

ACADEMIC EXPERIENCE

Professor of Practice

Strategy & Entrepreneurship

Texas Tech University, Lubbock, Texas (2022-present)

Professor | Ahorangi

University Chair of Strategy, Innovation & Entrepreneurship

University of Canterbury, Christchurch, New Zealand (2018-2022)

Provide leadership for several related initiatives to enhancing educational excellence in Strategy, Innovation and Entrepreneurship. Collaborate with other senior leaders in Business, Engineering, Sciences, Arts, Education, Health and Human

Development to grow new programs and increase student enrollment in strategy and innovation-centered programs. Responsible for growing the University's research competency and curriculum offerings in strategy and innovation-related domains. Designed, developed and deliver multiple new academic qualifications for University of Canterbury, including Bachelor of Commerce in Innovation; collaborative degrees with School of Product Design (conjoint Bachelor's, Master of Product Innovation), Arts & Humanities (conjoint Bachelor's; Bachelor's of Maori Innovation), and Science (Bachelor of Science, Society and Innovation); post-graduate Certificate in Innovation, and PhD in Innovation.

Provide strategic direction for academic department and research cluster, as well as for Centre for Entrepreneurship. Direct initiatives responsible for attracting new-to-university student enrollment. Contribute to multi-discipline research cluster focused on meta research and related domains (open science, replication, validation). Work in partnership with key constituents to align curriculum and research initiatives with strategic priorities such as Māori, Pasifika, internationalization, and community engagement programs. Lead integration of culturally appropriate teaching into several qualifications. Supervise and mentor junior faculty in pedagogy development, teaching, research, publication and professional development. Supervise postgraduate students (PhD and Masters) as well as undergraduate research projects.

Professorial Fellow & Visiting Professor of Management

College of Business, Clemson University, South Carolina (2020)

Visiting Scholar Fellowships

KU Leuven (Belgium), LUISS Guido Carli and University of Catania (Italy)

Associate Professor, Management

Director, Center for Entrepreneurship

College of Business Administration, Sam Houston State University, Texas (2013 – 2018)

Assistant Professor, Management & Entrepreneurship

Hankamer School of Business, Baylor University, Waco, Texas (2006 – 2012)

- *Schoen Fellow in Family Business*

INTELLECTUAL CONTRIBUTIONS

- Walsh, C., Collins, J. D., and Knott, P. 2022. Four Types of Intuition Managers Need to Know. *Business Horizons*. Forthcoming. DOI: 10.1016/j.bushor.2021.12.003
- Walsh, C., Knott, P. and Collins, J. D. 2022. Playing Chess or Painting Pictures? Unpacking Entrepreneurial Intuition. *Journal of Small Business Strategy*. 32(2).
- Bi, B. and Collins, J. D. 2021. Proactivity, Mindsets and the Development of Students' Entrepreneurial Self-Efficacy: Behavioral Skills as the Catalyst. *Journal of the Royal Society of New Zealand*. DOI: 10.1080/03036758.2021.1999993.
- Bi, Q., Collins, J. D., and Ranahabu, N. 2021. Entrepreneurial Dispositions, Time Horizons, and Context: Subtleties That Shape Entrepreneurial Intentions. *Small Enterprise Research*. 28:2, 153-169, DOI: 10.1080/13215906.2021.1929433.
- Gameti, D. K., Collins, J. D., and Morrish, S. C. 2021. Re-evaluating Entrepreneurial Marketing Dimensions in the Pursuit of SME Innovation and Growth. *Journal of Business Strategies*. 38(1): 1-25.
- Walsh, C., Knott, P., and Collins, J. D. 2021. The Driving Mindsets of Innovation: Curiosity, Creativity, and Clarity. *Journal of Business Strategy*. DOI: 10.1108/JBS-08-2020-0176.
- Akinboye, A., Collins, J. D., and Morrish, S. 2020. The Enduring Importance of Entrepreneurial Motivation for Growth. *Journal of Business Strategies*. 37(2): 22-45.
- Collins, J. D. 2020. What Entrepreneurs Can Learn From Kiwi Crisis Management. *Entrepreneur & Innovation Exchange*. DOI: 10.32617/521-5ec6661889fa9.
- **2020 Schulze Publication Award**
- Walsh, C., Knott, P. and Collins, J. D. 2020. Emotional Energy and Opportunity Confidence. *Journal of Business Venturing Insights*. 13:e00155. DOI: 10.1016/j.jbvi.2019.e00155.
- Riley, J. M., Collins, D. A., and Collins, J. D. 2019. Nursing Students' Commitment and the Mediating Effect of Stress. *Nurse Education Today*. 76: 172-177.
- Belsito, C. A., Reutzell, C. R., and Collins, J. D. 2018. Human Resource Executives and Post-IPO Firm Growth. *Journal of Organizational Change Management*. 31(7): 1401-1418.
- Reutzell, C. R., Collins, J. D., and Belsito, C. A. 2018. Leader Gender and Firm Investment in Innovation. *Gender in Management: an International Journal*. 33(6): 430-450.

- Collins, J. D. and Reutzler, C. R. 2017. The Role of Top Managers in Determining Investment in Innovation: The Case of Small & Medium Enterprises in India. *International Small Business Journal*. 35: 1-21.
- Collins, J. D. and Reutzler, C. R. 2017. The Effects of Inter-Firm Ties on Illegal Corporate Behavior. *Business & Society Review*. 122(2): 251-282.
- Collins, J. D., McMullen, J. S. and Reutzler, C. R. 2016. Distributive Justice, Corruption, and Entrepreneurial Behavior. *Small Business Economics*. 47(4). 981-1006.
- Reutzler, C. R., Belsito, C. A. and Collins, J. D. 2016. Human Resource Management Executive Presence in Top Management. *International Journal of Organizational Analysis*. 24(5): 985-1001.
- Collins, J. D., Worthington, W. J., and Schoen, J. E. 2016. Family Business CEO Succession: Examining Personal Retirement Expectations. *Journal of Small Business Strategy*. 26(2).
- Collins, J. D. and Reutzler, C. R. 2016. Entrepreneurial Strategies for Emerging Markets. *Journal of Business Strategies*. 33(1).
- Riley, J. M. and Collins, J. D. 2016. Academic Major Decidedness: A Study of First-Generation and Non-First Generation Undergraduate Business Students. *International Journal of Information Systems and Social Change*. 7(2).
- Reyes, P. M., Worthington, W. J., and Collins, J. D. 2015. Knowledge Management Enterprise and RFID Systems: Adoption to Supply Chain Performance. *Management Research Review*. 38(1): 44-66.
- Collins, J. D. and Riley, J. M. 2013. Alliance portfolio diversity and firm performance: Examining moderators. *Journal of Business and Management*. 19(2): 35-50.
- Collins, J. D. 2013. Social capital as a conduit for alliance portfolio diversity. *Journal of Managerial Issues*. 25(1): 62-78.
- Reutzler, C. R., and Worthington, W. J., and Collins, J. D. 2012. Strategic alliance poker: Resources and trust within the classroom. *Decision Sciences Journal of Innovative Education*. 10(1): 109-115.
- Worthington, W. J., Collins, J. D., and Reutzler, C. R. 2011. FrameEx: Classroom exercise to demonstrate strategic framework value. *Decision Sciences Journal of Innovative Education*. 9(1): 129-135.
- Collins, J. D., Worthington, W. J., Romero, M., and Reyes, P. M. 2010. Knowledge management, supply chain technologies and firm performance. *Management Research Review*. 33(10): 947-960.
- Collins, J. D., Uhlenbruck, K. and Rodriguez, P. 2009. Why firms engage in corruption: A top management perspective. *Journal of Business Ethics*. 87(1): 89- 108.
- Collins, J. D., Holcomb, T. R., Certo, T., Hitt, M. A., and Lester, R. 2009. Learning by doing: Cross-border mergers and acquisitions. *Journal of Business Research*. 62(12): 1329-1334.
- Worthington, W. J., Collins, J. D., and Hitt, M. A. 2009. Beyond risk mitigation: Enhancing corporate innovation with scenario planning. *Business Horizons*. 52(5): 441-

450.

- Collins, J. D., Uhlenbruck, K., and Reutzell, C. R. 2008. Entrepreneurial social capital and the Gatsby effect. *Journal of Business & Entrepreneurship*. 20(1): 18-36.
- Collins, J. D., Li, D., and Kansal, P. 2008. Home country institutions as predictors of FDI in India. *Journal of Asia Business Studies*. 3(1).
- Collins, J. D., Uhlenbruck, K., and Reutzell, C. R. 2008. Status differences as an impediment to building entrepreneurial relational capital. *Corporate Ownership & Control*. 5(2): 277-287.
- Hitt, M. A. and Collins, J. D. 2007. Business ethics, strategic decision making and firm performance. *Business Horizons*. 50(5): 353-357.
- Hitt, M. A., Bierman, L. and Collins, J. D. 2007. The strategic evolution of large U.S. law firms. *Business Horizons*. 50(1): 17-28.
- Collins, J. D., Reutzell, C. R., and Li, D. 2007. The impact of entry mode on subsequent commitment to poorly performing subsidiaries. *Corporate Ownership & Control*. 5(1): 482-492.
- Collins, J. D. and Hitt, M. A. 2006. Leveraging tacit knowledge in alliances: The importance of using relational capabilities to build and leverage relational capital. *Journal of Engineering & Technology Management*. 23(3): 147-167.
- Doh, J., Rodriguez, P., Uhlenbruck, K., Collins, J. and Eden, L. 2003. Coping with corruption in foreign markets. *Academy of Management Perspectives*. 17(3): 114-127.
 - (Reprinted in Lane, H.W., DiStefano, J. & Maznewski, M. 2005. *International Management Behavior*, 5th ed. Oxford, UK: Blackwell Publishing)

Conference Proceedings/Book Chapters

- Collins, J. D., Ranabahu, N., and Bi, Q. Emerging Market SME Investment in Innovation: Personal Characteristics and Contextual Factors Shape Resource Commitments. *Proceedings of the 2019 European Academy of Management*.
- Perez, L., Yang, K., Collins, J.D. Is Foreignness an Asset or a Liability? Host Market Industry Characteristics and Firm Survival. *Proceedings of the 2019 Academy of Management*.
- Akinboye, A., Morrish, S., and Collins, J. D. Entrepreneurial Motivation and Growth Intention: An Australasian Study. *Proceedings of the 2019 Global Research Symposium on Marketing and Entrepreneurship*.
- Collins, J. D. and Bell, R. G. Entrepreneurial Innovation in India: Cognitive and Structural Influences. *Proceedings of the 2013 United States Association for Small Business and Entrepreneurship Conference*.
- Bell, R. G., Collins, J. D. and Yale, R. Angel Investments, Family Ownership, and Management Development in New Ventures: The Role of Institutions. *Proceedings of the 2013 United States Association for Small Business and Entrepreneurship Conference*.
- Collins, J. D., Worthington, W. J., and Schoen, J. E. Indian Incumbent Well-being

Expectation, *Proceedings of the 2012 United States Association for Small Business and Entrepreneurship Conference*.

- Collins, J. D., Kansal, P., Worthington, W. J., and Schoen, J. E. Family Business Retirement Perspectives Vary, Services Should Too, *Proceedings of the Family Firm Institute 2010 Annual Conference*.
- Schoen, J. E., Worthington, W. J. and Collins, J. D. Leadership Succession and Ownership Transfer: Managing the Risks via Scenario Planning, *Proceedings of the Family Firm Institute 2009 Annual Conference*.
- Reutzell, C. R., Collins, J. D., and Worthington, W. J. Strategic Alliance Poker: Demonstrating the Importance of Complementary Resources and Trust in Strategic Alliance Management, *Proceedings of the 2009 American Institute of Higher Education Conference*.
- Collins, J. D. and McMullen, J. S. Entrepreneurial Ethics and Perceptions of Justice. *Frontiers of Entrepreneurship Research 2008, Proceedings of the Babson College Entrepreneurship Research Conference*.
- Collins, J. D. and Li, D. Home Country Institutions as Drivers of Investments into Emerging Markets. In N. Twigg (Ed.), *Proceedings of the 2008 Southwest Academy of Management Annual Meeting*.
- Collins, J. D. The Downside of Status When Building Entrepreneurial Social Capital. In M. Bressler (Ed.), *Proceedings of the 2007 Association for Small Business and Entrepreneurship Conference*.
- Doh, J.P., Rodriguez, P., Uhlenbruck, K., Collins, J. & Eden, L. 2005. Coping with corruption in foreign markets. In Lane, H.W., DiStefano, J. & Maznewski, M. *International Management Behavior*, 5th ed. Oxford, UK: Blackwell Publishing.
- Collins, J. and Uhlenbruck, K. How Firms Respond to Government Corruption: Insights from India. In K. M. Weaver (Ed.), *Proceedings of the 2004 Academy of Management* (CD), ISSN 1543-8643.
- Doh, J., Rodriguez, P., Uhlenbruck, K., Collins, J. and Eden, L. 2003. Coping with corruption in foreign markets: Costs, dimensions, entry modes and strategic responses. In Trick, M. A. (Ed.) *Global Corporate Evolution: Looking Inward or Looking Outward?* 183-192. Pittsburgh, PA: Carnegie Mellon University Press.

Papers Under Review/In Progress

- Walsh, C., Collins, J. D., and Knott, P. The role of creative intuition in navigating strategic opportunities (2nd Revise & Resubmit at *Long Range Planning*)
- Collins, J. D. Emerging market SME investment in innovation (under 2nd round review at *Journal of Small Business Strategy*)
- Akinboye, A., Morrish, S., and Collins, J. D. The role of entrepreneurial passion and effectuation in the formation of growth intention (under review at *International Small Business Journal*)

- Reutzel, C. R., Belsito, C. A., and Collins, J. D. Founder gender, venture development organizations, and the survival of new high-technology ventures (under review at *Journal of Business Venturing Insights*)
- Collins, J. D. and Gameti, D. K. Entrepreneurship Education Methods and Venture Creation Intention: Evidence from a Developing Country Context (under review at *International Journal of Management Education*)
- Ranabahu, N. and Collins, J. D. Micro-entrepreneurs' ex-ante understanding of their stakeholders, intersubjective interactions & ex-post changes (targeted at *Journal of Small Business Strategy*)
- Collins, J. D. and Waldron, T. More to the story: Low growth aspirations among small businesses (manuscript in preparation for *Journal of Management Studies*)
- Collins, J. D., Coupe, T., Bi, Q. and Ranabahu, N. Institutional quality and entrepreneurship: Evidence from the Gallup World Poll (data collection complete; targeted at *Global Strategy Journal*)
- Bi, B., Ranabahu, N., Collins, J. D. and Coupe, T. A meta-analysis of entrepreneurial intentions and institutional quality (targeted at *Entrepreneurship Theory & Practice*)
- Walsh, C., Knott, P. and Collins, J. D. When is the right time? Kairotic decisions in strategic management (data collection complete; manuscript in preparation; targeted at *Strategic Organization*)
- Ranabahu, N. and Collins, J. D. Reality TV and the entrepreneurial landscape: A systematic review (data collection in process)

Refereed Presentations

- Reutzel, C. R., Belsito, C. A, and Collins, J. D. Do Endorsements Matter for the Survival of New High-Technology Ventures? *Southern Management Association*, October 2020, St. Pete Beach, Florida – *disrupted due to COVID-19 travel restrictions*.
- Collins, J. D. Taking a Contingent Approach to the Pursuit of Innovation. *European Academy of Management*, 2020, Dublin, Ireland – *disrupted due to COVID-19 travel restrictions*.
- Reutzel, C. R., Belsito, C. A, and Collins, J. D. Founder Gender, Venture Development Organization Endorsements, and the Survival of New High-Technology Ventures. *Western Academy of Management*, March 2020, Kona, Hawaii – *disrupted due to COVID-19 travel restrictions*.
- Collins, J. D. Contextual Effects on Innovation-Focused Resource Commitments. *National Business & Economics Society*, March 2020. Puerto Vallarta, Mexico – *disrupted due to COVID-19 travel restrictions*.
- Amin, A., Perez-Batres, L., and Collins, J. D. Policy Change Expectations and Performance Among US Banks. *National Business & Economics Society*, March 2020. Puerto Vallarta, Mexico – *disrupted due to COVID-19 travel restrictions*.
- Ranabahu, N. and Collins, J. D. Business Turnaround: What Can Failing

Enterprises Learn From Business-Education TV Programs? *Australian Centre for Entrepreneurship Research Exchange*, February 2020, Adelaide, Australia.

- Bi, Q. and Collins, J. D. Growth Mindset is Not Enough! The Role of Proactivity and Discovery Behaviors in Transforming Growth Mindset to Entrepreneurial Self-Efficacy. *Australian Centre for Entrepreneurship Research Exchange*, February 2020, Adelaide, Australia.
- Ranabahu, N. and Collins, J. D. Reality TV and the Entrepreneurial Landscape: A Systematic Review. *Australian & New Zealand Academy of Management*, December 2019, Cairns, Australia.
- Bi, Q., Collins, J. D., and Ranabahu, N. Entrepreneurial Dispositions, Time Horizons, and Context: Subtleties That Shape Entrepreneurial Intentions. *Australian & New Zealand Academy of Management*, December 2019, Cairns, Australia.
- Walsh, C, Knott, P., and Collins, J. D. Navigating Strategic Opportunities: the Intimation Spiral. *Strategic Management Society*, Oct 2019, Minneapolis.
 - **Best Paper Award Nominee**
- Perez, L., Yang, K., Collins, J.D. Is Foreignness an Asset or a Liability? Host Market Industry Characteristics and Firm Survival. *Academy of Management*, August 2019, Boston.
- Collins, J. D., Ranabahu, N., and Bi, Q. Emerging Market SME Investment in Innovation: Personal Characteristics and Contextual Factors Shape Resource Commitments. *European Academy of Management*, June 2019, Lisbon, Portugal.
- Akinboye, A., Morrish, S., and Collins, J. D. Entrepreneurial Motivation and Growth Intention: An Australasian Study. *Global Research Symposium on Marketing and Entrepreneurship*, June 2019, London, United Kingdom.
- Ranabahu, N. and Collins, J. D. Intersubjective Venturing: A Pathway to New Venture Start-up and Development? *Australian Centre for Entrepreneurship Research Exchange*, February 2019, Sydney, Australia.
- Bi, Q., Ranabahu, N. and Collins, J. D. The Influence of Personal and Contextual Factors on Entrepreneurial Intentions in General and in the Near Future: A Configurational Approach. *Australian Centre for Entrepreneurship Research Exchange*, February 2019, Sydney, Australia.
- Belsito, C. A, Reutzler, C. R., and Collins, J. D. The Influence of Human Resource Executives on Post-IPO Firm Growth. *Western Academy of Management*, March 2018, Salt Lake City, Utah.
- Riley, J. M., Collins, D. A., and Collins, J. D. Examining the Commitment of Undergraduate Students to Their Chosen Major Discipline: Evidence from Business Students and Nursing Students, *National Business and Economics Society*, March 2017, Puerto Vallarta, Mexico.
- Reutzler, C. R., Collins, J. D., and Belsito, C. A. SME Investment in Innovation: The Roles of Top Manager Gender, Environmental Munificence and Distributive Justice.

Western Academy of Management, March 2017, Palm Springs, California.

- Collins, J. D. and Reutzler, C. R. The Role of Top Managers in Determining Investment in Innovation: The Case of Small & Medium Enterprises in India, *National Business and Economics Society*, March 2016, Los Cabos, Mexico.
- Riley, J. M. and Collins, J. D. Major Selection: First-Generation vs Non-First Generation Undergraduate Students, *National Business and Economics Society*, March 2016, Los Cabos, Mexico.
- Collins, J. D., McMullen, J. S., and Reutzler, C. R. Distributive Justice, Corruption, and Entrepreneurial Behavior in Emerging Markets, *Southern Management Association*, October 2015, St. Pete Beach, Florida.
- Reutzler, C. R., Belsito, C. A. and Collins, J. D. CEO Human Resource Management Demands and Human Resource Management Representation in Top Management, *Western Academy of Management*, March 2015, Kauai, Hawaii.
- Collins, J. D. and Worthington, W. J. Family Business CEO Succession: Examining Personal Retirement Expectations, *Western Academy of Management*, March 2015, Kauai, Hawaii.
- Riley, J. M. and Collins, J. D. Academic Major Decidedness: A Study of First-Generation and Non-First Generation Undergraduate Business Students, *Western Academy of Management*, March 2015, Kauai, Hawaii.
- Collins, J. D. and Riley, J. Alliance Portfolio Diversity and Firm Performance: Examining Moderators, *Western Academy of Management*, March 2014, Napa, CA.
- Collins, J. D. Entrepreneurial Innovation, *Western Academy of Management*, March 2014, Napa, California.
- Collins, J. D. Family Firms Collaborating Globally, *STEP Global Summit*, November 2013, Barcelona, Spain.
- Reyes, P. M., Engels, D., Jaska, P. and Collins, J. D. Contributing Factors in Adopting RFID and Other Smart Technologies in Humanitarian Operations: A Multiple Case Study, *Decision Sciences Institute Annual Conference*, November 2013, Baltimore, MD.
- Collins, J. D. and Bell, R. G. Entrepreneurial Innovation in India: Cognitive and Structural Influences, *United States Association for Small Business and Entrepreneurship*, January 2013, San Francisco, California.
- Bell, R. G., Collins, J. D. and Yale, R. Angel Investments, Family Ownership, and Management Development in New Ventures: The Role of Institutions. *United States Association for Small Business and Entrepreneurship*, January 2013, San Francisco, California.
- Schoen, J. E., Worthington, W. J., and Collins, J. D. Retirement Well-Being for Family Firm Founders/CEOs. *New Mexico Family Business Forum*, September 2012, Albuquerque, New Mexico.
- Worthington, W. J., Collins, J. D., and Schoen, J. E. Indian Incumbent Well-being Expectation, *United States Association for Small Business and Entrepreneurship*, January

2012, New Orleans, Louisiana.

- Worthington, W. J. and Collins, J. D. Retirement Well-Being of Family Firm CEOs: Incumbent Expectations. *Academy of Management*, August 2011, San Antonio, Texas.
- Worthington, W. J., Collins, J. D., and Reyes, P. M. Knowledge Management Systems: Adoption to Performance. *Academy of Management*, August 2011, San Antonio, Texas.
- Collins, J. D., Worthington, W. J., and Schoen, J. E. Investigating Female Perspectives on Retirement. *Wells Fargo Bank Diversity Initiative Advisory Panel*, May 2011, Albuquerque, New Mexico.
- Collins, J. D., Worthington, W. J., and Schoen, J. E. Family Business Succession: Retiring Well. *Family Enterprise Research Conference*, May 2011, Grand Rapids, MI.
- Collins, J. D., Worthington, W. J. and Schoen, J. E. Retirement Well Being: Insights From Research. *Baylor Family Business Forum*, November 2010, Waco, Texas.
- Collins, J. D., Worthington, W. J., and Schoen, J. E. Family Business Retirement Perspectives Vary, Services Should Too. *Family Firm Institute*, October 2010, Chicago.
 - awarded '**Top Conference Presentation**'
- Collins, J. D., and McMullen, J. S. Multifaceted Origins of Entrepreneurial Innovation, *Strategic Management Society*, September 2010, Rome, Italy.
- Norman, P. M., and Collins, J. D. Social Capital as a Conduit for Alliance Network Diversity, *Strategic Management Society*, September 2010, Rome, Italy.
- Collins, J. D., Worthington, W. J., and Schoen, J. E. Trust and Relax? Keys to Retiring Well for Family Firm Founders. *Family Enterprise Research Conference*, April 2010, Cancun, Mexico.
- Worthington, W. J., Collins, J. D., and Reutzler, C. R. FrameEx: Demonstrating the Value of Strategic Frameworks. *Strategic Management Society*, October 2009, Washington, D.C.
- McMullen, J. S. and Collins, J. D. Perceptions of Distributive Justice and the Productivity of Entrepreneurial Behavior. *Academy of Management*, August 2009, Chicago, Illinois.
- Reutzler, C. R., Collins, J. D., and Worthington, W. J. Strategic Alliance Poker: Demonstrating Resource Complementarity and Trust in Strategic Alliances. *Academy of Management*, August 2009, Chicago, Illinois.
- Schoen, J. E., Worthington, W. J., and Collins, J. D. Leadership Succession and Ownership Transfer: Managing the Risks via Scenario Planning. *Family Firm Institute Annual Conference*, September 2009, New York, NY.
- Reutzler, C. R., Collins, J. D., and Worthington, W. J. Strategic Alliance Poker: Demonstrating the Importance of Complementary Resources and Trust in Strategic Alliance Management. *American Institute of Higher Education Conference*, May 2009, Nashville, Tennessee.
- Collins, J. D. Social Capital and Knowledge Quality within Partnership Networks. *Strategic Management Society*, October 2008, Cologne, Germany.

- Collins, J. D., Uhlenbruck, K. and Reutzel, C. R. Entrepreneurial Strategies for Emerging Markets. *Strategic Management Society*, October 2008, Cologne, Germany.
- Collins, J. D. and McMullen, J. S. Entrepreneurial Ethics and Perceptions of Justice. *Babson College Entrepreneurship Research Conference*, June 2008, University of North Carolina at Chapel Hill.
- Collins, J. D. and Li, D. Home Country Institutions as Drivers of Investments into Emerging Markets. *Southwest Academy of Management*, March 2008, Houston, Texas.
- Worthington, W. J. and Collins, J. D. Strategic Response to International Terror. *5th Annual JIBS/AIB Conference on Emerging Research Frontiers in International Business*, November 2007, Miami, Florida.
- Collins, J.D., Norman, P.M. and Artz, K.W. Exploring the Performance Impact of Knowledge Diversity Within Alliance Networks. *Strategic Management Society*, October 2007, San Diego, California.
- Collins, J. D. The Downside of Status When Building Entrepreneurial Social Capital. *Association for Small Business & Entrepreneurship*, October 2007, Austin, Texas.
- Collins, J. D. and Hitt, M. A. Undesirable Corporate Behavior and Social Capital's Dark Side. *Academy of Management*, August 2007 in Philadelphia, PA.
- Collins, J. D. Social Capital Relationships and the Likelihood of Violating Federal Regulations. *Strategic Management Society*, October 2006, Vienna, Austria.
- Collins, J. D. When Network Relationships Become Liabilities: Illuminating Social Capital's 'Dark Side'. *Strategic Management Society*, October 2005, Orlando, Florida.
- Certo, T., Collins, J. D., Hitt, M. A., Holcomb, T. R., and Lester, R. The Influence of Prior Experiences on the Likelihood of International Merger and Acquisition Activity. *Strategic Management Society*, October 2005, Orlando, Florida.
- Collins, J. D., Li, D., and Kansal, P. The Separate and Unequal Influence of Institutional Pillars on Foreign Investment. *Academy of Management*, August 2005, Honolulu, Hawaii.
- Collins, J. D. and Uhlenbruck, K. Adapting to Conflicting Institutional Demands: Why Firms Engage in Corruption.
 - Invited Paper for *Journal of International Business Studies* Paper Development Workshop at AIB conference, July 2005, Quebec City, Canada.
- Li, D. and Collins, J. D. Alliance Network Diversity and Alliance Capability: Gaining Performance Benefits From Strategic Alliances. *Academy of International Business*, July 2005, Quebec City, Canada.
- Collins, J. D., Li, D., and Kansal, P. Which Dimensions Matter?: Testing 'Institutional Pillars' as Predictors of FDI. *Academy of International Business*, July 2005, Quebec City, Canada.
- Collins, J. D. and Uhlenbruck, K. Government Corruption: Which Institutional Pillars Matter? *Western Academy of Management*, panel entitled "Emerging and transition economies: Strategic choices amidst institutional challenges", March 30-April 2, 2005, Las Vegas, Nevada.
- Collins, J. D. and Uhlenbruck, K. How Firms Respond to Government Corruption:

Insights from India. *Academy of Management*, August 2004, New Orleans, LA.

- **Best Paper Award Finalist**

- Collins, J. D. and Uhlenbruck, K. Firm-Level Social Capital and the Gatsby Effect, *Academy of Management*, August 2004, New Orleans, Louisiana.
- Collins, J. D. and Reutzell, C. R. Does Entry Mode Impact Escalation of Commitment?, *Academy of Management*, August 2004, New Orleans, Louisiana.
- Collins, J. D. and Uhlenbruck, K. Firm Behavior in the Face of Government Corruption, *Academy of International Business*, July 2004, Stockholm, Sweden.
- Doh, J., Rodriguez, P., Uhlenbruck, K., Collins, J. and Eden, L. Coping with Corruption in Foreign Markets: Costs, Dimensions, Entry Modes, and Strategic Responses. *Carnegie Bosch Institute for Applied Studies in International Management Sixth International Conference*, at Carnegie Mellon University, October 2003.