

## **Jay J. Janney**

School of Business Administration  
300 College park MH 706  
Dayton, OH 45469-2271  
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jjanney1@udayton.edu

### **Professional Academic Experiences & Education**

#### **Academic Positions Held**

2014-Present. University of Dayton. Dayton, OH. Department Chair, Management and Marketing Department.

2010-Present. University of Dayton. Dayton, OH. Robert and Patricia Kern Family Foundation Faculty Fellow of Engineering and Entrepreneurship, and Associate Professor of Management

2009-2012. University of Dayton. Dayton, OH. J. Robert Berry Faculty Fellow of Entrepreneurship Studies and Associate Professor of Management. Three year term, non-renewable.

2007-Current. University of Dayton. Dayton, OH. Associate Professor of Management.

2001-2006. University of Dayton. Dayton, OH. Assistant Professor of Management.

2000-2001. Purdue University. West Lafayette, IN. Visiting Assistant Professor of Management.

1999-2000. Ball State University. Muncie, IN. Visiting Assistant Professor of Management.

1996-1999. University of Kentucky. Lexington, KY. Doctoral Student.

1995-1996. Indiana University Purdue University-Indianapolis. Indianapolis, IN. Adjunct Instructor.

1989-1996. Martin University/Indiana Women's Prison. Indianapolis, IN. P/T Instructor.

1987-1988 Ball State University. Muncie, IN.. Adjunct Instructor.

1986. IVY Tech College. Muncie, IN. Adjunct Instructor.

1985-1986. Ball State University, Computing Services. Muncie, IN., Graduate Assistant.

# Jay J. Janney

## Education

1996-1999. University of Kentucky. Lexington, KY. Ph.D.. 12 Hours strategy and entrepreneurship seminars, 9 hours finance/economics seminars.

1984-1986. Ball State University. Muncie, IN. MBA., 30 additional hours 1989-1993, Finance, International Business concentrations. Dean's list, 1985-1986.

1980-1983. Ball State University. Muncie, IN. BA. Telecommunications, History, Business, Dean's List, 1980-1981. 44 hours credit by examination. Senior Honor's thesis was Anatomy of a Failure: John Wesley's Experiences in Georgia, 1732-1734.

1976-1980. Yorktown High School, Yorktown, IN.

## Peer-reviewed Refereed Publications--Leading

All citation counts are from 1 September, 2015: BSC=Business Course Complete database (337 total citations); Google=Google Scholar database (2,304 total citations).

Janney J.J., and Gove. S, (forthcoming) Do Executive Departures to Signal the end of a scandal create or reduce uncertainty? An examination of market reaction in stock option backdating scandal events. *Business and Society* .

Janney, J.J. (forthcoming) Whose domain is it anyway? The intersection of Accounting, Economics, Finance, and Management Decision. *Management Decision*.

Janney J.J., and Gove. S, 2017. Firm linkages to scandals via directors, auditors, and lawyers: Insights from the Backdating Scandal. *Journal of Business Ethics*. 140(1):65-79.

Janney J.J., and Gove, S., 2011. Reputation and corporate social responsibility aberrations, trends, and hypocrisy: Reactions to firm choices in the stock option backdating scandal. *Journal of Management Studies*, 48:7 1562-1585. BSC=8, Google=21.

Janney, J.J., Dess, G.G., & Forlani, V. 2009. Glass Houses? Market reactions to firms joining the UN Global Compact *Journal of Business Ethics*. Dec2009, Vol. 90 Issue 3, p407-423, 17p. BSC=NL, Google=24

Bruton. G.D., Dess, G.G., and Janney, J.J., 2007 . Knowledge Management in Technology-Focused Firms in Emerging Economies: Capabilities, Networks, and Real Options, *Asian Pacific Journal of Management*, 24(2): 115-130. BSC=18, Google=82.

--The rest of these were submitted prior to my tenure application of September 2006.

## Jay J. Janney

Janney, J. J. and Dess, G. G., 2006. The risk concept for entrepreneurs reconsidered: New Challenges to the conventional wisdom. *Journal of Business Venturing*, 21:3: 385-400. BSC=12, Google=84.

Janney, J. J. and Folta, T. B., 2006. Moderating effects of investor experience on the signaling value of private equity placements. *Journal of Business Venturing*, 21:1:27-44. BSC=13, Google=35.

Janney, J. J. and Dess, G. G., 2004. Can real options improve decision-making? Promises and pitfalls. *Academy of Management Executive*, 18:4: 60-76. Finalist for best paper award. BSC=14, Google=64.

Folta, T., B., and Janney, J. J., 2004. Signaling for Resource Acquisition: Private Equity Placements by Technology Firms. *Strategic Management Journal*, 25(3): 223-242. BSC=NL, Google=46.

Dess, G.G., Ireland, D. Zahra, & Floyd, S.W., Janney, J.J., and Lane, P.J., 2003. Emerging Issues in Corporate Entrepreneurship. *Journal of Management*, 29(3) 351-378. BSC=81, Google=543.

Janney, J. J., and Folta, T. B., 2003. The Impact of timing and other signal characteristics on returns to private equity placements: the case of Biotechnology. *Journal of Business Venturing*, 18(3) 361-380. BSC=25, Google=83.

Ruf, B.M., Muralidhar, K., Brown, R.M., Janney, J.J. and Paul, K., 2001. An empirical investigation of the relationship between change in corporate social performance and financial performance: A stakeholder theory perspective. *Journal of Business Ethics*, 32:2:143-156. BSC=99, Google=549.

### Peer-reviewed Refereed Publications—High Quality

Martinez, R.J. and Janney, J.J. (2015) Sponsor fit and fan identification: Market reactions to sponsorship of European futbol shirts. *Journal of Sports Management* 29(2), 211-222.

Janney J.J., and Gove. S., 2014. When endorsements sour: The negative effect of nascent firm board linkages with failed firms. *Current Topics in Management*, 17 (35-52).

Janney, J.J., Gilley, M.K., and Dess, G.G., 2013. The Countervailing roles of diffusion and scarcity: Market reactions from naming rights agreements. *Strategic Management Review*, 7(1) 1-16.

Janney, J.J. 2009. How do we know smart money is really smart? Market reactions to firms disclosing the identity of investors. *International Journal of TechnoEntrepreneurship*. 2:2, pp. 1985-2006.

## Jay J. Janney

--The rest of these were submitted prior to my tenure application of September 2006.

Janney, J.J. & Dess, G.G., 2006. When Entrepreneurs Bundle Resources: Toward an Integration of Entrepreneurial-Orientations and the Resource-Based View of the Firm. *Current Topics in Management*, 12, 79-98. BSC=NL, Google=12.

Matherne, B. P., Gove, S., Forlani, V., and Janney, J. J., 2006. "Walk the Talk": An applied ethics program employing isomorphic case vignettes and business executives, *Journal of Management Education*, 30:1:106-133. BSC=1, Google=9.

Dess, G. G., Picken, J. C., and Janney, J. J. 1998. Subtracting value by adding businesses. *Business Horizons*, 100: 1-17. BSC=1, google=16.

### Peer Reviewed Publications—Proceedings

Janney J.J., 2016. Business Angels or Spawn of Satan: teaching investor/founder conflicts. In Gann R. (editor) proceedings of USASBE (on-line), Philadelphia, PA 2017

Janney J.J., Zvakos, A., 2016. The Gig Economy and the long tail liability of newness. In Gann R. (editor) proceedings of USASBE (on-line), Philadelphia, PA 2017

Janney J.J., 2016. Teaching Business Model Innovation: The Spaghetti sauce exercise. In Gann R. (editor) proceedings of USASBE (on-line), San Diego, CA 2016

Janney J.J., & Gove, S.G., 2015 Firm linkages to scandals via directors, auditors, and lawyers: Insights from the Backdating Scandal In George T Solomon (ed.) *Proceedings of the Seventy-fourth meeting of the Academy of Management* (CD), ISSN 1543-8643. Vancouver, Canada.

Janney J.J., Gove, S. 2014. Cursed be the ties that bind. Market Reactions to Director Linkages of Bankrupt Firms: issues for nascent firms. In Gann R. (editor) proceedings of USASBE (on-line), Fort Worth, TX, 2014. Winner, award for practitioner relevance.

Janney, J.J., Lakshmi-Damaraju. N., Dess G.G., 2014. Corporate venture capital and real options: the moderating roles of prominence and prior investment when making investments in biotechnology portfolio firms. In Gann R. (editor) proceedings of USASBE (on-line) Fort Worth, TX 2014.

Janney, J.J., Dess, G.G., Hyun-Lee S. 2014 Venture Capitalist grandstanding re-visited: when passive investors write real options through IPO underpricing. In Gann R. (editor) proceedings of USASBE (on-line), Fort Worth, TX, 2014

## Jay J. Janney

Janney J.J., 2013 What is good for the Founder may not be good for the investor: Using Shark Tank television shows to teach Entrepreneurial Finance Topics. In Gann R. (editor) Proceedings of USASBE (on-line), San Francisco, CA, 2013.

Janney J.J., 2012 Through the Opposite End of the lens: Market Reactions to Corporate Venture Capital. In Gann R. (editor) Proceedings of USASBE (on-line), New Orleans, LA, 2012.

Janney, J.J., Gove, S., Matherne B.P., 2012. The Author Affiliate Index and applying it to Entrepreneurship journals. Gann R. (editor) Proceedings of USASBE (on-line), New Orleans, LA, 2012.

Janney, J.J., & Mcfarlin, D. 2011 Is it smart money to not capture available value? Market reactions to Merchant VC firms making private placements of equity in the biotechnology industry. In Gann R. (editor) Proceedings of USASBE (on-line) Hilton Head, SC, 2011.

Janney J.J., & Gove, S 2011. When Silicon Valley resembled Salem: Market reactions to professional services firms in the stock options backdating scandal. 2011. Strategic Management Society, Miami, FL.

Janney J.J., Gove, S. 2014. Cursed be the ties that bind. Market Reactions to Director Linkages of Bankrupt Firms: issues for nascent firms. Strategic Management Society, Miami, FL.

Janney J.J., & Gove, S.G., 2009 Pushed or Jumped: Market reactions to voluntary vs. involuntary disclosure of concerns from backdating stock options. In George T Solomon (ed.) *Proceedings of the Sixty-eighth meeting of the Academy of Management* (CD), ISSN 1543-8643. BSC=NL, Google=1. Chicago, IL.

--The rest of these were submitted prior to my tenure application of September 2006.

Janney J.J., & Folta, T.B. 2006. Market reactions to incremental, corporate venture capital investments made by pharmaceutical firms: insights from biotechnology. Babson Kauffman Entrepreneurship Research, Bloomington, IN.

Matherne, B.P. Janney, J.J., Gove, S., 2004. Sharing the Wealth or Increasing the Risks: Syndication and Escalation of Commitment. Babson College 24<sup>th</sup> Annual Entrepreneurship Research Conference, Strathclyde, Scotland.

Janney, J.J. Gove, S., Matherne, B.P. 2003. The disclosure puzzle. Babson College 23<sup>rd</sup> Annual Entrepreneurship Research Conference, Babson Park, MA.

Janney, J.J., 2002. The signaling value of incremental investments. Babson College 20<sup>th</sup> Annual Entrepreneurship Research Conference, Boulder, CO., MA.

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JJ Janney, TB Folta 2001- The impact of timing and other signal characteristics on returns to private equity placements: The case of biotechnology. In Dennis H. Nagao (ed). *Proceedings of the Sixtieth meeting of the Academy of Management* (CD), ISSN 1543-8643. Washington, D.C.

Janney, J.J., & Folta, T.B. 1998. Private equity placements as quality signals in knowledge intensive industries. In Stephen J Hanlovic (Ed.) *Proceedings of the Fifty-Seventh meeting of the Academy of Management* (CD), ISSN 1543-8643. BSC=Google=1. San Diego.

### Other--Publications

Janney, J.J. (forthcoming) Business Angels or the Spawn of Satan? Teaching investor/founder conflicts in firm valuations.

Janney J.J., 2015. How variations in Perceptual and Actual Measures of risk influence the variation between perceptual and actual measures of an entrepreneur's ethics. *Journal of Ethics and Entrepreneurship*, 5(1) 83-100. This was submitted to peer review, but was accepted with only one reviewer's input, and was thus accepted as a commentary.

Janney, J.J. 2013 Reflections, In Michalos and Poff (eds.) *Citation classics from the Journal of Business Ethics*, Springer, New York. Pp738-739

Janney, J.J. Insights into Entrepreneurial Finance, Amazon.com Press. (A textbook I wrote for class, revised annually).

Janney, J.J., 2002. Eat or Get Eaten? How Equity Ownership and Diversification Shape CEO Risk-taking. A review of Eisenmann, T.R. 2002. The effects of CEO equity ownership and firm diversification on risk taking. *Strategic Management Journal* 23(6) 513-534. Appearing in the *Academy of Management Executive* 16(4)157-158.

Janney, J.J., 1999. Learning by showing: Co-locating executives to break down vertical chimneys . In Steven Jones (ed.) In Action: High Performance Work Teams. American Society for Training and Development. Birmingham, AL.

### Work currently under review

Janney, J.J. The Gig economy and the liability of newness. Under third review at *Group and Organization Management*.

Janney, J.J., Lakshmi-Damaraju N, Dess GG 2014. Corporate venture capital and real options: the moderating roles of prominence and prior investment when making investments in biotechnology portfolio firms. Under first review at *Journal of Business Venturing* (previously rejected on 2<sup>nd</sup> review at *Strategic Management Journal*).

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### Completed manuscripts not currently under review

Janney, J. J. and Folta T.B. Strategic and Financial Benefits from Corporate Venture Capital.

Janney, J.J., Dess, GG, Hyun-Lee S. Venture Capitalist grandstanding re-visited: when passive investors write real options through IPO underpricing.

Janney J.J., Sullivan, D. & King Jr. , W.C. From Sanction to Legitimacy: Market reactions to firms offering domestic partner benefits, 1991-2006. Rejected on 3<sup>rd</sup> review at both *Journal of Management* and *Journal of Management Studies*.

Janney, J.J., 2012. Influence and objectives as dimensions for comparing and contrasting the domain of engineering with the domains of entrepreneurship, leadership, and management.

Janney J.J., Merchant Venture Capital. 2011.

Janney J.J., & Gove, S.G. 2011 A history of backdating.

Gove, S.G. & Janney J.J., 2011. Stigma and bankruptcy.

Janney, J.J., Building on the cornerstones of competitive advantage: the role of visibility in discerning resource value.

Janney, J.J., Real Options and the Resource Based View of the firm.

### Other--Reviews

Janney, J.J., 2015. The Politics of extreme austerity: Greece in the eurozone crisis, a review of Karyotis and Gerodimos' work.53-1387. *Choice: The American Library Association*. Middletown, CT.

Janney, J.J., 2015. Game-changer: game theory and the art of transforming strategic situations: a review of McAdam's work. 52-4301 *Choice: The American Library Association*. Middletown, CT

Janney, J.J., 2015. Becoming the Boss; new ideas for the next generation of leaders: a review of Pollak's work. 51-3194. *Choice: The American Library Association*. Middletown, CT

Janney, J.J., 2014. The frugal innovator: Creating change on a shoestring budget: A review of Leadbetter's work. 52-1503. *Choice: The American Library Association*. Middletown, CT.

## Jay J. Janney

Janney, J.J., 2014. Six simple rules: how to manage complexity without getting complicated: a review of Morieux and Tollman's work. 51-6845. *Choice: The American Library Association*. Middletown, CT.

Janney, J.J., 2014. The Innovator's solution: creating and sustaining successful growth: a review Christensen's work. 51-5108. *Choice: The American Library Association*. Middletown, CT.

Janney, J.J., 2014. What every angel investor wants you to know: an insider reveals how to get smart-funding for your billion-dollar idea: a review of Cohen and Kador's work. *Choice: The American Library Association*. Middletown, CT.

Janney, J.J., 2013 Entrepreneurship in the global economy: engine for economic growth. A Review of Kressel's work. *Choice: The American Library Association*. Middletown, CT. 50-4557

Janney, J.J., 2013 Hungry Start-up strategy: Creating new ventures with limited resources and unlimited vision. A Review of Cohan's work. *Choice: The American Library Association*. Middletown, CT. 50-0971

Janney, J.J., 2012 Oracles: How prediction markets turn employees into visionaries. A Review of Thompson's work. *Choice: The American Library Association*. Middletown, CT. 50-0971

Janney, J.J. 2012 The founder's dilemmas: anticipating and avoiding the pitfalls that can sink a startup. A Review of Wasserman's work. *Choice: The American Library Association*. Middletown, CT. 49-6986.

Janney, J.J., 2012 Social Entrepreneurship: theory and practice. A Review of Praszkiere and Nowak's work. *Choice: The American Library Association*. Middletown, CT. 49-5165.

Janney, J.J., 2012 Venture capitalists at work: How VCs identify and build billion dollar successes. . A Review of Shah and Shah's work. *Choice: The American Library Association*. Middletown, CT. 49-5777.

Janney, J.J., 2011 Business for the 21<sup>st</sup> Century: Towards Simplicity and Trust. A Review of Dupuy's work *Choice: The American Library Association*. Middletown, CT. 49-2766.

Janney, J.J., 2011 Angel List. A review of a web-site. *Choice: The American Library Association*. Middletown, CT. 49-0963

Janney, J.J., 2011 The Venture Capital Investment process. A review of Klonowski's work. *Choice: The American Library Association*. Middletown, CT. 48-4575.



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Janney, J.J., 2011 The Venture Capital Investment process. A review of Klonowski's work. *Choice: The American Library Association*. Middletown, CT.

Janney, J.J., 2010 Mastering the VC process: a review of Bussgang's work. *Choice: The American Library Association*. Middletown, CT. 48-0368.

Janney J.J., 2010. The Innovator's way: essential practices for successful innovation. A review of Denning's work. *Choice: The American Library Association*. Middletown, CT. 48-3365.

Janney, J.J., 2010 *The Entrepreneurs guide raising capital.* A review of Nour's work. *The American Library Association*. Middletown, CT. 47-3265.

Janney, J.J., 2009 Return on Strategy: How to achieve it! A review of Andersen, Froholdt, and Poufel work. *Choice: The American Library Association*. Middletown, CT. 47-6953

Janney, J.J., 2009. Entrepreneurial Finance: Business Strategies for the serious entrepreneur. A review of Roger's work. 52-5309 *Choice: The American Library Association*. Middletown, CT. 46-6298.

Janney, J.J., 2009. A guide to Business Planning. A review of Friend and Zehle's work. 57-7826 *Choice: The American Library Association*. Middletown, CT. 46-6899.

Janney, J.J., 2008. The innovator's guide to growth: Putting disruptive innovations to work. A review of Anderson's work. *Choice: The American Library Association*. Middletown, CT. 46-2775

Janney, J.J., 2008. Outsmart! How to do what your competitor's can't. A review of J. Champy's work. 46-0993. *Choice: The American Library Association*. Middletown, CT. 46-0393.

### Conference Presentations

Janney J.J., Gove S, Mattherne BP 2014. The Author Affiliation Index (AAI) as an Assessment of 25 Entrepreneurship Journals, 2007-2011. Academy of Management, Philadelphia, PA.

Gove S, Mattherne BP, Janney J.J., 2014. An Assessment of the Integration of Entrepreneurship via Strategic Management Textbooks. Academy of Management, Philadelphia, PA.

Janney J.J., Gove S. 2014. Cursed be the ties that bind. Market Reactions to Director Linkages of Bankrupt Firms: issues for nascent firms. USASBE (on-line), Fort Worth, TX, 2014. Winner award for practitioner relevance.

## Jay J. Janney

Janney, J.J., Lakshmi-Damaraju N, Dess GG 2014. Corporate venture capital and real options: the moderating roles of prominence and prior investment when making investments in biotechnology portfolio firms. USASBE (on-line) Fort Worth, TX 2014.

Janney, J.J., Dess, GG, Hyun-Lee S. 2014 Venture Capitalist grandstanding re-visited: when passive investors write real options through IPO underpricing USASBE (on-line), Fort Worth, TX, 2014

Janney J.J., 2013 What is good for the Founder may not be good for the investor: Using Shark Tank television shows to teach Entrepreneurial Finance Topics. In Gann R. (editor) Proceedings of USASBE (on-line), San Francisco, CA, 2012.

Janney J.J., 2012 Through the Opposite End of the lens: Market Reactions to Corporate Venture Capital. In Gann R. (editor) Proceedings of USASBE (on-line), New Orleans, LA, 2012.

Janney J.J., Gove, SG, Mattherne BP 2012. The Author Affiliate Index and applying it to Entrepreneurship journals. Gann R. (editor) Proceedings of USASBE (on-line), New Orleans, LA, 2012.

Janney J.J., & Gove, SJ 2011. When Silicon Valley resembled Salem: Market reactions to professional services firms in the stock options backdating scandal. 2011. Strategic Management Society, Miami, FL.

Gove SG and Janney, J.J., 2011. Stigma and Bankruptcy. Strategic Management Society, Miami, FL.

Janney JJ, 2011. On the Origins of Merchant Venture Capital, 2011. Academy of Management, San Antonio, TX.

Janney J.J., & Mcfarlin D, 2011. Is it smart money to not capture available value? Market reactions to Merchant VC firms making private placements of equity in the biotechnology industry. USASBE, Hilton Head, SC.

Sullivan, D. & Janney, J.J., 2009. Network Dynamics in Early-Stage Entrepreneurship: A Panel Study of How Entrepreneurs' Networks Change during Early Venture Development. Babson Kauffman Entrepreneurship Research Conference, Babson, MA.

Janney, J.J., & Gove, S.G. 2009. Pushed or Jumped? Market reactions to firms linked to the stock options backdating scandal. Presented at the Academy of Management, Chicago. Nominated for Proceedings/Best Paper Award, SIM division. From my 2008 UD-SBA Summer research grant.

Janney, J.J., 2009. How do we know if "Smart Money" is really smart? Market Reactions when biotechnology firms disclose the identities of investors. Presented at the Academy of Management, Chicago. BPS division.

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Gove, S.G. & Janney, J.J., 2008. Affiliation and taint: Market reactions to disclosure of backdating concerns. Strategic Management Conference, San Diego, CA.

Janney, J.J., Dess, G.G., 2007. Public Accountability and firm affiliation: Market reactions to firms joining the UN Global Compact. Strategic Management Conference,

Janney, J.J., & Dess, G.G. 2006. Why Grandstanding is good: Re-examining the agency theory conflict of venture capitalists and their clients. Academy of Management Conference, Atlanta, GA.

Janney J.J., & Folta, T.B. 2006. Market reactions to incremental, corporate venture capital investments made by pharmaceutical firms: insights from biotechnology. Babson Kauffman Entrepreneurship Research, Bloomington, IN.

Janney J.J., 2005 Real Options Reasoning and the formation of Entrepreneurial Conceit, Academy of Management Conference, Honolulu, HA.

Gove, S.B. Janney, J.J., Kiewitz, C.K., & Matherne, B.P. 2005. Dual Effects of Social Identification on Team Performance: Direct & Mediated Effects Through Conflict Presented at the Academy of Management, Honolulu, Hawaii,

Gove, S.B, Janney, J.J., 2004. The effect of director linkages to stigmatized firms: Market reactions to bankruptcy. Academy of Management Conference, New Orleans, La.

Matherne, B.P. Janney, J.J., Gove, S., 2004. Sharing the Wealth or Increasing the Risks: Syndication and Escalation of Commitment. Babson College 24<sup>th</sup> Annual Entrepreneurship Research Conference, Strathclyde, Scotland.

Janney, J.J., & Gove, S. 2003. Directors as relevant resources: Market reactions following corporate bankruptcy: A comparison of resource and hegemony views on the value of directors. Strategic Management Society, Baltimore, MD.

Housel, S.L. , Janney, J.J., King, W.C., & Lau, T. 2003 . Leading edge or bleeding edge? Market reactions to announcements of firms offering same-sex domestic partner benefits. Academy of Management Conference, Seattle, WA.

Janney, J.J. Gove, S., Matherne, B.P. 2003. The disclosure puzzle. Babson College 23<sup>rd</sup> Annual Entrepreneurship Research Conference, Babson Park, MA.

Dess, G.G., Bruton, G.D., Janney, J.J., 2003 . Knowledge management in technology-intensive firms in emerging economies: suggested caveats. Strategic Management Society Mini Conference: Strategic management in emerging economies: Challenging the conventional wisdom. Hong Kong, China.

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Janney, J.J., Gilley K.M. & Dess, G.G. 2002. Strategically relevant resources or really big vanity plates?: Market reactions to announcements of stadium naming rights agreements. Strategic Management Society, Paris, France.

Janney, J.J., Dess, G. 2002. Re-thinking the risk construct in the knowledge economy: new insights. Strategic Management Society, Paris, France.

Janney, J.J., 2002. Differentiating between active and passive management of real options: Integrating real options into the resource-based view of the firm. Academy of Management Conference, Denver, CO.

Janney, J.J., 2002. The signaling value of incremental investments. Babson College 20<sup>th</sup> Annual Entrepreneurship Research Conference, Boulder, CO., MA.

Janney J.J., & Dess, G.G. 2002. Rethinking risk for young firms in the knowledge economy. Academy of Management Conference, Denver, CO.

Dess, G.G., Floyd, S.W., Ireland, D., Lane, P.J., Zahra, S., McGrath, R., O'Neill, H., & Janney, J.J., 2000. Emerging Issues in Corporate Entrepreneurship. Panel discussion at the Strategic Management Society, Vancouver, Canada.

Janney J.J., & Dess, G.G. 2000. The countervailing threats of imitation and substitution to economic rents: Influences on the resource based strategies top management teams face. Academy of Management; Toronto Canada

Folta, T., B., Amburgey, T. L. & Janney, J. J. 2000. Signaling the quality of high technology ventures. Academy of Management; Toronto Canada.

Janney, J.J., & Dess, G.G. 2000. The signaling value of investor reputation in assessing start-up firm market signals. Babson College 20<sup>th</sup> Annual Entrepreneurship Research Conference, Babson Park, MA.

Janney, J.J., Folta, T.B. & Amburgey, T.L. 1999. The wheat and the chaff: Separating equilibrium and the Resource-Based View of the firm. Poster Session. Strategic Management Society, Berlin, Germany.

Picken, J.C., Dess, G.G., and J.J., Janney 1998. Leveraging human capital for superior performance. Strategic Management Society, Orlando, Florida. Nominated for McKinsey & Co. research award.

Janney, J.J., & Folta, T.B. 1998. Private equity placements as quality signals in knowledge intensive industries. Academy of Management, San Diego, California.

Janney, J.J., 1998. Incorporating social responsibility into Strategic HRM. Midwest Academy of Management, Kansas City, Missouri.

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Folta, T., B., Amburgey, T. L. & Janney, J. J. 1997. Private placements and the growth of knowledge of the firm: Quality signals in the biotechnology industry. Strategic Management Society , Barcelona, Spain.

Janney, J.J., 1997. The best laid plans o' mice and managers: Implementing control when the goal was empowerment (nominated for best paper award). 9th International Conference on Work Teams, Dallas, Texas.

### **Competitive SBA Summer Research Grants Awarded**

Each has been presented at one or more major international conferences, and over 6 papers/proceedings have emerged from these grants.

2008: The Jonah Syndrome: Disclosure and CEO turnover surrounding back-dated stock options.

2007: Glass Houses: Market Reactions to firms joining the UN Global Compact.

2006: Real Options exercise or Escalation of Commitment? Market reactions to firms acquiring their research partners in multi-stage decisions.

2005: Corporate Venture Capital: Insights from Biotechnology private placements.

2004: Dual Effects of Social Identification on Team Performance: Direct & Mediated Effects Through Conflict: (with Steve Gove, Christian Kiewitz, and Brett Matherne).

2003: Hegemony and Resources: Market reactions to bankruptcy affiliations (with Steve Gove).

## **Academic Service**

### **Administration/Faculty Search Committees**

2014-2015 Management & Marketing searches

2007-2008. Entrepreneurship Faculty

2006-2007. SBA Dean search

2005-2006. Entrepreneurship Faculty

2001-2002. Strategy/Entrepreneurship (2 positions)

2001-2002. Organizational behavior

## Jay J. Janney

### Committee Assignments

2017-present Undergraduate curriculum committee

2011-2015 Marianist Working Group

2010-2014. Summer research grant committee

2010-present. Flyer Angels Advisor.

2007-2012. KERN Family Foundation Network. With Ann Jenks and Phil Doepker, co-wrote a six figure grant. Other duties include mentoring engineering students, providing lectures to engineering classes, and completing grant assessments.

2007-2014. SOE-ENT partnership. With the Innovation Center, ENT students are embedded onto engineering design teams, who produce technical and feasibility analyses for Innovation Center clients. Teams then enter the UDBPC.

2008-2009. Chair, Department Promotion and Tenure Committee Chair.

2007-2008. Entrepreneurship Development Network (EDN), board member

2006-2011 Coordinator: University of Dayton Business Plan Competition.

2004-2011. Catholic and Marianist Identity Committee (CMIC).

2002-2010. Course Coordinator, Mgt 490—Managing the Enterprise, (duties shared with Steve Gove, 2005-2008, and John Gentner, 2008-2010).

2006-2007. Business as a Calling seminar with Brother Ray Fitz.

2006-2007. SBA Dean Search.

2004-2005. Entrepreneurship major strategic plan member. Three courses were added to the curriculum from this initiative.

Mgt 422 Business Plans for Emerging Firms

Mgt 423 Human resource Management in the Emerging Firm

Mgt 424 Family Business Management

2003-present. Entrepreneurship major admissions committee

2003-2005. Office of Computing Ethics Task Force.

2002-2003. Course Coordinator. Mgt 320,321,429.

2001-2013. Crotty Advisory Council board member.

## **Jay J. Janney**

### **Courses taught at the University of Dayton**

Mgt 301	Organizational Behavior
Mgt 319	Fundamentals of Entrepreneurial Finance (Mgt 321 for non-majors)
Mgt 320	New Venture Creation
Mgt 321	Entrepreneurial Finance
Mgt 422	Business Plan Writing
Mgt 490	Managing the Enterprise
MBA 682	New Venture Management
MBA 695	Organizational Behavior
MBA 798	Strategic and Stakeholder Management (fall 2014)

### **Dayton Daily News Interviews**

- 2009. [UD Business Plan serves the Community](#)
- 2009. [What should Entrepreneurs do in 2009?](#)
- 2008. [X-Spine: The Backbone of Success.](#)
- 2007. [Public Firms going Private.](#)
- 2007. [Business Plan Competition.](#)
- 2006. [Business Plan Competition.](#)

### **Senior Honors Thesis/ Independent Study Mentor**

- 2012-2013 Jon Schneider, through Sinclair Community College.
- 2012-2013 Richard Joshua Martinez, through the Earlham College Roald McNair Scholarship Program.
- 2007-2008 Jane Kauffman
- 2004-2005. Charnita Westley
- 2003-2004 Kara Lefevre

## **Jay J. Janney**

### **Special Service projects**

2005-2008. Mgt 490 Food Pantry Drive, 2005-2008

2004. Nick Holmes Memorial 5k walk.

### **Developmental Activities**

**Leadership UD** 2012-2013 Cohort

### **Business as a Calling**

2009 Host. "Inside the Executive Suite" featuring Jay Gould

2008 Host. "Inside the Executive Suite" featuring Alan Andolsen

### **FES Forums Led**

2003. Computer Simulations, with Steve Gove and Brett Matherne

### **LTF Forums led**

2009. Classroom Clickers, with Serdar Durmusoglu

2008. Global Compact

2007. Event Studies in the Classroom

2006. Business as a Calling (with the Brother Ray Fitz cohort)

2004. Parker Palmer and the classroom

2002. Computer Simulations

### **Pedagogy**

2005-2006 Teaching Fellows Program

### **Student Business consultation, (by business, in alphabetical order)**

These businesses were all launched by students during their time at UD. Free consulting advice provided, including the review of business plans, networking assistance, etc.

Friends and Family Cookbook, Kara Lefevre, 2002-2004



## **Jay J. Janney**

Munch-on: Adrian Perez, Eduardo Arroyo 2006-2007

Pecoraro properties, Vince Pecoraro, 2006.

Reel Memories: Jim Danis, Matt Shaw, Scott Borchers, Craig Collins Jr. 2003-2005

Scholarships.com: Ryan Daugherty 2003-2004.

Smooth Operator: Jim Danis and Ashley Kruger 2003-2004

Garbage Plate dinners Sean Johnson, 2009-2012.

Jon Schneider, Z-prototype, 2012-2013.

Beef Jerky, Kyle Terry, 2003.

T-Shirt Goofs, Kyle Terry, 2005.

1,000 miles from Ordinary T-Shirts: Dan Ptak, 2005-2006

Wired Speedlab: Kyle West 2004-2006

### **Walk the Talk mini-cases written (2002-present)**

Helped develop current configuration of Walk The Talk with faculty colleagues and Brother Victor Forlani. Participated annually in lunch discussions, wrote six mini-cases used in the lunchtime talks.

## **External Academic Leadership and Service**

Management Decision 2015-present. Associate Editor. Emerald, Bingley UK

Management Research Review 2017-present. Co-Editor. Emerald, Bingley UK

### **Academy of Management Service**

2009-present. Treasurer, Management History Division, Academy of Management: 3 year term (re-elected).

2005-2006. Entrepreneurship Division Doctoral Consortium mentor.

### **Editorial Board Memberships**

2009-present. Journal of Management Studies: 3 year term, renewed

## **Jay J. Janney**

2009-present. Strategic Entrepreneurship Journal: 3 year term, renewed

2015 (invited) Journal of Ethics and Entrepreneurship: 3 year term

2014 (invited) Management Decision: 3 year term

### **Reviews--Journals (alphabetical order)**

Academy of Management Journal--leading

Academy of Management Review--leading

Asia Pacific Journal of Management—leading

Corporate Governance: An International Review--leading

Entrepreneurship, Theory & Practice--leading

Journal of Business & Management--other

Journal of Business Ethics—high quality

Journal of Business Research--leading

Journal of Business Venturing--leading

Journal of Management--Leading

Journal of Management Studies--leading

Journal of World Business--other

Managerial Financial—Leading

Strategic Management Journal--leading

Strategic Entrepreneurship Journal--Leading

### **Reviews- Conferences (alphabetical order)**

Academy Of Management

Southern Management Association

Strategic Management Society

## **Jay J. Janney**

United States Association of Small Business and Entrepreneurship

### **Professional and Personal Non-Academic Experiences**

#### **Non-Academic Work Experiences**

1987-1997. Naval Air Warfare Center-Aircraft Division Indianapolis, Industrial Operations Group, Business & Financial Manager, BFM team leader (dual-hatted). I also was a member of a Management Buy-Out group (treasurer) which attempted to buy the facility upon closure, raising \$20 million in commitments from Clayton, Dubilier, & Rice (our bid was rejected by the government).

1986-1987. Indiana American Water Company, Muncie District, Assistant Business Manager.

1984-1985. Household International, Anderson, IN . Assistant Branch Manager.

1982-1984. Muncie Parks Department, Lifeguard,

1978-1983. Marsh Supermarkets, Utility Clerk, Muncie, IN.

#### **Volunteer/Ministry Experiences**

2006-2009. Ministry & Oversight, Whitewater Monthly Meeting, Richmond, IN.

2005-present. Troop Chaplain, Troop 78, Eaton, OH.

2005-present. First Friends Foundation, Richmond, IN.

2004-present. Reeves Scholarship Fund, Richmond, IN.

2004-2007. Indiana Network for Higher Education Ministries, Indianapolis, IN Free Strategic Planning Consultation with the INHEM director, grant reviewing.

2002-2003. Ultimate Youth Group, Richmond, IN.

2001-2007. Richmond Young Friends Advisory Board, Richmond, IN.

1999-2001. Trustee, Irvington Friends Meeting.

1996. Quaker Haven Camp, Syracuse, IN. Leader of the effort to raise funds and construct a children's playground in memory of Pam Janney.

1993-1994, 2003-2006. Quaker Haven Camp, Syracuse, In. Camp Director.

## **Jay J. Janney**

1993-1997, 2000-2004. Western Yearly Meeting Board on Meeting Development and Nurture, Plainfield, IN.

1992-1993. Clerk of coordinating council, Irvington Friends Meeting.

1991-1992, 1997, 2000-2002, 2007. Quaker Haven Camp, Syracuse, In. Camp Counselor.

1991-1994. Clerk for Financial Oversight, Irvington Friends Meeting.

1987-1989. Muncie JayCees Board of Directors, Muncie, IN. Co-led a week-long international exchange hosting program, Dick Brantner International Award, 1988.

1980-1983 Assistant Scoutmaster, Troop 39 (Yorktown, IN).

1980. Eagle Scout, Yorktown, IN. Order of the Arrow, Firecrafter, 44 merit badges earned.