*. Boston, MA: Harvard Business School Press.

_____ and R. Gunther McGrath (2000), *The Entrepreneurial Mindset: Continuous Creation of Competitive Advantage*. Boston, MA: Harvard Business School Press.

Journal Articles

MacMillan, Ian C. (1975), "Strategy and Flexibility in the Smaller Business." *Long Range Planning* 8(3), 62–63.

Rumelt, Richard, Ian C. MacMillan and Mary Lynn McCaffery (1982), "Corporate Strategy: How Aggressive Innovation Can Help Your Company." *Journal of Business Strategy* 2(4), 115–119.

* This biography covers Ian C. MacMillan's work until March 2008.

_____ and Robin George (1985), "Corporate Venturing – Challenges for Senior Managers." *Journal of Business Strategy* 5(3), 34–43.

Hambrick, Donald C. and _____ (1985), "Efficiency of Product R&D in Business Units: The Role of Strategic Context." *Academy of Management Journal* 23(3), 527–547.

_____, Robin Siegel and P. N. Subba Narasimha (1985), "Criteria Used by Venture Capitalists to Evaluate Business Plans." *Journal of Business Venturing* 1(1), 108–119.

George, Robin and _____ (1985), "New Venture Planning: Corporate Venturing – Venture Management Challenges." *Journal of Business Strategy* 6(2), 85–91.

_____ (1986), "To Really Learn about Entrepreneurship Let's Study Habitual Entrepreneurs." *Journal of Business Venturing* 1(3), 241–243.

_____, Zenas Block and P. N. Subba Narasimha (1986), "Corporate Venturing: Alternatives, Obstacles Encountered and Experience Effects." *Journal of Business Venturing* 1(2), 177–192.

_____ and Diana L. Day (1987), "Corporate Ventures into Industrial Markets: Dynamics of Aggressive Entry." *Journal of Business Venturing* 2(1), 29–40.

_____ and P. N. Subba Narasimha (1987), "Characteristics Distinguishing Funded from Unfunded Business Plans Evaluated by Venture Capitalists." *Strategic Management Journal* 8(6), 579–584.

DeSarbo, Wayne, _____ and Diana L. Day (1987), "Criteria for Corporate Venturing: Importance Assigned by Managers." *Journal of Business Venturing* 2(4), 329–340.

_____ (1987), "New Business Development: Challenge for Transformational Leadership." *Human Resource Management* 26(4), 439–454.

_____, Lauriann Zemann and P. N. Subba Narasimha (1987), "Criteria Distinguishing Successful from Unsuccessful Ventures Supported by Venture Capitalists." *Journal of Business Venturing* 2(2), 123–138.

Low, Murray B. and _____ (1988), "Entrepreneurship: Past Research and Future Challenges." *Journal of Management* 14(2), 139–161.

Siegel, Robin, Eric Siegel and _____ (1988), "Corporate Venture Capital: Autonomy, Obstacles and Performance." *Journal of Business Venturing* 3(3), 233–248.

_____, David Kulow and Roubina Khoylian (1989), "Venture Capitalists' Involvement in Their Ventures: Extent and Performance." *Journal of Business Venturing* 4(1), 27–48.

Khan, Arshad, _____ and Veerachai Manopichetwattana (1989), "Analyzing the Characteristics of Entrepreneurial Ventures with Behavioral Models." *Omega* 18(1), 1–5.

Starr, Jennifer A. and _____ (1990), "Resource Co-Optation via Social Contracting: Resource Acquisition Strategies for New Ventures." *Strategic Management Journal* 11, 79–92.

- _____ and Jeorme Katz (1992), "Idiosyncratic Milieus of Entrepreneurial Research: The Need for Comprehensive Theories." *Journal of Business Venturing* 7(1), 1–8.
- McGrath, R. Gunther, _____, Elena Ai-Yuan and William Tsai (1992), "Does Culture Endure, or Is It Malleable? Issues for Entrepreneurial Economic Development." *Journal of Business Venturing* 7(6), 441–458.
- Siegel, Robin, Eric Siegel and _____ (1993), "Characteristics Distinguishing High–Growth Ventures." *Journal of Business Venturing* 8(2), 169–180.
- Shane, Scott, S. Venkataraman and _____ (1994), "The Advantage Chain: Antecedents to Rents from Internal Corporate Ventures." *Journal of Business Venturing* 9(5), 351–369.
- Shane, Scott, S. Venkataraman and _____ (1994), "The Effects of Cultural Differences on New Technology Championing Behavior within Firms." *Journal of High Technology Management Research* 5(2), 163–181.
- Shane, Scott, S. Venkataraman and _____ (1995), "Cultural Differences in Innovation Championing Strategies." *Journal of Management* 21(5), 931–952.
- Nerker, Atul A., R. Gunther McGrath and _____ (1996), "Three Facets of Satisfaction and Their Influence on the Performance of Innovation Teams." *Journal of Business Venturing* 11(3), 167–188.
- McGrath, R. Gunther, Ming-Hone Tsai, S. Venkataraman and _____ (1996), "Innovation, Competitive Advantage and Rent." *Management Science* 42(3), 389–403.
- _____ and R. Gunther McGrath (2000), "Assessing Technology Projects Using Real Options Reasoning." *Research – Technology Management* 43(4), 35–49.
- Gupta, Vipin, _____ and Gita Surie (2004), "Entrepreneurial Leadership: Developing and Measuring a Cross–cultural Construct." *Journal of Business Venturing* 19(2), 241–260.
- Boisot, Max and _____ (2004), "Crossing Epistemological Boundaries: Managerial and Entrepreneurial Approaches to Knowledge Management." *Long Range Planning* 37(6), 505–524.
- _____, Alexander van Putten, R. Gunther McGrath and James D. Thompson (2006), "Using Real Options Discipline for Highly Uncertain Technology Investments." *Research and Technology Management* 49(1), 29–32.
- Gruber, Marc, _____ and James D. Thompson, "Look Before You Leap: Market Opportunity Identification in Emerging Technology Firms." *Management Science*, Forthcoming.

Book Chapters

- Venkataraman, S., Scott Shane, Rita G. McGrath and Ian C. MacMillan (1993), "Some Central Tensions in the Management of Corporate Venturing." In Sue Birley and Ian C. MacMillan, eds., *Entrepreneurship Research: Global Perspectives*. Amsterdam, Netherlands: North–Holland, Elsevier, 177–200.

Block, Zenas and _____ (1994), "Market Entry Strategies for New Corporate Ventures." In Gerald E. Hills, ed., *Marketing and Entrepreneurship: Research Ideas and Opportunities*. Westport, CT: Greenwood Press, 217–233.

Venkataraman, S. and _____ (1996), "Choice of Organizational Mode in New Business Development: Theory and Propositions." In Donald L. Sexton and Raymond W. Smilor, eds., *Entrepreneurship 2000*. Chicago: Upstart Publishing, 151–166

Miscellaneous

Founding editor of of *Journal of Business Venturing* (1985–).