

# Jeffrey A. Robinson

## **Title and Address:**

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## **Education**

### **Highest Earned Degree**

Ph.D., Management, Columbia University, Graduate School of Business, New York, NY, 2005.

### **Dissertation**

*An Economic Sociology of Entry Barriers: Business Entry and the Inner City Market. Committee: Paul Ingram (Chair), Eric Abrahamson, Ray Reagans, Sudhir Venkatesh, J. Philip Thompson*

### **Other Earned Degrees**

*M.Phil. Management, Columbia University, Graduate School of Business, New York, NY, 2002.*

*M.S. Civil Engineering Management, Georgia Institute of Technology, Atlanta, GA, 1995.*

*B.S. Civil Engineering, Rutgers University, College of Engineering, Piscataway, NJ, 1995.*

*B.A. Urban Studies (Planning), Rutgers University, Rutgers College, New Brunswick, NJ, 1995.*

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## **Honors and Awards**

### **Fellowships**

*National Black MBA Association, Dr. H. Naylor Fitzhugh Ph.D. Fellowship Award 2002.*

*Teaching Fellowship, Sellinger School of Business and Management, Loyola College, 2001-2002.*

### **Professional Awards and Honors**

*2014 **The Presidential Fellowship for Teaching Excellence, Rutgers University** - From the inscription, "In Recognition of his extraordinary dedication to developing courses that engage and educate students in the classroom, and his ability to inspire them to cultivate highly useful skills through experiential learning and field work."*

*2011 **Junior Faculty Teaching Award Winner** - Rutgers Business School*

*Winner of the teaching award for junior faculty based upon student evaluations and faculty assessment.*

*2011 **USASBE-Innovative Entrepreneurship Education Course Award 2011.** The Innovative Entrepreneurship Education Course Award is given to "an individual or individuals who have created and continue to teach high quality, innovative entrepreneurship courses that positively influence the students who take them." I received this award for my MBA course "Urban Entrepreneurship & Economic Development".*

*2010 Finalist, **Junior Faculty Teaching Award** - Rutgers Business School*

**2011 USASBE-Journal of Developmental Entrepreneurship John Jack Award Winner, 2011.** The John Jack Award is presented to “the overall best paper presented at the USASBE Annual Conference dealing with entrepreneurship by women or minorities or under conditions of adversity.” The award was given for the paper “GIVING ‘VOICE’ TO GENDER: CONSTRUCTING ENTREPRENEURIAL EXPERIENCES”.

**2007 Faculty Pioneer Rising Star Award, The Aspen Institute, Business and Society Program, 2007.** This award recognizes “extraordinary contributions” at the intersection of business and society. It is given to a scholar who demonstrates “promise early in an academic career across a variety of activities that may include research, teaching, and impact on academic institutions and management practices.”

**2004 Ewing Marion Kauffman Foundation, Minority and Women Entrepreneurship Research Boot Camp Fellow – July 2004.**

**2001 Ph.D. Fellow of Columbia Business School 1998-2001.**

**2010 Recognize Newark Award for Community Partnerships from the Brick City Development Corporation**

**2010 NJBIZ Forty Under 40 Award**

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## **Employment History**

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### **Positions Held**

**2014-ongoing Associate Professor, Rutgers Business School, Rutgers, The State University of New Jersey**

**2008-2014 Assistant Professor, Rutgers Business School, Rutgers, The State University of New Jersey**

**2011-ongoing Visiting Fellow, Melbourne Business School, University of Melbourne, Australia**

**2010-2010 Visiting Professor, Shanghai University MBA Center, Shanghai, China**

**09/2003-08/2008 Assistant Professor, Stern School of Business, New York University**

**2001-2003 Teaching Fellow and Adjunct Professor, Sellinger School of Business, Loyola College of Maryland**

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## **Publications**

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### **Books**

#### Published

**2010: Pinkett, R. D. and Robinson, J. A. 2010 *Black Faces in White Places:10 Game-Changing Strategies to Achieve Success and Find Greatness*. New York: AMACOM Books.**

### **Articles in Refereed Journals**

#### Accepted/Forthcoming

**2017: Joshi, Amol, Inoyue, Todd, & Robinson, Jeffrey A. (2016). How Does Agency Diversity Influence Federal R&D Funding Of Minority and Women Technology Entrepreneurs? An Analysis of The SBIR And STTR Programs, 2001-2012. Accepted at *Small Business Economics*.**

#### Published

**2015: Mueller, S., D’Intino, R. S., Walske, J., Ehrenhard, M. L., Newbert, S. L., Robinson, J. A., & Senjem, J. C. (2014). "What's Holding Back Social Entrepreneurship? Removing the Impediments to Theoretical Advancement." *Journal of social entrepreneurship*, (2015): 245-256.**

**2014: Germak, A. and Robinson, J.A. 2014. “Exploring Motivation of Nascent Social Entrepreneurs to Engage in Social Innovation” Forthcoming, *Journal of Social Entrepreneurship*, 5(1): 5-21**

2012: Hayes, R. N. and Robinson, J.A. 2012. "An Economic Sociology of African Entrepreneurial Activity". **International Journal of Entrepreneurship**, 16 (S1), S51

2012: Robinson, J.A. and Hayes, R. N. 2012. "Opportunity Recognition in Inner City Markets: An Exploratory Study" *Journal of Developmental Entrepreneurship*, 17 (2):1250011

2011: Jiao, H. and Robinson, J.A. 2011. "Building international entrepreneurship through entrepreneurship capital perspective" **African Journal of Business and Management**, 5 (21): 8458-8469.

2011: Hayes, R. N. and Robinson, J. A. 2011, "Institutional Logics and Entrepreneurial Action in the Black Church: A research note" **Journal of Developmental Entrepreneurship**.16: 4, 499-515

2009: Fairchild, G. B. and Robinson, J.A. 2009. "Unlearned Lessons from Letter From a Birmingham Jail: The Work Begun, The Progress Made, and The Task Ahead." **Business and Society**, 47:4.

2008: Robinson, J.A., 2008. "Urban Entrepreneurship: Patterns and Policy" **Western New England Law Review**, January 2008.

2007: Robinson, J.A., Robinson, S., and Blockson, L., 2007. "Exploring Stratification and Entrepreneurship: African American Women Entrepreneurs Redefine Success in Growth Ventures" **Annals of the American Academy of Political and Social Science**, 613: 1, 131-154.

2006: Ingram, P., Robinson, J., and Busch, M. 2006. "The Intergovernmental Network of World Trade: IGO Connectedness, Governance and Embeddedness in World Trade" **American Journal of Sociology**, 111 November, 824.

#### Under Review

2016: Hayes, R. N. and Robinson, J.A. 2016. Moving from exploitation to empowerment: Collaborative social entrepreneurship models in African responsible tourism. Under Review.

2016: Evans, M.N. Robinson, J. A. and Williamson, I.O. The Link between HRM Practices and Social Purpose Outcomes in Indigenous Enterprises. Submitted to the **International Journal of Human Resources Management**

### **Edited Books, Anthologies, Collections, Bibliographies**

#### Published

2006: Mair, J., Robinson, J., Hockerts, K. co-editors. 2006, **Social Entrepreneurship**. London: Palgrave.

2009: Robinson, J., Mair, J., Hockerts, K. co-editors. 2009, **International Perspectives on Social Entrepreneurship**. London: Palgrave.

2010: Hockerts, K., Mair, J., Robinson, J., co-editors. 2010, **Values and Opportunities in Social Entrepreneurship**. London: Palgrave.

### **Chapters in Books or Monographs**

#### Published

2016: Robinson, J. A. and B. A. Gilbert (2016). A global perspective on South African Social Entrepreneurship. **The Disruptors: Social Entrepreneurs Reinventing Business and Society**. K. Krige and G. Silbert. Johannesburg, South Africa, Bookstorm: 176-184.

2014: Robinson, J. 2014. "Developing business courses that make an impact: Rutgers Business School's Urban Entrepreneurship and Economic Development" in Morris, M.H. (ed.) *Annals of Entrepreneurship Education and Pedagogy - 2014*. Edward Elgar. Cheltenham, UK.

2009: Simms, S.V. and Robinson, J.A. 2009 "Activist or Entrepreneur: An Identity-based Theory of Social Entrepreneurship" in Robinson, J., Mair, J., Hockerts, K. co-editors., **International Perspectives on Social Entrepreneurship**. London: Palgrave.

2008: Williamson, I. O. and Robinson, J.A. 2008. "The effect of small firms' recruitment practice portfolio composition on recruitment success." **International Handbook of HRM and Entrepreneurship**.

2006: Robinson, J.A. 2006. "Navigating Social and Institutional Barriers to Markets: How Social Entrepreneurs Identify and Evaluate Opportunities" in Mair, J., Robinson, J., Hockerts, K. eds., **Social Entrepreneurship**. London: Palgrave.

### Articles in Non-refereed or General Journals

#### Published

2012: Mammone, R., Robinson, J., Crews, M., Friedman, M., & Khan, A. J. (2012). Can Developed Nations Make A Fortune By Licensing New Technologies To The World's Poor?. *Nouvelles-Journal of the Licensing Executives Society*,47(2), 115.

### Works in Progress

2016 Robinson, J.A., Germak, A.J., Huang, C., Williamson, I.O. "Nascent social entrepreneurs and the antecedents of social entrepreneurial action: a two nation study" *Target Journal - Journal of Business Venturing or Entrepreneurship Theory and Practice*

2016 Prado, A., Robinson, J.A., and Shapira, Z. "Creating social and economic value in the Social Ventures: A social entrepreneurship approach" *Target Journal - Journal of Business Ethics or Entrepreneurship Theory and Practice*

2015 Robinson, J.A. "Social and Institutional Barriers to Inner City Markets" Status: revising.

2015 Robinson, J. A. and Fairchild, G. B.. "The Use of Social Brokerage Strategies in Urban Hiring:"

2015 Robinson, S. R., Blockson, L. & Robinson, J. A. "Using Rich Group Dialogue Methods in Entrepreneurship Research" Revise and Resubmit at **Journal of Developmental Entrepreneurship**.

2015 Robinson, J.A., Robinson, S., and Blockson, L., "Stratification and Entrepreneurship." Revise and Resubmit – **Journal of Management Inquiry**

### Published Conference Proceedings

#### Published

2004: Fairchild, G. B. and Robinson, J.A. (2004) "It's what you know and who they know: Structural holes and strong ties in urban labor markets" **Proceedings of the 2004 Academy of Management Conference**, New York: Academy of Management.

### Public Reports

#### Published

2015: Robinson, Jeffrey A. "A National Urban Innovation Report". Surdna Foundation and NJ Public Policy Research Institute. at [http://www.business.rutgers.edu/sites/default/files/user\\_files/cueed/national-urban-innovation-report-summary.pdf](http://www.business.rutgers.edu/sites/default/files/user_files/cueed/national-urban-innovation-report-summary.pdf)

2014: Robinson, J.A. and Dougherty, D. "BRIDGING THE GAP BETWEEN POLICY, PRACTICE, AND ACADEMIA: Unleashing Social Innovation and Entrepreneurship for Societal Benefit" Report from the National Science Foundation workshop of August 2013. at [Research.gov](http://Research.gov)

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## **Teaching Activities**

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### **Courses Taught**

*Foundations of Entrepreneurship - Fall 2012 to present*

*Doing Business in South Africa, Winter 2016*

*Doing Business in Russia, Spring 2015*

*Social Entrepreneurship, Social Business, and Venture Philanthropy - Rutgers Business School MBA Program, Spring 2010, 2011, 2012, 2013*

*Social Impact: Innovation and Entrepreneurship, Melbourne Business School, Term 2, 2011, 2012*

*Urban Entrepreneurship & Economic Development - 22:620:672, 673 - Fall 2008-Spring 2013*

*Social Entrepreneurship, Shanghai University, MBA Center, Global Local MBA Program, Summer 2010*

*Strategic Management - MBA Program, Rutgers Business School – Fall 2008*

*Patterns of Entrepreneurship, Undergraduate College, NYU Stern School of Business, Fall 05, 06*

*Foundations of Entrepreneurship - Social Entrepreneurship - NYU Stern School of Business, Fall 2005-Spring 2008*

*Foundations of Entrepreneurship - MBA and Langonne MBA Program, NYU Stern School of Business, Fall 2003-Spring 2008*

*Executive MBA Strategy Integration and Implementation Sellinger School of Business, Loyola College, Baltimore, Maryland (2002)*

*Entrepreneurship, Sellinger School of Business, Loyola College, Baltimore, Maryland (Fall 2001)*

*Small Business Management and Entrepreneurship Sellinger School of Business, Loyola College, Baltimore, Maryland (Spring 2002)*

### **Curricular Development - Courses and Programs Developed**

**09/2009-05/2010 Public Scholarship and Service Learning Course Development Grant Recipient -** With grant support from the Office of the Executive Vice President for Academic Affairs, CESEP offered faculty the opportunity to develop new courses or redesign existing ones that would infuse our curriculum with opportunities for students to apply their academic learning to solving community-based needs. I used the grant for the Urban Entrepreneurship & Economic Development course (22:620:672). The purpose of the grants was three-fold: 1) To support and encourage public scholars to develop courses that lend themselves to community-based learning opportunities; 2) To connect and coordinate these efforts under the Civic Engagement and Service Education Partnerships Program's umbrella; and 3) To offer students a wider array of courses to deepen their commitment to being civically engaged during their academic careers here at Rutgers and beyond. My course was enhanced because of this grant.

**09/2008-ongoing Urban Entrepreneurship and Economic Development (MBA Program 22:620:672,673)** – Since Fall 2008. Developed graduate-level course called Urban Entrepreneurship and Economic Development. The academic content of the class focuses on the interaction between entrepreneurs, their business, the policy and regulatory framework around urban economic development. MBA students consult with local entrepreneurs and interact with policy makers. The courses leverages partnerships between RBS, the City of Newark and the Profeta Urban Investment Foundation and have raised the profile of entrepreneurship at RBS and within the Newark business community. This course was recognized by the US Association for Small Business and Entrepreneurship as a national model for Innovative Entrepreneurship Education in January 2011.

**01/2010-ongoing Social Entrepreneurship, Social Business and Venture Philanthropy (MBA Program 22:620:674)** – Spring 2010, 2011. Developed new graduate level course on social entrepreneurship taught

during the spring semester of 2010 and 2011. This course is designed to teach students about all aspects of the traditional business planning process, with particular attention paid to the challenges of social venture creation. The class has four components: social impact, social innovation, financial sustainability and measurement. Topics include opportunity assessment, business models in the social sector, acquiring the necessary resources to grow a new venture, and the tradeoffs between social and financial returns on investment.

### **Teaching Other**

2013 "Foundations of Entrepreneurship" - Rutgers EMBA Program in Singapore

2013 "Social Impact: Entrepreneurs and Innovation" Melbourne Business School, Melbourne, Victoria, Australia (Winter 2011, 2012, 2013)

2010 "Social Entrepreneurship" Shanghai University MBA Center, Shanghai, China (Summer 2010)

2007 "The Jazz of Leadership", Executive Education Course, Lagos Business School, Lagos, Nigeria (November 2007, November 2008)

### **Special Courses Taught**

Byrne First Year Seminar - "Black Faces in White Places: An Exploration of Race, Success, and Greatness in a Competitive Society" - Spring 2012

Byrne First Year Seminar - "Leadership, Power and Influence: The Organizational Dynamics of the Bush White House" - Fall 2009

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### **Students Supervised**

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#### **Master's or Doctoral Students by Type of Supervision**

Andrew Germak, Rutgers School of Social Work and Rutgers Business School - 2011 to present

Patrice Perry-Rivers, Rutgers Business School

Andrea Prado, NYU Stern School of Business (on Faculty at INCAE, Cost Rica)

Susan Perkins, NYU Stern School of Business (now at Northwestern U.)

Maritza Salazar, NYU Stern School of Business - Doctoral Advisor and Mentor (now in post-doc)

Vincent Ogutu, Rutgers Business School - Doctoral and Fulbright Scholar Advisor

Eric Kushins, Rutgers Business School and Graduate School of Arts & Sciences (Sociology) - Advisor

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### **Conference Presentations, Lectures, Demonstrations**

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#### **Keynote or Plenary Addresses**

2017 "Three Challenges to the Future (and Present) of Social Enterprise", UK Social Enterprise Educators Conference, University of Greenwich, London, **Keynote Speaker**, January, 2017

2016 "Urban Entrepreneurship & Economic Development", **Keynote Presenter**, Urban Entrepreneurship Symposium, University of Michigan-Flint, October 2016

2015 "From Small Business to Business Enterprise", SWAMFEST State of Virginia MBE Conference, **Keynote Speaker**, October 2015

2012 "Urban Entrepreneurship & Economic Development", **Keynote Speaker**, New Jersey Urban Mayors Association, April 2012

2011 "Social Enterprise Forum" - Keynote Speaker - Hosted by Melbourne Business School and Social Traders. 23 June 2011

2010 "Societal Leadership Forum: Social Entrepreneurship & Social Enterprises" - **Keynote Speaker**, Global Local MBA Program, Shanghai University, Shanghai, China - July 2010

2010 "Public Entrepreneurship" , **Keynote Speaker**, Innovations in Government Conference, American Society of Public Administration-Maryland Section, Annapolis, MD, May 2010

2009 "The Promise of Social Entrepreneurship" , **Opening Keynote Speech**, Louisiana Public Innovators Institute, September 2009

2009 "Social Change Through Volunteerism and Social Entrepreneurship" , **Keynote Speaker**, Changing Louisiana Seminar, Shreveport, LA

### **Papers, Abstracts, and Lectures**

2014 Robinson, J.A. "Bridging The Gap Between Academia And Social Entrepreneurship: Insights Into The Process Of Social Innovation" USASBE 2014 Conference, Fort Worth Texas. January 2014.

2014 Robinson, J.A., Osorio, A., Cordero, J. "Developing University-Based Urban Entrepreneurship Programs" **\*\*Best Workshop Nominee\*\*** 2014 USASBE Conference, Fort Worth Texas. January 2014

2013 Robinson, J.A. and Osorio, A.O. "Capitalism in Question: Business, Entrepreneurship and Economic Development in the Urban Context". AOM Caucus. Orlando, Fl.

2013 Robinson, J.A. and Das, M. "Antecedents of Social Entrepreneurial Actions Across Developing and Developed Economies" AOM 2013 Caucus. Orlando, Fl.

2012 Robinson, J.A. and Williamson, I.O. "Nascent social entrepreneurs and the antecedents of social entrepreneurial action: a multinational study" accepted at the International Social Innovation Research Conference – Birmingham, UK – September 2012

2012 Germak, A. and Robinson, J.A. "Exploring Motivation of Nascent Social Entrepreneurs to Engage in Social Innovation" International Social Innovation Research Conference – Birmingham, UK – September 2012

2012 Blockson, L., Robinson, J.A. and Robinson, S.L., "This far by faith: Spiritual expressions of African American women entrepreneurs", AOM 2012 Conference Symposium, Boston, MA, August 2012

2012 Robinson, J.A., PDW, Panelist & Presenter AOM PDW "Exploring Approaches to Understanding the Spiritual/Religious Entrepreneur" AOM 2012 Conference , Boston, MA, August 2012

2012 Chadha, M., Germak, A. , Robinson, J.A. "Moving from Innovative idea to a Social Venture: Understanding how nascent social entrepreneurs become social entrepreneurs", Council for Social Work Education, Atlantic City, February 2012.

2011 Robinson, J.A. "Black Faces in White Places: Redefining the Black Experience in Organizations, the Economy and Society", GDO Division, Showcase Symposium, August, 2011

2011 Robinson, J. A. "Black Faces in White Places: New Approaches to Exploring the Black Experience in Organizations, the Economy and Society" Academy of Management Professional Development Workshop, August, 2011

2011 Robinson, S. R., Blockson, L. & Robinson, J. A. "Giving Voice to Gender: Construction Entrepreneurial Experiences" Presented at the 2011 USASBE Conference, January 2011, Hilton Head, South Carolina. **JDE JOHN JACK BEST PAPER AWARD WINNER**

2011 Eshun, J. P. and Robinson, J.A. "From Social Problems and Innovations to Social Value Creation and Outcomes." Presented at the 2010 NYU Satter Conference on Social Entrepreneurs, November 2010, New York, New York.

2011 Eshun, J. P. and Robinson, J.A. "Towards a Theory of Social Entrepreneurship: From Social Problems and Innovations to Social Value Creation and Outcomes." Presentation at the 2010 Academy of Management Conference, August 2010, Montreal, Canada.

2010 Feinberg, S. and Robinson, J.A.. "Virtual Redlining: Unproductive Entrepreneurs and Racial Profiling in the Digital Marketplaces." Presented at the 2009 Academy of Management Conference, August 2009, Chicago, Illinois.

- 2010 Pearce, N. A., Hayes, R. N. and Robinson, J. A. "What Institutional and Environmental Factors Motivate Social Entrepreneurial Engagement by Churches." Presented at the 2009 Academy of Management Conference, August 2009, Chicago, Illinois.
- 2008 Robinson, J. A. and Hayes, R. N. "The Influence of Social and Institutional Barriers on Opportunity in Inner City Markets." Accepted for presentation at the USASBE Research Conference, January 2008, San Antonio, Texas - **BEST PAPER NOMINEE**
- 2008 Robinson, S. R., Blockson, L & Robinson, J. A.,. "Using Rich Group Dialogue Methods in Entrepreneurship Research." Presented at the 2007 Southern Management Association Conference, November 2007, Nashville, TN.
- 2008 Robinson, J.A., Robinson, S. and Blockson, L., "New Directions in Entrepreneurship Research - Studying Stratification in Entrepreneurship." Presented at the 2007 Midwestern Academy of Management Conference, October 2007, Kansas City, MO.
- 2008 Salazar-Campo, S. and Robinson, J.A. "Wealth, Race and Entrepreneurship." Interactive Paper Session at the 2007 Academy of Management Conference, August 2007, Philadelphia, PA.
- 2008 Robinson, J.A. et al "Social Entrepreneurship: Advances in Research and Practice." Professional Development Workshop at the 2007 Academy of Management Conference, August 2007, Philadelphia, PA.
- 2007 Robinson, J.A. "Theoretical perspectives on the impact of disasters on small business: Entrepreneurship and economic development in a post-Katrina Gulf Region." All-Academy Symposium at the 2006 Academy of Management Conference, August 2006, Atlanta, GA.
- 2006 Robinson, J.A. 2006. "Navigating Social and Institutional Barriers to Markets: How Social Entrepreneurs Identify and Evaluate Opportunities." Presented at the International Social Entrepreneurship Research Conference, Barcelona, Spain.
- 2006 Simms, S.V. and Robinson, J.A. "Activist or Entrepreneur: An Identity-based Theory of Social Entrepreneurship." Presented at the 2006 U.S. Association of Small Business and Entrepreneurship Conference, January 2006, Tucson, Arizona.
- 2006 Fairchild, G.B. and Robinson, J.A. "Place, Race and Human Resources: Supervisor and Customer Service Race-matching in Urban Firms." Presented at the 2005 Academy of Management Conference, August 2005, Honolulu, HI.
- 2006 Robinson, J.A. and Fairchild, G. B. "Management Challenges at the Intersection of Space, Class and Human Resources: The Use of Social Brokerage Strategies in Inner City Hiring." Presented at the 2005 Academy of Management Conference, August 2005, Honolulu, HI.
- 2005 Robinson, J.A., Blockson, L., and Robinson, S. "New Directions in Entrepreneurship Research: The Case for Studying African American Women Entrepreneurs." Presented at the 2005 Eastern Academy of Management International Conference, June 2005, Cape Town, South Africa.
- 2005 "Social Entrepreneurship: Where Do We Go From Here?" Presented at the 2005 U.S. Association of Small Business and Entrepreneurship Conference, January 2005, Indian Wells, California.
- 2005 "It's what you know and who they know: Structural holes and strong ties in urban labor markets"(with Gregory B. Fairchild). Presented at the 2004 Academy of Management Conference, August 2004, New Orleans, Louisiana.
- 2004 "The Influence of Social and Institutional Barriers on Opportunity in Inner City Markets." Presentation at the Babson Kaufman Entrepreneurship Research Conference, June 2004, Glasgow, Scotland.
- 2004 "Institutional Logics and Entrepreneurial Activity in the Black Church." (with Richard N. Hayes) Presented at the 2003 Academy of Management Conference, August 2003, Seattle, Washington.



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## **Organizing and Chairing Activities**

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### **Participation in Organizing or Chairing Conferences, Workshops, and Organizations**

2014-2015 Convener, **Urban Innovation Symposium**. The Rutgers Center for Urban Entrepreneurship and Economic Development, the New Jersey Public Policy Research Institute, Cornwall Center for Metropolitan Studies, and the New Jersey Urban Mayors Association are working together to explore urban innovation. Funded by the Surdna Foundation, the ultimate goal of the Best Practices in Urban Innovation (BPUI) Project is to shift the national discourse on urban areas away from problem identification and toward problem solving. By focusing on best practices in urban innovation, we can bring attention to what is working and discuss the process for scaling up these solutions to practitioners in other urban areas. A symposium was convened on June 10, 2015 to highlight the case studies and to present the report.

2012-ongoing Director, **New Jersey Social Innovation Institute**. The Institute is a training program for social innovators and enterprising non-profit organizations developing business plans and investment proposals for new social businesses and social enterprises. These new social entrepreneurs are innovative individuals or enterprising non-profit organizations interested in addressing one or more of the state's social or environmental problems using an entrepreneurial approach. Special consideration was given to proposals that are significant job creators for New Jersey residents. After a three month application review and selection, 15 teams of social entrepreneurs take part in a six (6) month social entrepreneurship training initiative followed by 18 months of mentoring and technical assistance in partnership with the Support Center for Nonprofit Management. Specifically, the initiative that 1) provides training, mentoring and technical assistance to participants in the initiative, 2) facilitates networking with potential investors, experienced business leaders and individual entrepreneurs who are interested engaging in social venture initiatives in NJ; 3) develop actionable business plans and investment proposals for local and national foundations and social investors.

2011-2012 Convener, **New Jersey Social Entrepreneurship Summit**. The objective of the NJ SE Summit is to raise the profile of social entrepreneurship in New Jersey by bringing leaders of the social sector and entrepreneurs who address social and environmental problems in their businesses together to learn from leaders in the field. The summit features a series of interactive speaker discussions and workshops that 1) inform the social sector and business community of the benefits and need for entrepreneurial approaches to addressing social and environmental issues; 2) equip participants with tools to take steps toward building a social enterprise or social business; 3) facilitate networking with potential investors, experienced business leaders and individual entrepreneurs who are interested engaging in social venture initiatives in New Jersey. We convened three summits in South (February 2011), North (October 2011) and Central New Jersey (May 2012).

2009-2011 Convener and Program Chair, **Global Social Venture Research Conference 2009** (Shanghai China), **2011** (Melbourne). The Global Social Venture Research Conference engaged business and organization scholars in a discussion of social entrepreneurship theory and practice. The aim of this conference was to bring together various international perspectives on social entrepreneurship from scholars and practitioners together for discussion and collaboration. The theme of the first conference was "Global Harmony and Local Social Entrepreneurship" which acknowledges the role of social entrepreneurs in creating a "Harmonious Society" and was co-hosted by Shanghai University MBA Center. The theme of the second conference was "Social Entrepreneurship At the Crossroads" and was co-hosted by Melbourne Business School's Asia Pacific Centre for Social Impact Leadership.

2005-2007 **Co-Chair and Convener 2005, 2006, 2007 - International Social Entrepreneurship Research Conference** – The purpose of this conference to bring scholars from around the world together to present their theories and frameworks for understanding social entrepreneurship. After three years of convening, we are pleased with the outcomes of this conference to be 1) the refinement of theoretical concepts and scholarly ideas regarding this area of research, 2) the establishment of a research network for thought

leadership and knowledge generation in social entrepreneurship, and 3) the rise in the development of research papers and volume.

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## **Editorial Activities**

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### **Membership on Editorial Boards of Scholarly or Professional Journals**

2007-ongoing Editorial Board Member, **Social Enterprise Journal**

2004-ongoing Ad Hoc Reviewer:

- **American Journal of Sociology**, 2006 - present
- **Journal of Developmental Entrepreneurship** – 2006 - present
- **Management Science** – Reviewer for special issue, 2004
- **Academy of Management Review**, 2010 - present

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## **Funding**

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### **Externally-Funded Research and/or Training Grants**

09/2016-ongoing (Grant Amount: \$407,688) **Principal Investigator and Director of CUEED Pipeline to Inclusive Innovation, (CUEED PII) Rutgers Business School, Rutgers University-Newark Campus, 2016-present.** CUEED PII is a federally funded project to increase the number of minority business enterprises (MBEs) engaged in the federal innovation and technology commercialization programs. We have created a comprehensive training program targeting MBEs at three key stages of the commercialization process. The project will reach minority inventors, scientists and technology-focused MBEs at the first stage of technology development to increase their awareness of federal technology transfer programs. For those who have new, commercializable technologies or have plans to develop them (Stage 2), the project will assist them in forming companies and applying for SBIR/STTR programs. Finally, for those MBEs those who have received Phase 1 SBIR/STTR awards (Stage 3), the project will help them prepare successful Phase II proposals. This project is funded by the US Department of Commerce's Minority Business Development Agency for \$407,688.

06/2015-ongoing (Grant Amount: \$10,000) **RUTGERS GLOBAL ADVANCEMENT & INTERNATIONAL AFFAIRS GRANT - "Global Perspectives on Urban Social Innovation and Entrepreneurship"** - The purpose of this project is to study social innovators and entrepreneurs that are addressing these challenges in global urbanism in large urban areas. We have assembled an interdisciplinary working group with faculty members and center directors from around the university who are particularly interested in the largest cities in economies that are in transition or that are in developing nations. As such, we propose studying social innovators and entrepreneurs in South Africa, Kenya, Russia and China. We have three goals: 1) Develop five to seven case studies that can be published in academic journals and/or used in classrooms learning about economic development, international social work, or social entrepreneurship. 2) Develop a research agenda for an international study of urban social innovation and entrepreneurship and 3) Establish links to faculty members, institutes, and centers in Russia, Kenya, South Africa and China for future research and teaching collaborations.,  
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06/2013-06/2014 (Grant Amount: \$47,454) **NATIONAL SCIENCE FOUNDATION - Bridging the Gap Between Policy, Practice, and Academia: Unleashing Social Innovation and Entrepreneurship for Societal Benefit.** Social problem solving is an important human activity. Social entrepreneurship and the development of effective social policy are two approaches to conducting this activity (Mintrom & Norman, 2009; Robinson, Mair, & Hockerts, 2009; Short, Moss, & Lumpkin, 2009; Zahra, Rawhouser, Bhawe, Neubaum, & Hayton, 2008). These acts of policy and new venture creation are acts of social innovation

*that benefit society. Surprisingly little is known about the process of social innovation in terms of what practices support the transfer of knowledge from the social, behavioral and economic (SBE) sciences (likely sources of new knowledge) into new social policy and the formation of new social ventures. While there is an extensive literature on technology transfer between the physical sciences and engineering and the private sector (Carlile, 2004; Dougherty & Dunne, 2011; Henderson & Cockburn, 1996; Owen-Smith & Powell, 2004; Powell, Koput, & Smith-Doer, 1996), there is virtually no research on the mechanisms and practices that facilitate this in SBE sciences. In this proposal the organizers seek sponsorship for a two-day workshop that explores the intersection of the social, behavioral and economic sciences and social policy and entrepreneurship. The goal is to develop a research agenda in this area and establish collaborative arrangements to build bridges between knowledge creators and practitioners., Robinson, J.A. (PI-75%) and Dougherty, D.(Co-PI-25%)*

*11/2011-10/2013 (Grant Amount: \$28,000) **PSEG FOUNDATION & NJ SECRETARY OF STATE - Additional Funding in support of New Jersey Social Entrepreneurship Summit and Network Development.** The objective of the NJ SE Summit is to raise the profile of social entrepreneurship in New Jersey by bringing leaders of the social sector and entrepreneurs who address social and environmental problems in their businesses together to learn from leaders in the field. Additional funding was received from the **PSEG Foundation** and the **State of New Jersey's Office of Faith Based Initiatives**. These funds enabled the successful completion of three New Jersey Social entrepreneurship Summits and further development of the network of social entrepreneurs in New Jersey through panel discussions and workshops., Jeffrey Robinson (PI-100%)*

*12/2011-02/2013 (Grant Amount: \$35,520) **RUTGERS UNIVERSITY FACULTY RESEARCH GRANT - "Moving from Innovative Idea to a Social Venture: Understanding How Nascent Social Entrepreneurs Become Social Entrepreneurs"** - Funded by the Rutgers Faculty Research Grant Program" - Principal Investigator - In collaboration with the Office of Research and Evaluation at the School of Social Work's Institute for Families, Professor Jeffrey Robinson of Rutgers Business School – Newark and New Brunswick will lead a study to understand what influences the establishment of social entrepreneurial ventures – enterprises that are creating economic value and social/environmental benefit simultaneously. By studying those individuals who have expressed interest in establishing these ventures (nascent social entrepreneurs) we can better understand the entrepreneurial process and the major influences that move people with innovative ideas toward entrepreneurial outcomes that make positive social impact.*

*The study has two parts. The first study will collect data from the applicants to the New Jersey Social Innovation Institute (NJSII) to understand their backgrounds, work histories, and their innovative ideas. Data will be collected from these subjects over a 12 month period to understand what activities, attitudes and actions lead to social entrepreneurial outcomes. The objective here is to answer the research question, what influences would-be social entrepreneurs from the idea stage to the social venture stage in the process of social entrepreneurship? The second study is to evaluate those applicants that are selected to be participants in the New Jersey Social Innovation Institute and assess the effectiveness of the Institute in initiating new social businesses and social enterprises in urban New Jersey communities. Using a mixed methods research approach, this project will examine changes in participants' knowledge about issues related to developing social enterprises, examine their satisfaction with the training experience, and track longer-term outcomes of the initiative such as whether participants developed business plans, secured capital, incorporated an organization, and hired staff. Findings from both studies will address a significant gap in the literature on social entrepreneurship: how do these hybrid and innovative social ventures and social impact organizations come into being and what may influence their creation. The research team intends to widely disseminate the results of this study through conference presentations, academic journals, and practitioner outlets in both business and social work., Robinson, J. (PI -50%), Germak, A.(Co-PI- 0%), and VanAlst, D. (Co-PI-20%)*

*10/2010-12/2013 (Grant Amount: \$271,000) **FEDERAL APPROPRIATION - "New Jersey Urban Entrepreneurship Initiative"** - Developed the concept and budget for a federally funded initiative approved in the FY10 appropriation budget. The funds are being used to increase the level of*

*entrepreneurship, social entrepreneurship and economic development in urban areas of New Jersey by providing a comprehensive training program for developing urban entrepreneurs to include internship and new venture mentor programs, faculty support and several entrepreneurship boot camps that help turn ideas into business plans. The New Jersey Urban Entrepreneurship Development Initiative seeks to increase the numbers of entrepreneurs and create jobs in urban areas., PI dt ogilvie (40%), Co-PI Jeffrey Robinson (60%)*

*2009-2012 (Grant Amount: \$100,000) US DEPARTMENT OF LABOR - "Entrepreneurship Pioneers Initiative" - Funded training program for 1st generation entrepreneurs via the federal Workforce Innovation and Regional Economic Program (Department of Labor). Developed concept, budget, and management of the 9-month training program. Subsequent funding was obtained from Prudential Foundation and PNC Bank Foundation., PI-dt ogilvie (40%), PI-Jeffrey Robinson (60%)*

*2005-2008 (Grant Amount: \$60,000) NYU STERN Berkley Center for Entrepreneurial Studies - "Assessing the Economic Impact of Social Ventures" – Funded by the Berkley-Kauffman Entrepreneurship Research Fund – Principal Investigator with Zur Shapira and Andrea Prado. The purpose of this project is to explore definition of 'social' in social entrepreneurship and the impact these ventures have on society., PI-Jeffrey Robinson (70%), PI-Zur Shapira (30%)*

*2005-2007 (Grant Amount: \$43,000) EWING MARION KAUFFMAN FOUNDATION - "African American Women Entrepreneurship (AAWE) Research Project" – Funded by the Ewing Marion Kauffman Foundation – Co-Principal Investigator with Drs. Laquita Blockson and Sammie Robinson. The purpose of this project is to study the patterns of entrepreneurship of African American women who lead ventures with revenues of \$1,000,000 or more., PI-J Robinson (40%), PI-Laquita Blockson (30%), PI-Sammie Robinson (30%)*

*2004-2006 (Grant Amount: \$25,000) NYU STERN BERKLEY CENTER FOR ENTREPRENEURIAL STUDIES - "Early Stage Social Entrepreneurship Research Project" – Funded by the Satter Family Social Entrepreneurship Fund – Principal Investigator. The purpose of this project is to explore the challenges faced by social entrepreneurs when they are creating new ventures., PI-Jeffrey Robinson (100%)*

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## **Service**

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### **Contributions to the Advancement of the Academic Profession**

*10/2008-08/2012 Assistant Director, The Center for Urban Entrepreneurship & Economic Development – The Center is a research-driven, teaching and practitioner-oriented urban entrepreneurship and economic development initiative that will transform the economy of the City of Newark, New Jersey, and other urban centers; and create wealth in urban communities. The vision of CUEED is to be the world's leading center for **innovative thinking** and **research** on **entrepreneurial activity in urban environments**. As such, we work across constituencies to create new knowledge and tools that build thriving urban communities.*

*09/2012-ongoing Senior Fellow, The Center for Urban Entrepreneurship & Economic Development  
2004-2008 Interim Research Director (2007) and Faculty Advisor (2004-2008), Berkley Center for Entrepreneurial Studies, NYU Stern School of Business – Coordinated research activities for Berkley Center, entrepreneurship research workshop, and social entrepreneurship research projects. Participate in the various activities of the center related to the \$150,000 Business Plan Competition, Satter Social Entrepreneurship Program, and the entrepreneurship and innovation specialization.*

### **Service to Rutgers University**

*10/2008-ongoing Fellow, The Center for Urban Entrepreneurship & Economic Development*

### **Service to Other Public Bodies**

*04/2010-05/2011 Expert Reviewer (Economic Opportunity) - Social Innovation Fund - **White House Office of Social Innovation**. Washington, D.C.*

*2006-ongoing Final Round Judge and Semi-Finalist Application Reviewer - Echoing Green Fellowship - **Echoing Green**, New York, New York. Echoing Green is the largest seed fund for social innovators in the world. Since 2006 I have assisted the fund with reviewing semi-finalist applications and in 2012 I am a judge for the finalist selection process.*

*2010-2012 Advisory Board Member, **Brick City Development Corporation Community Development Entity (CDE)**, Newark, New Jersey*

*2005-ongoing Board Member, **New Jersey Public Policy Research Institute**, New Brunswick, New Jersey*