Global Social Impact Strategies. This course is intended to provide a socially relevant academic experience that combines classroom curriculum with hands-on learning in an international setting. The course is designed to help students gain in-depth insights into economic and social value creation in the developing world. Through case studies, lectures, fieldwork and classroom dialogue, students will learn to think strategically and act opportunistically with a socially conscious business mindset. Through a partnership with firms located in India, Stern students will have the opportunity to apply their classroom learning to real-world issues by conducting fieldwork abroad. Team-based projects will focus on areas including poverty alleviation, energy, health and sustainability. Students will gain exposure to various organizational models for addressing these issues, as well as to thoroughly vetted international social enterprises that are making tangible and potentially scalable progress in serving the worlds poorest populations. Student teams will work with partner organizations to deliver on discrete projects designed to meet existing needs. In addition, project deliverables will facilitate the sharing of knowledge and best practices with the growing social impact sector.
Foundations of Social Entrepreneurship. The purpose of this course is to explore the many dimensions of new venture creation and growth, and to foster social innovation and new business formations in independent and corporate settings. The curriculum is designed to teach students about all aspects of the business ideation process, with particular attention to the challenges of social venture creation.

Social Innovation Practicum. The purpose is to provide students with hands-on exposure to the entrepreneurial pursuit of social impact and innovation. As a result of this course, students will gain: 1) Increased ability to recognize and critically assess various forms of social enterprise strategies as tools of economic development and social transformation; 2) Greater understanding of the challenges of growing and sustaining a social enterprise, as well as special insights into enterprise development and growth; 3) Improved consulting skills, including project planning, issue analysis, formulation of strategic and tactical recommendations, and client relationship management. By participating in the course, students will be better able to adapt and apply business skills and academic disciplines in the social sector, and will have increased skills for effective and thoughtful leadership in business and society throughout their careers.

Pathways to New Ventures: Identifying and Exploiting New Business Opportunities. This course provides an overview of the opportunity recognition/evaluation process by examining how people, the industry, and the social environment interact as an individual identifies or creates and shapes entrepreneurial and organizational opportunities. Entrepreneurial strategies for information gathering and analysis are introduced as well as strategies for developing the entrepreneur's network of intellectual and financial support.

Entrepreneurship and New Venture Management. This course focuses on new venture initiation and the preparation of a business plan that can be used to begin operations in a new business enterprise. It examines the critical factors involved in the conception, initiation, and development of new business ventures.

Growth Strategies for the Emerging Enterprise. This course focuses on growth strategies of emerging ventures to determine challenges that may arise at different stages of the business life cycle (i.e., strategic planning, resource allocation). The course emphasizes how to thoroughly critique the operations of the business at various growth stages, how growth can be managed, and how a successful exit can be achieved.

Entrepreneurship Strategy. Directed and monitored students’ progress and performance in consultation projects with small business owners. Students assist entrepreneurs in the field in developing business plans, feasibility analyses, and marketing plans. Students receive valuable experience working with owners in solving and giving recommendations to real entrepreneurial challenges, problems, and issues.

Entrepreneurship and New Venture Management. Guided graduate students in the creation and development of business plans. Students identify and evaluate opportunities and gather information required to convert those opportunities into businesses. A final plan is presented to and reviewed by a team of outside professionals.

Strategic Analysis for Competing Globally and Management Strategy. Directed students in their performance of a business policy simulation called Capstone. Student teams translate their strategic plans into functional objectives given the competition and information communicated to them within the industry.
Creativity in Business. Utilized experiential learning exercises that are designed to foster a student's creative problem solving skills. Students investigate the creative process in a variety of organizational settings through group and individual exercises, simulations, and cases.

HONORS/AWARDS

2011 Distinguished Social Entrepreneurship Award. From the Kelly School of Business, Johnson Center for Entrepreneurship & Innovation and Institute for Social Impact at Indiana University. This award honors an individual who has made a significant impact on the landscape of social entrepreneurship in terms of teaching, research, and service to the profession.


2001 Cason Hall & Company Publishers Best Paper Award. Title: Psychological Contracts in the 21st Century: An Examination of What Employees Value Most and How Well Organizations are Responding to These Expectations.

2000 Management Department Teaching Innovation and Assessment Award. Title: Stimulating Collaboration Among Current and Future Entrepreneurs: New Innovations and Assessment Tools for the Classroom.


PUBLICATIONS:


Smith, B., Kickul, J., & Wilson, F. (2010). Values and Opportunities in Social Entrepreneurship by Kai Hockerts (Editor), Johanna Mair (Editor) and Jeffrey Robinson (Editor) - Entrepreneurial Opportunity Evaluation: A Discrete Choice Analysis of Financial and Social Entrepreneurial Opportunity Attributes.


**MANUSCRIPTS COMPLETED:**


Kickul, J., Barbosa, S., Iakovleva, T., & Smith, B. Sailing Around The World: Cultural And Environmental Influences On Entrepreneurial Risk Perceptions Of Sinking-the-Boat And Missing-the-Boat.

Verstraete, T., Fayolle, A., & Kickul, J. Entrepreneurship Paradigms and Research in Entrepreneurship Education.


MANUSCRIPTS IN PREPARATION:


Plaschka, G., Verma, R., Kickul, J., Cook, L., Hartman, L. (2008). On-going research that examines the needs and preferences of graduate and undergraduate management students with respect of e-learning technologies and other course attributes. Discrete choice analysis (DCA), is now being used to model students' course selection process with varying levels of e-learning technologies.


CONFERENCE PRESENTATIONS AND PROCEEDINGS:


Griffiths, M., Kickul, J., & Terejensen, S. (2009). On the value of the agency relationship between prestigious VCs, underwriters and shareholders. Manuscript Presented at 2009 Babson College-
Kauffman Foundation Entrepreneurship Research Conference, Babson College, USA, June 3-6, 2009.


Kickul, J., Gundry, L., Barbosa, S., & Simms, S. (2007). One Style Does Not Fit All: The Role of Cognitive Style in Entrepreneurship Education. Presented at Internationalizing Entrepreneurship Education and Training Conference (IntEnt), Gdansk, Poland. **IntEnt Overall Best Paper Award.**


CONSULTING AND OTHER EXPERIENCE:

Consultant, Small Business Development 1995 to Present
Assisted over 100 small business owners in the development of business plans, feasibility and competitor analyses, and marketing plans. Worked directly with entrepreneurs in formulating and coordinating strategic goals and activities throughout the various stages of their firms’ growth.

Consultant, Seismic Structural Design Associates, Incorporated 1995 to Present
Assisted in the presentation of the firm’s building design to hospitals and government agencies. Assisted the owners in marketing this process that is used to strengthen a building’s ability to resist damage during an earthquake.

Co-owner, JJK Educational Software Services 1992 to 1998
Co-owner of an educational software service company that develops computer programs for educational use. Software programs consist of testing systems and multi-media workbooks for management and human resource management students.

EDUCATION:

Northern Illinois University, Ph.D., Industrial/Organizational Psychology 1998
Northern Illinois University, M.A., Industrial/Organizational Psychology 1996
DePaul University, M.B.A., Graduated with Distinction 1993
College of St. Francis, B.B.A. in Management, Magna Cum Laude 1991
PROFESSIONAL AFFILIATIONS:

Editor, Journal of Social Entrepreneurship (Present)
Academy of Management Teaching Committee Chair, Entrepreneurship Division (2009-2012)
Academy of Management Teaching Co-Chair, All divisions (2005-2007).
Academy of Management Learning and Education Journal, Editorial Board (2011-Present)
Academy of Management Teaching Committee Chair, Entrepreneurship Division (2000-2002)
United States Association for Small Business and Entrepreneurship (USASBE), Vice-President, Individual Entrepreneurship Division, (2005).
Midwest Academy of Management, President, 2006
Midwest Academy of Management, Program Chair, Chicago, 2005
Advisory Board of the Annual Editions Entrepreneurship 99/00, 00/01, Irwin-McGraw Hill
Midwest Academy of Management: Board Member and Track Chair (OB/OT, 2001-2002)