

Jared Shaw Allen
Texas Tech University Rawls College of Business
Department of Management
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EDUCATION

Ph.D. in Management University of Central Florida Major: Entrepreneurship	Orlando, Florida Graduation: 2021
Certificate in Advanced Quantitative Methodologies University of Central Florida	Orlando, Florida 2018
B.A. Psychology Arizona State University Major: Psychology Minor: Philosophy	Tempe, Arizona Graduation: 2004

ENTREPRENEURSHIP BACKGROUND:

Owner/Manager
Tempe, AZ
ProFitness Training Studios 2005-2016

Owner/Manager Gilbert, AZ ProThings Apparel 2009-2015

RESEARCH INTERESTS:

Research areas of interest include entrepreneurial pivoting, personal characteristics in entrepreneurial responses to failure, the role of cognition/affect in strategic and entrepreneurial judgment, and the role of meta-analysis in entrepreneurial research.

PUBLICATIONS:

Allen, J., Combs, J., Carr, J., Michaelis, T., Joseph, D. (2024) More than one way to pivot: The case for opportunity and survival pivots. Journal of Management.

Stevenson, R.M., Allen, J., Wang., T. (2022) Failed but validated: The effect of market validation on persistence and performance after a crowdfunding failure. Journal of Business Venturing.

Allen, J., Stevenson, R.M., Wang., T (2021). Creative and resourceful: How human, social, and psychological resources affect creative workers' ability to rebound after failure. Small Business Economics.

Allen, J., Stevenson, R.M, O'Boyle, E., Seibert, S (2020). Contrasting the effects of general mental ability and emotional intelligence on firm performance: A meta-analysis. Strategic Entrepreneurship Journal.

Combs, J., Shanine, K , Burrows, S., Allen, J. Pounds, T. (2020). What do we know about business families? Setting the stage for programmatically leveraging family science theories to advance family business research. Family Business Review.

RESEARCH UNDER REVIEW:

Stevenson, R.M., Shepherd, D.A., & Allen, J. A review framework of entrepreneurs' persuasive communications to enroll stakeholders. *Journal of Business Venturing*. **1st round R&R**

Allen, J., Pollack, J., O'Boyle, E., Stevenson, R.M. The ebb and flow of passion: Unraveling the dynamics of entrepreneurial passion over time. *Entrepreneurship Theory & Practice*. **Proposal Accepted**.

Silva, B., Allen, J., Wang, T. Does learning from failure differ across organizational levels and contexts: A meta-analysis. *Entrepreneurship Theory & Practice*. **Proposal Accepted**.

Ran, B., Gardner, B., Allen, J., Blake, A. Moral Emotions of Leaders: A Systematic Review and Meta-analysis. *Leadership Quarterly*. **Proposal Accepted**.

Blake, A., Petrenko, O., Allen, J. The Entrepreneurial Dance: The Dynamic Interplay of Personality Traits and Strategic Demands Across the Venture Life Cycle. *Academy of Management Review*

Skandera, D., Allen, J., Wang, T. Fail often, fail late: Managerial attention as a facilitator of post-failure innovation performance. *Academy of Management Journal*. *Organizational Science*

Glosenberg, A., Allen, J., O'Boyle, E. A meta-analysis of the gendered nature of the relationship between entrepreneurial self-efficacy and success: Illuminating crucial methodological implications. *Journal of Personality and Social Psychology*.

Ahmed, S., Zahra, S., Allen, J. Pati, R. Intangible resource deployment: Learning from market performance feedback. *Strategic Entrepreneurship Journal*.

PRACTITIONER PUBLICATIONS:

Stevenson, R.M., & Allen, J., Wang, T. (2023) Failing forward: Unsuccessful crowdfunding campaigns can strengthen your venture. *Entrepreneur & Innovation Exchange*.

Stevenson, R.M., & Allen, J. (2023) What matters more for entrepreneurs: Book smarts or street smarts? *Entrepreneur & Innovation Exchange*.

PRESENTATIONS:

Glosenberg, A., Pollack, J., Allen, J., O'Boyle, E., Phillips, D., Schaefer, J., & Kirkman, B. (2024). Gender-equality paradoxes among entrepreneurs – interactive effects of gender equality and culture. Paper to be presented at the Diana International Research Conference in Stockholm, Sweden.

Allen, J., Combs, J., Carr, J., Michaelis, T., Joseph, D. (2024) More than one way to pivot: The case for opportunity and survival pivots. Babson College Entrepreneurship Research Conference, Munich, Germany.

Sganzerla, C., Allen, J. (2024) Dinosaurs in the (board) room: Tensions in corporate venture capital. Babson College Entrepreneurship Research Conference, Munich, Germany.

Sewaid, A., Zahra, S., Allen, J., Pati, R.. (2023) Intangible resource deployment: Learning from market performance feedback. *Academy of Management*, Boston, Massachusetts.

Sganzerla, C., Allen, J. (2023) Incumbents' Deadly Sin? Organizational Envy and the Response to Competitive Threats. *Academy of Management*, Boston, Massachusetts.

Allen, J. Skandera, D., Sganzerla, C., Wang, T., Waldron, T. (2023) Social media and post-failure innovation quality: Is managerial attention the missing link?. Babson College Entrepreneurship Research Conference, Knoxville, Tennessee

Allen, J., Skandera, D., Wang, T., Waldron, T. (2023) Social media and learning from failure: Is managerial

attention the missing link? USASBE, Tallahassee, Florida.

Sganzerla, C., Mitchell, R., Allen, J. (2022) Why entrepreneurial processes enable value creation in entrepreneurial ecosystems. Academy of Management, Seattle, Washington.

Allen, J. (2022) Entrepreneurial emotional regulation, well-being and success. Academy of Management, Seattle, Washington.

Allen, J., Pollack, J., O'Boyle, E., Stevenson, R.M. (2022) Eternal fire or persistent action: The relative importance of entrepreneurial passion and persistence in various stages of business venturing. Babson College Entrepreneurship Research Conference, Waco, Texas.

Allen, J., Combs, J., Carr, J., Michaelis, T., Joseph, D. (2022) Pivoting away from danger versus toward opportunity: The case for survival pivots. Babson College Entrepreneurship Research Conference, Waco, Texas.

Allen, J., Joseph, D.L., Carr, J.C., Michaelis, T.L. (2020) I think I feel like pivoting? The role of cognition and affect in pivoting decisions. Southern Management Association Annual Meeting. St. Pete, Florida.

Allen, J., Stevenson, R.M., Wang, T. (2020) The role of human, social, and psychological capital on creative entrepreneurs pivoting decisions and the speed of pivoting. Symposium on Arts, Entrepreneurship, and Innovation at Indiana SPEA, Bloomington Indiana. Conference attended virtually due to Coronavirus.

Allen, J., Stevenson, R.M., O'Boyle, E., & Seibert, S. (2020) Contrasting the effects of general mental ability and emotional intelligence on firm performance: A meta-analysis. Accepted for presentation at 2020 Babson College Entrepreneurship Research Conference, Knoxville, Tennessee. Conference canceled due to Coronavirus.

Allen, J. (2020) Dealing with the difficulties of entrepreneurship: A presentation for seed stage cohorts at the Starter Studio startup accelerator program. Attended virtually due to Coronavirus.

Allen, J. (2020) Dealing with the difficulties of entrepreneurship: A presentation for idea stage cohorts at the Starter Studio startup accelerator program. Attended virtually due to Coronavirus.

Allen, J., Stevenson, R.M., Wang, T. (2019) What does it take to pivot? Leveraging intangible resources for pivoting. Southern Management Association Annual Meeting. Norfolk, Virginia.

Allen, J. (2018) Entrepreneurial pivoting in response to failure. Presented at the University of Central Florida, Department of Management, Orlando, Florida.

Allen, J., Stevenson, R.M., Wang, T. (2017) Is project failure permanent? Entrepreneurial responses to crowdfunding failure. Babson College Entrepreneurship Conference. Norman, Oklahoma.

Lassu, R., Allen, J., Piccolo, R. (2017) Job Design for Improved Health: How Alternative Job Characteristics Influence Social Well-Being. Academy of Management, Atlanta, Georgia.

Allen, J. (2017) Growing through failure: The role of growth mindsets in entrepreneurial rebounding from failure. Presented at the University of Central Florida, Department of Management, Orlando, Florida.

PAPERS IN PROCESS:

Skandera, D., Wang, T., Allen, J., Waldron, T., Sganzerla, C. Social media exposure and innovation after project failure: The role of managerial attention diffusion. Target – Journal of Business Venturing.

Allen, J., Joseph, D.L., Carr, J.C., Michaelis, T.L. I think I feel like pivoting? The role of cognition and affect in pivoting decisions. Pilot study, study 1, and study 2 complete. Manuscript in progress. Target – Journal of

Applied Psychology.

Schaefer J., Allen J., Pollack J., & O'Boyle E. Promoting venture success or preventing disaster: A meta-analysis of regulatory focus in entrepreneurial contexts. Coding in progress. Target – Journal of Business Venturing.

Sganzerla C., & Allen J. Incumbents' Deadly Sin? Organizational Envy and the Response to Competitive Threats. Submitted to AOM 2023. Target – Journal of Management

Sganzerla, C., Mitchell, R., & Allen, J. (2022) Why entrepreneurial processes enable value creation in entrepreneurial ecosystems. Manuscript in progress. Target – Academy of Management Journal.

Nitttrouer C., Neubert E., & Allen J. Feeling special: Investigating the role of hiring special needs employees impacts venture success. Data collection in progress. Target – Academy of Management Journal.

Pounds, T., Allen J., & Combs, J. Feeling Entrepreneurial: A Meta-Analysis of Antecedents of Entrepreneurial Self-Efficacy. Coding in progress. Target – Journal of Business Venturing.

Neubert E., Allen J., Sganzerla C., & Pandey, P. Hype up ventures: The role of self-fulfilling prophecies and hustle in entrepreneurial hype. Conceptual stage. Target – Journal of Business Venturing.

MEDIA COVERING:

Inc. Magazine (2021)

Ladders (2021)

HR World (2021)

The Business Journal (2021) Lab Manager (2021)

Latestly (2021)

PsyPost (2020)

US Chamber of Commerce (2020) Eurek News (2020)

TEACHING EXPERIENCE:

Fall 2017 Instructor, Strategy Capstone Lab (MAN 4720), University of Central Florida

Spring 2017 Instructor, Strategy Capstone Lab (MAN 4720), University of Central Florida

Fall 2019 Instructor, New Venture Design (ENT 4013), University of Central Florida

Spring 2020 Instructor, New Venture Design (ENT 4013), University of Central Florida

Summer 2020 Instructor, Strategy Capstone Lab (MAN 4720), University of Central Florida

Spring 2020 Instructor, Social Entrepreneurship (MAN 4503), University of Central Florida

Spring 2022 Instructor, Strategic Management (MGT 4380), Texas Tech University

Spring 2023 Instructor, New Value Creation (MGT 3375), Texas Tech University

Spring 2023 Instructor, Entrepreneurship PhD Seminar (MGT 6381), Texas Tech University

AWARDS:

Best Paper Award: Neubert, E., Hayes, N., Allen., J, Sganzerla, C., Pandey, P. Understanding Entrepreneurial Buzz Elements Over Time: Toward a Theory of Buzz Momentum (2024). Academy of Management Annual Meeting. Chicago, Illinois.

Best Reviewer Award in the AOM Entrepreneurship Division (2023).

Best Reviewer Award in the AOM Entrepreneurship Division (2022).

Best Doctoral Student Paper in the Entrepreneurship and Family Business Track for paper: Allen, J., Stevenson, R.M., Wang, T (2019) What Does it Take to Pivot? Leveraging Intangible Resources for Pivoting. Southern Management Association. Norfolk, Virginia.

PROFESSIONAL AFFILIATIONS:

Academy of Management (AoM)

Entrepreneurship Division

Strategy Division

Southern Management Association (SMA)

PROFESSIONAL SERVICE & VOLUNTEERISM:

Journal of Business Venturing Editorial Board

Academy of Management Reviewer

Southern Management Association Reviewer

Small Business Economics Reviewer

Big XII Case Competition Judge – Rawls College (2023)

Rawls College of Business Assessment Day Volunteer (2021, 2022)

Guest Speaker Rawls College of Business Undergraduate Entrepreneurship Course (2022): Dealing with the difficulties of entrepreneurship

Guest Speaker Rawls College of Business MBA Course on Change and Innovation (2022): Individual and firm level resiliency.

Guest Speaker Rawls College of Business Leadership Ph.D Seminar (2022): Entrepreneurial leadership research.

STEM MBA Technology Commercialization Class Presentation Judge (2022) Guest Speaker CARMA (2022): Management Ph.D Orientation

Guest Speaker Carlson School of Management Entrepreneurship Ph.D Seminar (2021)

Guest Speaker CARMA (2021): My research journey. Guest Speaker CARMA (2021): Working with macro data.

Judge, 2018, 2019 Capstone Competition

COMMITTEE SERVICE:

Search Committee (Texas Tech)

Curriculum Review Committee (Texas Tech)

Entrepreneurship & Family Business Center Committee (Texas Tech)

Entrepreneurship & Family Business Center Director Search Committee (Texas Tech)

PhD Committee (Texas Tech)

Undergraduate Student Experience Committee (Texas Tech)

Research Committee (Texas Tech)

EMPLOYEMENT HISTORY:

Texas Tech University: Assistant Professor, 2021-Present