

# DEVKAMAL DUTTA

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## EDUCATION

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- 2023: Advanced Design Thinking Program, **Stanford Design School, Stanford University.**  
2023: Design Thinking Practitioner Certificate, **LUMA Institute.**  
2022: Inner MBA, **New York University.**  
2018: Mastering Design Thinking, Executive Management Program, **Massachusetts Institute of Technology.**  
2018: Human-Centered Design, Executive Management Program, **Stanford Design School, Stanford University.**  
2007: Ph.D. in Business Administration (*Major: Strategic Management, Minors: Entrepreneurship and International Business*), **Ivey Business School, Western University, Ontario Canada**  
Dissertation: *Multimarket Competitive Context, Differentiation, and Performance: The US Automotive Industry over Time.* The dissertation was a finalist for the **Alfred P. Sloan Foundation's Industries Studies Dissertation Award** and won the Runners-up Prize at the **Emerald Publishing-European Foundation for Management Development Outstanding Dissertation Award** in the Management and Governance category.  
1991: Post-Graduate in Management of Business Finance, **Indian Institute of Finance, Delhi, India.**  
1986: Bachelor of Engineering (*Honors with Practice School*) in Electrical & Electronics Engineering, **Birla Institute of Technology & Science (BITS), Pilani, India.**

## TEACHING QUALIFICATIONS

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- 2020: Certified Educator and Coach, **Sprintbase® Design Thinking Platform.**  
2019: Certified Coach and Administrator, **Basadur Creativity Profile.**  
2018: USASBE Teaching and Learning Scholar, **United States Association for Small Business and Entrepreneurship.**  
2017: Certified Trainer, Executive Coach, and Consultant: **Innovator Mindset®**  
2016: Certified Trainer and Practitioner, **Entrepreneurship Mindset Profile®**  
2016: Certificate in Technology Entrepreneurship, **United States Association for Small Business and Entrepreneurship (USASBE)**  
2016: Certificate in Online Teaching, *Specialization in Online Tools*, **The Online Consortium** (formerly, the Sloan Consortium)  
2015: Certified Lean Startup Educator, **Lean Launchpad®, Venture Well**  
2014: Master of Science for Teachers (*Major: College Teaching*), **University of New Hampshire**  
2014: Teaching with Cases Online, **Harvard Business School**  
2013: Faculty Instructional Technology Summer Institute, **University of New Hampshire**  
2012: Faculty Advanced Technology Institute, **University of New Hampshire**  
2007: The Experiential Classroom (for teaching Entrepreneurship), **Syracuse University**  
2007: Certificate in University Teaching and Learning, **Western University, Canada**

## EXPERIENCE

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- 2015-2017 Faculty Director, University Minor on Entrepreneurship  
2016-2019 Faculty Fellow, Peter T Paul Entrepreneurship Center

2013-present	Associate Professor ( <i>with tenure</i> ), Strategic Management and Entrepreneurship, University of New Hampshire, USA
2007-2013	Assistant Professor, Strategic Management and Entrepreneurship, University of New Hampshire, USA
2006-2007	Lecturer, Management & Organization Studies Department, University of Western Ontario, Canada
2001-2006	Research Assistant, Richard Ivey School of Business, University of Western Ontario, Canada
1988-2001	Consultant, Tata Consultancy Services, India
1986-1988	Marketing Analyst, HCL Perot Systems, India

## REFEREED PUBLICATIONS

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### Refereed Academic Books

1. Javadian, G., Gupta, V.K., **Dutta, D.K.** et al. (Eds.) 2018. *Foundational research in entrepreneurial studies: Insightful contributions and future pathways*. Springer (This is a book on seminal “classic” articles in entrepreneurship, with a foreword and an afterword by two topmost scholars in the field, Dean Shepherd and Per Davidsson, respectively).
2. Ozkazanc-Pan, B., **Dutta, D.K.** et al. (Eds.). 2022. *Modern classics in entrepreneurship studies: Building the future of the field*. Palgrave-Macmillan/Springer.

### Refereed Journal Articles

#### **Post-Tenure (2014 onwards): A total of 29 publications (1 A\*, 8 As)**

1. Khurana I. & **Dutta, D.K.** 2023. From place to space: The emergence and evolution of sustainable entrepreneurial ecosystems in smart cities. *Small Business Economics (ABDC A, IF 6.4, 5Y IF 7.4)*, Special Issue on Smart City Based Ecosystems.
2. Lee, M., Dutta, D.K. and Park, K. 2023. Technology-intensive ventures, R&D capability, and innovation success: Impact of firm lifecycle stage and CEO involvement. *Technology Analysis & Strategic Management (ABDC B, IF 3.75, 5Y IF 3.57)*, 35 (2), 208-220.
3. Sayeed, A., Tatoglu, E., Ali, S. and **Dutta, D.K.** 2023. Entrepreneurial orientation, CEO power, and firm performance: An upper echelons perspective. *Management Decision (ABDC B, IF 4.6, 5Y IF 5.9)*.
4. **Dutta, D.K.** & Hora, M. 2022. High-tech ventures and industry incumbents: Knowledge partnerships, technological knowhow, and acquisition likelihood. *IEEE Transactions in Engineering Management (ABDC A, IF 5.8)*.
5. Khurana I., **Dutta, D.K.** and Ghura, A.S. 2022. SMEs and digital transformation during a crisis: The emergence of resilience as a second-order dynamic capability in an entrepreneurial ecosystem. *Journal of Business Research (ABDC A, IF 11.3)*, 150, 623-641.
6. Khurana, I., **Dutta, D.K.** and Schenkel, M.T. 2022. Crisis and arbitrage opportunities: The role of causation, effectuation, and entrepreneurial learning. *International Small Business Journal (ABDC A, IF 7.1, 5Y IF 7.6)*, 40 (2), 236-272.

7. Khurana, I. and **Dutta, D.K.** 2021. From latent to emergent entrepreneurship in innovation ecosystems: The role of entrepreneurial learning. *Technological Forecasting & Social Change (ABDC A, IF 12.00)*, 167.
8. Khurana, I., Ghura, A.S. and **Dutta, D.K.** 2021. The influence of religion on the humane orientation of entrepreneurs. *Journal of Small Business Management (ABDC A, IF 6.88, 5Y IF 7.41)*, 59 (3), 417-442.
9. Khurana, I., Ghura, A.S. and **Dutta, D.K.** 2021. Religion and humane entrepreneurship: Insights for research, policy, and practice. *Journal of the International Council of Small Business*, 2 (3), 250-259.
10. **Dutta, D.K.** and Rousseau, M.B. 2020. Alliance experience, industry conditions, and external technology commercialization. *International Journal of Innovation Management*, 24 (1), 1-24.
11. Jafari-Sadeghi, V., **Dutta, D.K.**, Ferraris, A. and Del Giudice, M. 2020. Internationalization business processes from under-supported policy contexts: Evidence from Italian SMEs. *Business Process Management Journal (ABDC B, IF 4.1, 5Y IF 4.3)*, Special Issue on Emerging challenges for Business Process Management: The role of external resources and collaborations. DOI (10.1108/BPMJ-03-2019-0141).
12. Liu, F. **Dutta, D.K.** & Park, K.T. 2020. From external knowledge to competitive advantage: Absorptive capacity, firm performance, and the mediating roles of innovative capability and labor productivity. Published in *Technology Analysis & Strategic Management (ABDC B, IF 3.75, 5Y IF 3.57)*. DOI 10.1080/09537325.2020.1787373.
13. Sukumar, A., Jafari-Sadeghi, V., Garcia-Perez, A. & **Dutta, D.K.** 2020. The potential links between corporate innovations and corporate competitiveness: Evidence from IT firms in the UK. *Journal of Knowledge Management (ABDC A, IF 8.69, 5Y IF 9.96)*.
14. McPhee, C. Giones, F. and **Dutta, D.K.** 2019. Editorial: Technology commercialization and entrepreneurship. *Technology Innovation Management Review*, Special Issue on Technology Commercialization & entrepreneurship, 9 (1), 3-8.
15. **Dutta, D.K.** 2018. In competition with oneself: A qualitative inquiry into Amazon's entrepreneurial culture. *Technology Innovation Management Review*, 8 (6), 5-14.
16. Li, J. and **Dutta, D.K.** 2018. Founding team experience, industry context, and new venture creation. *New England Journal of Entrepreneurship*, 21 (1), 2-21.
17. Yavuz, I., **Dutta, D.K.** and Soytaş, M. 2018. Optimistic entrepreneurs and new product introduction in high technology industries. *Academy of Management Best Paper Proceedings*.
18. Gupta, V.K., Atav, G. and **Dutta, D.K.** 2017. Market orientation research: A qualitative synthesis and future research agenda. *Review of Managerial Science (IF 5.5, 5Y IF 5.8)*, <https://link.springer.com/article/10.1007/s11846-017-0262-z>
19. **Dutta, D.K.**, Gupta, V.K. and Chen, X. 2017. A tale of three strategic orientations: A moderated-mediation framework of the impact of entrepreneurial orientation, market orientation, and learning orientation on firm performance. *Journal of Enterprising Culture*, 24 (3), 313-348.
20. **Dutta, D.K.** and Hora, M. 2017. From invention success to commercialization success: Technology ventures and the benefits of upstream and downstream supply-chain alliances. *Journal of Small Business Management (ABDC A, IF 6.88, 5Y IF 7.41)* and *Technovation (ABDC A, IF 12.50)*, Joint Special Issue on Technology and Entrepreneurship: Emerging practices, policies, and promises, 55 (2), 216-235.
21. Aktekin, T., **Dutta, D.K.** and Sohl, J.E. 2017. Entrepreneurial firm and financial attractiveness for securing debt capital: A Bayesian analysis. *Venture Capital (ABDC B, IF 3.53)*, <http://www.tandfonline.com/doi/full/10.1>
22. Gupta, V.K. and **Dutta, D.K.** 2016. Inquiring into entrepreneurial orientation: Making progress, one step at a time. *New England Journal of Entrepreneurship*, 19 (2), 6-11.

23. Gupta, V.K., **Dutta, D.K.** *et al.* 2016. Classics in entrepreneurship research: Enduring insights, future promises. *New England Journal of Entrepreneurship*, 19 (1), 9-24.
24. **Dutta, D.K.** 2015. Hypercompetitive environments, co-opetition strategy, and the role of complementary assets in building competitive advantage: Insights from the RBV. *Strategic Management Review*, 9 (1): 1-11.
25. **Dutta, D.K.**, Gwebu, K. and Wang, J. 2015. Personal innovativeness in technology, related knowledge and experience, and entrepreneurial intentions in emerging technology industries: A process of causation or effectuation? *International Entrepreneurship and Management Journal*, 11 (3): 529-555.
26. **Dutta, D.K.**, Malhotra, S. and Zhu, P. 2015. Internationalization process, impact of slack resources, and role of the CEO: The duality of structure and agency in evolution of cross-border acquisition decisions. *Journal of World Business (ABDC A\*, IF 8.9, 5Y IF 10.1)*, 51 (2), 212-225.
27. **Dutta, D.K.** and Thornhill, S. 2014a. Venture cognitive logics, entrepreneurial cognitive style, and growth intentions: A conceptual model and an exploratory field study. *Entrepreneurship Research Journal (ABDC B, IF 1.9, 5Y IF 2.4)*, 4 (2), 147-166.
28. **Dutta, D.K.** and Thornhill, S. 2014b. How do entrepreneurial growth intentions evolve? A sensemaking-sensegiving perspective. *Journal of Small Business Strategy*, 24 (1): 61-75.
29. Gupta, V.K., **Dutta, D.K.** and Chen, X. 2014. Entrepreneurial orientation capability and firm performance under conditions of organizational learning. *Journal of Managerial Issues*, 26 (2): 157-173.

**Pre-Tenure (2007 to 2013): A total of 13 publications (3 A\*s/FT 50s, 2 As)**

30. **Dutta, D.K.** 2013. Benefiting from your buddy: A conceptual exploration of the links between social capital and firm innovative capability under environmental turbulence. *American Journal of Business (ABDC A)*, 28 (2): 192-209.
31. **Dutta, D.K.** 2013. Path-dependence, VRIN resource endowments, and managers: Towards an integration of resource-based theory and upper echelons theory. *Journal of Business Theory and Practice*, 1 (1): 109-118.
32. **Dutta, D.K.** and Beamish, P.W. 2013. Expatriate managers, product relatedness, and IJV performance: A resource and knowledge-based perspective. *Journal of International Management (ABDC A, IF 6.1)*, 19 (2): 152-162.
33. **Dutta, D.K.** and Thornhill, S. 2013. The changing nature of intentions and performance in rapidly growing entrepreneurial firms: Evidence from an inductive study. *Journal of Business and Entrepreneurship*, 24 (2): 1-19.
34. Hora, M. and **Dutta, D.K.** 2013. Entrepreneurial firms and downstream alliance partnerships: Impact of portfolio depth and scope on technology innovation and commercialization success. *Production and Operations Management Society Journal (ABDC A\*, FT 50, IF 4.63)*, Special Issue on *Entrepreneurship, Growth-Driven Firms, and Technology Innovation & Commercialization*, 22 (6): 1389-1400.
35. **Dutta, D.K.** 2012. Turbulent environments, firms, and the competition-cooperation paradox: Insights from Hegel's Dialectic. *International Journal of Management Concepts and Philosophy*, 6 (4): 280-297).
36. **Dutta, D.K.** 2012. Inter-organizational relationships and firm performance: Impact of complementary knowledge and relative absorptive capacity. *Journal of Management Policy and Practice*, 13 (2): 46-55.
37. **Dutta, D.K.** 2011. 'Giants' partnering with 'Innovators': The strategic nature of outsourcing relationships in entrepreneurial configurations. *International Journal of Business Insights & Transformation*, 4 (2): 26-29.
38. **Dutta, D.K.**, Gwebu, K. and Wang, J. 2011. Strategy and vendor selection in IT outsourcing initiatives: Is there a method in the madness? *Journal of Global Information Technology Management*, Special Issue on IS Outsourcing, 14 (2): 6-25. Reprinted and forthcoming in Palvia, S. (Ed.): *Global sourcing of services: strategies, issues, and challenges*.

39. **Dutta D.K.**, Li, J. and Merenda, M. 2011. *Fostering Entrepreneurship: Impact of Specialization and Diversity in Education*. *International Entrepreneurship and Management Journal*, 7 (2): 163-179.
40. **Dutta, D.K.** and Beamish, P. 2009. *Discretion and internationalization: Impact of environmental determinants of managerial discretion and host country experience on entry mode choice*. *International Journal of Trade and Global Markets, Special Issue on Advances in Market Entry Mode Theory Development*, 2 (3/4): 267-285.
41. **Dutta, D.K.** and Thornhill, S. 2008. Evolution of entrepreneurial growth intentions: Toward a cognition-based model. *Journal of Business Venturing (ABDC A\*, FT 50, IF 8.70)*, 23 (3): 307-332.
42. **Dutta, D.K.** and Crossan, M. 2005. The nature of entrepreneurial opportunities: Understanding the process using the 4I organizational learning framework. *Entrepreneurship Theory and Practice (ABDC A\*, FT 50, IF 10.50, 5YIF 14.4)*, 29 (4): 425-449.

## **REFEREED CONFERENCE PROCEEDINGS/PRESENTATIONS (SELECTED)**

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### 2023

#### **Presenter:**

1. Dutta, D.K. & Khurana. Entrepreneurial ecosystem evolution through entrepreneurial learning: Insights from the 4I learning framework. European Academy of Management (EURAM) International Conference, Dublin, June 14-16 (accepted).
2. Dutta, D.K. Discussant for Research Panel Session on Racial Equity in Technological Entrepreneurship, New York University, Stern School of Business and the Kauffman Foundation for Entrepreneurship Research, June 22-24, 2023.
3. Dutta, D.K. Faculty Scholar and Participant, Carnegie School of Organizational Learning (CSOL) Summer Academy, June 26-July 17, 2023.
4. Khurana, I. & Dutta, D.K. Place to space: The emergence and evolution of sustainable entrepreneurial ecosystems in smart cities. Academy of Management Meetings, Boston, August 4-8, 2023.
5. Dutta, D.K. & Khurana, I. Navigating contested terrain: How an innovation ecosystem emerges based on multiple institutional logics. Strategic Management Society Annual Conference, Toronto, September 30-October 3, 2023.

#### **Session Chair/Track-Chair/Panelist:**

1. Dutta, D.K. Track Co-Chair, Entrepreneurship & Innovation Track and Doctoral Consortium Co-Chair, Eastern Academy of Management Philadelphia, May 15-19, 2023.
2. Joint organizer with a group of distinguished scholars: The next steps in growing entrepreneurial communities: The 4Ps of entrepreneurial ecosystems: Publishing, policy, Performance/Metrics, and People. Academy of Management Meetings, Boston, August 4-8, 2023.
3. Session Chair: Entrepreneurial Ecosystems and Strategy Track, Strategic Management Society Annual Conference, Toronto, September 30-October 3, 2023.

### 2022

4. Khurana, I. & Dutta, D.K. Institutional logics and learning in ecosystems: A study of the US drone industry. Presented at Academy of Management Meetings, Seattle.
5. Dutta, D.K. & Khurana, I. Entrepreneurial ecosystems research: What do we know and where can we go from here? Presented at Academy of Management Meetings, Seattle

### 2020

1. Dutta, D.K. and Stauffer, D. From innovator mindset to design thinking: Prospects and challenges. USASBE International Conference, New Orleans (January) (presented).
2. Sevak, K.Y. and Dutta, D.K. Growth by acquisitions: Why do successful digital corporations tend to grow through acquisitions? Global Research Conference on Marketing & Entrepreneurship, Whistler, BC Canada (August, presented virtually).

### 2019

1. Dutta, D.K. The role of alliance partnerships in technology commercialization. Association for Global Business Advancement (AGBA) International Conference, New Delhi (July).  
This paper also led me to receive the 2019 AGBA Distinguished Global Scholar Award.

### **AWARDS AND NOMINATIONS (SELECTED)**

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- 2019: Association for Global Business Advancement (AGBA) Distinguished Global Scholar Award.
- 2012: Paper (jointly with V. Gupta and X. Chen) won the best paper award at the Eastern Academy of Management Conference, Philadelphia
- 2011: *Best Research Paper Award* for the paper titled “Globalizing Indian business schools: Need for adopting constructivism in teaching and learning” at the All India Management Association’s National Research Conference on Globalizing India: Role of Indian Business Schools, New Delhi, January 2011.
- 2009: Runner’s up Prize for Emerald Publishing-European Foundation for Management Development’s *Outstanding Doctoral Research Award in the Management and Governance category*.

### **GRANTS AND SCHOLARSHIPS (SELECTED)**

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- 2020, 2019: Paul College Summer Research Grant
- 2014, 2017, 2018: University of New Hampshire Provost’s Office Sponsored Faculty Development Grant.
- 2014: University of New Hampshire Center for International Education Faculty Research and Teaching Grant.

### **TEACHING (SELECTED)**

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#### University of New Hampshire, USA (2007-Present)

- Exec-Ed Teaching: Design Thinking and Innovator Mindset, 2019 onwards.
- Graduate: ADMN 982 Creating Winning Strategies (2010-present), ADMN 882 Managing Growth & Innovation (2014-present), ADMN 832 Explorations in Entrepreneurial Management (2015-17)
- Undergraduate: ADMN 775 Strategic Management (2007-present), MGT 732 (2009-2016), MGT 701 Business, Government and Society (2012-2017), PAUL 440 Design Thinking for Social Justice, Change & Innovation (2019-present).

#### IIM Kozhikode, Kerala, India

- Doctoral Workshops, Lean Startup & Design Thinking Workshops at the Entrepreneurship Center/Incubator (July, 2019).

ICFAI Business School, Hyderabad, Telengana, India

- Design Thinking and Creative Problem-Solving Workshops (August, 2019).

IIM Shillong, India

- Informal Mentoring and interaction with Fellow (doctoral) students (July, 2019).

North-Eastern Hill University, Shillong, India

- Faculty Development Program on Research, Innovation, and Entrepreneurship (Summer School, 2019)

XLRI Jamsbedpur, Jharkhand, India

- Graduate: Elective course on Entrepreneurship and New Ventures, Evening MBA Program (Summer, 2014).

IILM, Gurgaon, NCR India

- Graduate: MBA Core course on Strategic Management, MBA Program (January, 2010)

**SERVICE (SELECTED)**

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Professional

- USASBE, Associate Director, Teaching & Learning Scholars Program, 2019-present. USASBE Board Initiated Committee, Marketing the Mission, 2017.
- Committee Member, European Conference on Research Methods, 2010-present.
- Track Co-chair, Eastern Academy of Management Conference (2022 onwards).
- Associate Editor, New England Journal of Entrepreneurship, Editorial Board Member, Journal of Small Business and Entrepreneurship, IEEE Transactions in Engineering Management.

University of New Hampshire

- Co-director, UNH Writing Academy (2021 onwards)
- Chair, Paul College Graduate Curriculum & Assessment Committee (2022 onwards)
- Member, Paul College DEI Committee (2022 onwards)
- Chair, Paul College DEI Strategy & Mission Subcommittee
- University Discovery Program (Gen-Ed) Review Committee (2019-20)
- Academic Coach, UNH Writing Academy (2019 onwards)
- Faculty Alumni Ambassador (2017-present).
- Faculty Open Educational Resources (OER) Ambassador (2016-present).
- Faculty Fellow, University Entrepreneurship Center (2016-19).
- Faculty Director, University Minor in Entrepreneurship (2015-17).
- Faculty Fellow, Murkland Interdisciplinary Scholarship Team on University-identified Grand Challenges (2018-20).

- Faculty Member, Committee on Writing Across the Curriculum (WAC) (2016-present).
- Review Committee for Transforming the university-wide Center for Excellence and Innovation in Teaching & Learning (2014-15).
- Member, Associate Dean Search Committee (2017).
- Member, Dean Search Committee (2013-14) (two terms).
- Promotion & Tenure Committee (College: 2016-17, Department (2017-2019)).
- Member, MBA Program Refresh and Chair, Developing the MBA Managing Growth & Innovation Specialization (2016-17).