

Jeffrey A. Robinson

Title and Address:

Associate Professor
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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.

Fellowships, Honors and Awards

Fellowships

Center of Excellence Fellow for Innovation and Incubation, Filene Research Institute, 2021-present

Fellow, Rutgers Institute for Corporate Social Innovation, 2020 - present

Fellow, Rutgers Advanced Institute for the Study of Entrepreneurship and Development, 2019 – present

Senior Fellow, Rutgers Center for Urban Entrepreneurship & Economic Development, 2009-present

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

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." May 2014.

Junior Faculty Teaching Award Winner 2011 - Rutgers Business School

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

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".*

Finalist, Junior Faculty Teaching Award 2010 - Rutgers Business School

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".*

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.”*

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

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

**Recognize Newark Award for Community Partnerships from the Brick City Development Corporation
NJBIZ Forty Under 40 Award**

Research Interests

Professional Identification

Research Areas: Entrepreneurship, Inclusive Innovation, Social Entrepreneurship, Urban Entrepreneurship, Social and Institutional Barriers to Entry; Stratification and Entrepreneurship

Teaching Areas: Entrepreneurship, Social Entrepreneurship, Urban Economic Development

Employment History

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

2011-2014 Visiting Fellow, Melbourne Business School, University of Melbourne, Australia

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

2003-2008 Assistant Professor, Stern School of Business, New York University

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

Titles or Assignments within Positions Held

2015-ongoing ENTREPRENEURSHIP AREA COORDINATOR - Coordinator of graduate and undergraduate entrepreneurship courses for Management & Global Business Department of Rutgers Business School.

Publications

Books

Accepted or In Press

Pinkett, R. D. and Robinson, J. A. 2022. **Black Faces in High Places: 10 Strategic Actions for Black Professionals to Reach the Top and Stay There**. New York: Harper Collins Leadership.

Published

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: Harper Collins Leadership. 2nd Edition..

Work in Progress

Robinson, J. A. (2022) **Saving Social Entrepreneurship: Seven Challenges for the future of social entrepreneurship movement**. (status: sample chapter draft complete, finalizing book proposal)

Articles in Refereed Journals

Conditionally Accepted

1. Prado, A., Robinson, J., Shapira, Z., (2021) "Effectuation Theory and Social Entrepreneurship to Serve Rural Low-Income Markets: Venture Creation and Evolution", Conditionally accepted at **Strategic Entrepreneurship Journal**.

Published

1. Vickerie-Dearman, L., McCullers, K, Robinson, J. (2021) "Poverty Alleviation Through Entrepreneurship In The United States: A Framework For Policy And Practice". **Journal of Developmental Entrepreneurship** (2021): 2150014.
2. Inouye, T., Joshi, A., Hemmatian, I., Robinson, J. 2020. "Counteracting Globalization's Skeptics: How Diasporas Influence the Internationalization Preferences of Minority Entrepreneurs' Firms." **Global Strategy Journal**, 10(1): 123-173
3. Joshi, Amol, Inoyue, Todd, & Robinson, Jeffrey A. 2018. "How does agency workforce diversity influence Federal R&D funding of minority and women technology entrepreneurs? An analysis of the SBIR and STTR programs, 2001–2011." **Small Business Economics**, 50(3), 499-519.
4. Mueller, S., D'Intino, R. S., Walske, J., Ehrenhard, M. L., Newbert, S. L., Robinson, J. A., & Senjem, J. C. 2015. "What's Holding Back Social Entrepreneurship? Removing the Impediments to Theoretical Advancement." **Journal of social entrepreneurship**, (6)3: 245-256.
5. Germak, A. and Robinson, J.A. 2014. "Exploring Motivation of Nascent Social Entrepreneurs to Engage in Social Innovation", **Journal of Social Entrepreneurship**, 5(1): 5-21.
6. Hayes, R. N. and Robinson, J.A. 2012. "An Economic Sociology of African Entrepreneurial Activity". **International Journal of Entrepreneurship**, 16 (S1), 51-68.
7. Robinson, J.A. and Hayes, R. N. 2012. "Opportunity Recognition in Inner City Markets: An Exploratory Study" **Journal of Developmental Entrepreneurship**, 17 (2):1250011 (25 pages).
8. 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.
9. Jiao, H. and Robinson, J.A. 2011. "Building international entrepreneurship through entrepreneurship capital perspective" **African Journal of Business and Management**, 5 (21): 8458-8469.

10. 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
11. 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.
12. Robinson, J.A., 2008. "Urban Entrepreneurship: Patterns and Policy" **Western New England Law Review**, January 2008, 103-118.
13. 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.
14. 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.

Work in Progress

1. Evans, M.N. Robinson, J. A. and Williamson, I.O. 2021. *The Link between HRM Practices and Social Purpose Outcomes in Indigenous Enterprises*. Under 2nd review.
2. Landoni, M., Robinson, J., ogilvie, dt. (2021) "Sustainable Urban Entrepreneurship in a Time of Crises: The Role of University Training". Preparing for Submission.
3. Hayes, R. N. and Robinson, J.A. 2021. "Moving from exploitation to empowerment: Collaborative social entrepreneurship models in African responsible tourism." Preparing for submission.
4. Robinson, J.A., Beezer, I., and Chen, C. 2021. "Understanding the Role of Race/Ethnicity and Gender Stereotypes in the Technology Venture Evaluation Process". Working Paper.
5. Robinson, J.A. Nelms, T. (2021) "Innovation in financial services: The case of urban and rural credit unions." Working paper
6. Ameri, M., Kurtzberg, T., Robinson, J.A. (2021) "Hiring Employees with Disabilities by SMEs." Working paper.
7. Robinson, J.A., Robinson, S., and Blockson, L., "Stratification and Entrepreneurship." Revising
8. Robinson, J.A. "Social and Institutional Barriers to Inner City Markets" Status: revising.
9. Sumedrea, S., Robinson, J., Guler, Kenan. (2021). "Considering the Social and Economic Predictors of Crowdfunding in Emerging Markets: The Case of Eastern Europe." Revising.

Edited Books, Anthologies, Collections, Bibliographies

Accepted or In Press

1. Robinson, J.A. and Fairchild, G. B.(2022) **The Handbook of Research on Urban Entrepreneurship & Local Development**. Boston: Edward-Elgar Publishing.

Published

1. Hockerts, K., Mair, J., Robinson, J., co-editors. 2010, **Values and Opportunities in Social Entrepreneurship**. London: Palgrave.
2. Robinson, J., Mair, J., Hockerts, K. co-editors. 2009, **International Perspectives on Social Entrepreneurship**. London: Palgrave.
3. Mair, J., Robinson, J., Hockerts, K. co-editors. 2006, **Social Entrepreneurship**. London: Palgrave.

Chapters in Books or Monographs

1. Hemmatian, I., Joshi, A.M., Inouye and, T.M. and Robinson, J.A. (2021), "Exploring the Effects of Discretion, Discrimination, and Oversight on the Inclusiveness of Small Business Contracting",

- Sergi, B.S., Scanlon, C.C. and Heine, L.R.I. (Ed.) **Entrepreneurship for Social Change (Lab for Entrepreneurship and Development)**, Emerald Publishing Limited, Bingley, pp. 203-231.
2. Inouye, T., Robinson, J., Joshi, A., (2019) *Does a Federal Glass Ceiling Have Differential Effects on Female and Male Technology Entrepreneurs? Macro and Micro-Level Issues Surrounding Women in the Workforce*, Başak Uçanok Tan, editor. London: IGI-Global pp. 109-131.
 3. Robinson, J.A., Joshi, A., Vickerie-Dearman, L., and Inouye, T. (2019). *Urban innovation: at the nexus of urban policy and entrepreneurship in Handbook of Inclusive Innovation: The Role of Organizations, Markets and Communities in Social Innovation*, eds. George, G., Baker, T., Tracey, P, Joshi, H.. Northampton, MA: Edward Elgar Publishing, pp. 129-144.
 4. 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.
 5. 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.
 6. 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.
 7. 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**.
 8. 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.

Other Works in Progress

1. Robinson, J.A. *The Landscape of Innovation in Cooperative Finance*. Working Paper.
2. Robinson, J.A. and Fairchild, G.B. 2021. *Urban entrepreneurship research revisited: A research agenda for the next decade*. Opening Chapter for edited volume.
3. Robinson, S. R., Blockson, L. & Robinson, J. A. "Using Rich Group Dialogue Methods in Entrepreneurship Research" *Revising for book chapter*.

Published Conference Proceedings

1. 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 Research Reports

Accepted or In Press

Robinson, J. A. and Harris, M. S. "Best Practices for Diversity and Inclusion in NSF I-Corps". Report to the **National Science Foundation**. August 2021.

Published

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

Robinson, J. A. "A National Urban Innovation Report". **Surdna Foundation and NJ Public Policy Research Institute**.

Externally-Funded Research Grants

09/2019-08/2022 (Grant Amount: \$3,498,000) **NATIONAL SCIENCE FOUNDATION Cooperative Agreement - “A National Initiative to Develop Diversity and Inclusion Infrastructure for STEM Innovation.”** This proposal is a collaboration between the National GEM Fellowship Consortium and the NSF to increase the number of women and underrepresented minorities in STEM entrepreneurship. The initiative augments the existing NSF I-Corps program by establishing new pathways for women and minority STEM entrepreneurs into the National Innovation Network. As Co-PI for this award, I will lead three research and evaluation teams across four other academic institutions (Vanderbilt, Berry College, U Illinois, and U Michigan) that are conducting studies related to this initiative. The total amount for this three-year award is \$3,498,000 - about \$1.2 M will come through Rutgers for this research. More detail can be found at https://www.nsf.gov/awardsearch/showAward?AWD_ID=1940055., Huggans, M, Robinson, J., Agency: National Science Foundation, Role: Co-Principal Investigator

09/2019-ongoing (Grant Amount: \$299,159) **NATIONAL SCIENCE FOUNDATION EAGER (Early Action Grant for Exploratory Research) Project- “Inclusive Innovation - Increasing the Participation of women and underrepresented minorities in the NSF I-Corps Program.”** I am the Principal Investigator for this two-year award (\$299,159), which will support research-based efforts to identify and integrate effective strategies for diversity and inclusion in the national innovation corps network. I will conduct research at the Rutgers I-Corps Site and some of the 99 other Innovation Corps Sites that constitute the National Innovation Network. More details about the grant can be found at: https://www.nsf.gov/awardsearch/showAward?AWD_ID=1938799, Robinson, J., Agency: National Science Foundation, Role: Principal Investigator

09/2016-09/2018 (Grant Amount: \$815,336) **CUEED Pipeline to Inclusive Innovation, (CUEED PII) Rutgers Business School, Rutgers University-Newark Campus, 2016-2018.** 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 year 1 at \$407,688 and for year 2 at \$407,668., Jeffrey A. Robinson, Lyneir Richardson, Gene Slowinski, Agency: U.S. Department of Commerce Minority Business Development Agency, Role: Principal Investigator

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%)

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%)

2005-2007 (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%)

Internally-Funded Research and/or Training Grants

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. The study had two parts. The first study collected data from the applicants to the New Jersey Social Innovation Institute (NJSII) to understand their backgrounds, work histories, and their innovative ideas. Data was collected from these subjects over a 12-month period to understand what activities, attitudes and actions lead to social entrepreneurial outcomes. The research question for this study was, what influences would-be social entrepreneurs from the idea stage to the social venture stage in the process of social entrepreneurship? The second study evaluated those applicants that were 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 examined 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 addressed 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. This research led to a well cited *Journal of Social Entrepreneurship* paper by Robinson and Germak. Robinson, J. (PI -50%), Germak, A.(Co-PI- 0%), and VanAlst, D. (Co-PI-20%)

06/2015-08/2017 (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., Robinson

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%)

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%)

Conference Presentations, Lectures, Demonstrations

Invited Addresses for Public Audiences

"Why We Need Social Entrepreneurs." **Invited Keynote.** University of Vermont Social Entrepreneurship Conference, Burlington, VT, April 20, 2018.

"Unleashing Social Innovation & Entrepreneurship in and around your Downtown", **Invited "Master Talk"** at the International Downtown Association, Winnipeg, Manitoba, Canada, September 13, 2017.

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

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

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

*"Urban Entrepreneurship", **Opening Keynote Speech**, University of Michigan Urban Entrepreneurship Symposium, Hosted by the Urban Entrepreneurship Initiative, October 2014*

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

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

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

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

Keynote or Plenary Addresses for Academic Conferences

"Urban Innovation for Inclusive and Sustainable Economic Growth", Keynote Presentation, Inclusive and Sustainable Economic Growth, Transilvania University of Brasov, Romania, May 31, 2019

"7 Biggest Challenges to Social Entrepreneurship: Implications for Research and Practice." Inaugural South African Social Entrepreneurship Research Colloquium, Pretoria, South Africa, July 31, 2018

"Growing Pains: Social Entrepreneurship Research and Practice at the Crossroads Keynote Presentation". Social Entrepreneurship Research Conference, Boston, MA, November 7, 2017

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

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

Other Presentations, Lectures, Demonstrations

PODCAST: Filene Fill-In: Introducing Dr. Jeffrey Robinson, Innovation and Incubation Fellow. May 27, 2021. <https://filene.org/filene-fill-in/introducing-dr-jeffrey-robinson-innovation-and-incubation-center-fellow>

Papers, Abstracts, and Lectures

Robinson, J., Landoni, M., ogilvie, dt. (2021) "Sustainable Urban Entrepreneurship in a Time of Crises: The Role of University Training". Presented at the SBE Paper Development Workshop, July 7, 2021.

Robinson, J. and Beezer, I. "Inclusive Innovation in Technology Entrepreneurship: What is it and How Can We Study It?" August, 2020, Panel Symposium, Chair and Panelist, Academy of Management Conference, Virtual.

Robinson, J. and Beezer, I. "In Search of Inclusive Innovation: Emerging Research and Intervention" August, 2020, Professional Development Workshop, Chair and Organizer, Academy of Management Conference, Virtual.

Inouye, T. Joshi, A., Immatian, I., Robinson, J. "Discretion, Discrimination, and Oversight in Federal Contracting: Examining New Theory and Evidence", August, 2019 Academy of Management Conference, Boston, MA, USA

Evans, M. Robinson, J. and Williamson, I.O. "The link between HRM practice and social purpose outcomes in indigenous enterprises", August, 2019 Academy of Management Conference, Boston, MA, USA

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.

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

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

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

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

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

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

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

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

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

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.

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.

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.

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.

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**

- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- "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.
- "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.
- "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.
- "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.

Organizing and Chairing Activities

Participation in Organizing or Chairing Conferences, Workshops, and Organizations

2011, 2012, 2019 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), Newark, (April 2019).

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 Entrepreneurship Institute** (formerly 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.

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.

Teaching Activities

Courses Taught

Social Entrepreneurship (Undergraduate), Spring 2019 - present

Managing Growing Ventures - Rutgers MBA Program - Spring 2018-present

Opportunity Identification & Evaluation (Formerly Foundations of Entrepreneurship) - Fall 2012 to present (Executive MBA & MA)

Social Entrepreneurship and Social Innovation - Rutgers MBA Program, Spring 2010, 2011, 2012, 2013, 2015, 2017

Doing Business in South Africa - Rutgers MBA Program - Winter 2016, Spring 2017, 2018, 2019

Doing Business in Russia, Rutgers MBA Programs - Spring 2015, 2016

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

2008-2014 Urban Entrepreneurship and Economic Development (MBA Program 22:620:672,673) – 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.

2010-2017 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.

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.

Teaching Other

"Foundations of Entrepreneurship" - Rutgers EMBA Program in Singapore

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

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

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

Special Courses Taught

Byrne First Year Seminar - The Entrepreneurship Ecosystem at Rutgers University (Co-taught with Prof. Gary Minkoff) - Spring 2015, 2016, 2017, 2018

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

Students Supervised

Master's or Doctoral Students by Type of Supervision

Doctoral - Primary

Ihsan Beezer, Rutgers Business School

Linda Eduoard, Rutgers Business School, Dissertation Chair

Marcus Crews, Rutgers Business School, Dissertation Chair

Shoshana Bass, Rutgers Business School, Dissertation Chair, Completed.

Lutisha Vickerie-Dearman, Rutgers Business School, Dissertation Chair, Completed.

Xiangyi Kong, Rutgers Business School, Dissertation Chair, Completed.

Huangen Chen, Rutgers Business School, Dissertation Chair, Completed.

Jiangshui Ma, Rutgers Business School, Dissertation Chair, Completed.

Andrew Germak, Rutgers School of Social Work and Rutgers Business School - 2011 to 2015

Doctoral - Committee

Rong Fu, Rutgers Business School

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

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

Editorial Activities

Membership on Editorial Boards of Scholarly or Professional Journals

2018-ongoing *Editorial Board Member - Academy of Management Perspectives*

2007-2018 *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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Service

Contributions to the Advancement of the Academic Profession

09/2012-ongoing *Senior Fellow and Academic Director, The Center for Urban Entrepreneurship & Economic Development*

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. In May 2017 the Center received the Rutgers College Class of 1930 Ernest McMahon Award - Rutgers University - "In recognition of The Center for Urban Entrepreneurship & Economic Development's significant and creative contribution to the extension of the University's educational resources through executive training, counseling, and mentoring of first generation entrepreneurs in Newark and across New Jersey, enabling fledgling urban entrepreneurs to generate, thus far, more than \$23 million in revenue to the state."*

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

2019-ongoing *Coordinator of International Partnership with a Memorandum of Understanding (MOU) between The Faculty of Economic Sciences and Business Administration , University of Transilvania at*

Brasov, Romania and The Center for Urban Entrepreneurship & Economic Development at Rutgers Business School.

*2019-ongoing Entrepreneurship Consultation Team - **Rutgers/Government of Botswana Partnership.***

*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.*

*2006-2014 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.*

*05/2010-2012 Advisory Board Member, **Brick City Development Corporation Community Development Entity (CDE)**, Newark, New Jersey*