

# PAUL DAVIDSON REYNOLDS

## VITA

US Postal Address  
P.O. Box 882103  
Steamboat Springs, CO 80488 USA

Delivery Address  
2917 Laurel Lane  
Steamboat Springs, CO 80487 USA

PaulDavidsonReynolds@gmail.com  
Cell: 1.305.781.8812

Ph: 1.970.871.6192

### EDUCATION:

Stanford University	Stanford, California	Sociology	PhD	1969
Stanford University	Stanford, California	Psychology	MA	1966
Stanford University	Stanford, California	Business	MBA	1964
Kansas University	Lawrence, Kansas	Engineering	BS	1960

### EMPLOYMENT HISTORY:

Marie Curie Incoming International Fellow	Aston U., Birmingham, UK	2013-15
Research Professor of Management	George Washington University	2011-13
Senior Research Fellow, Swiss Institute for Small Business & Entrepreneurship	University of St. Gallen, SW	2010-12
Howard Hoffman Distinguished Visiting Scholar of Management and Entrepreneurship	George Washington University	2010-11
Distinguished Visiting Professor, School of Public Policy	George Mason University	Spr 2009
Professor of Entrepreneurship and Director, Entrepreneurship Research Institute, Global Entrepreneurship Center	Florida International University	2004-08
Research Professor of Entrepreneurship	London Business School	2003-04
Professor of Entrepreneurial Studies	Babson College	2000-04
Professor of Entrepreneurship	London Business School	1999-03
Paul T. Babson Professor of Entrepreneurial Studies	Babson College	1995-99
Adjunct Research Scientist Institute for Social Research	University of Michigan	1993-95
Coleman Foundation Chairholder in Entrepreneurial Studies	Marquette University	1990-95
Professor of Sociology	University of Minnesota	1980-91
Contributing Professor	INSEAD, France	Spr 1993
Visiting Professor	Nanyang Technical Institute Singapore, Singapore	July 1990
Adjunct Professor of Management	The Wharton School; U. of Penn	1985-87
Visiting Professor of Management	The Wharton School; U. of Penn.	1984-85
Associate Professor of Sociology	University of Minnesota	1972-80
Assistant Professor of Sociology	University of Minnesota	1970-72
Assistant Professor of Sociology	Univ. of Calif., Riverside	1968-70
Lecturer in Sociology	San Francisco State College	1967-68

### AWARDS:

Academy of Management, Division of Entrepreneurship, Dedication to Entrepreneurship Award for Exceptional Activities that have significantly advanced the field of entrepreneurship.	2012
Regional Studies Editorial Board: One of 20 landmark papers in the 40 year history of the journal is: Reynolds, Paul D., David J. Storey, and Paul Westhead. 1994. "Cross-National Comparisons of the Variation in New Firm Formation Rates." <i>Regional Studies</i> 28(4):443-456.	2007
International Award for Entrepreneurship and Small Business Research (FSF-NUTEK, Sweden)*	2004
Coleman Foundation Best Paper Award; Babson-Kauffman Foundation Entrepreneurship Research Conference	Spr 1995
Single Quarter Leave; University of Minnesota	Wtr 1989
Outstanding Paper, Entrepreneurship Division, Academy of Management Annual Meetings	Aug 1988
One year sabbatical; University of Minnesota	1984-85
One year sabbatical; University of Minnesota	1975-76
Single Quarter Leave; University of Minnesota	Wtr 1973
Summer Faculty Fellowship; Univ. of Cal., Riverside	Sum 1969
National Science Foundation Dissertation Research Grant	1967-68
Public Health Service Predoctoral Fellowship	1966-68
Herbert Hoover; U.S. Steel, and Summer Fellowships, Stanford University	1965-66

\*See Per Davidsson (2005). Paul D. Reynolds: Entrepreneurship Research Innovator, Coordinator, and Disseminator. *Small Business Economics*, 24:351-358, for a commentary on career impact justifying the award.

**RESEARCH SUPPORT:**

Panel Study of Entrepreneurial Dynamics II, 48 and 60 Month Follow-ups, Co-Principal Investigator, National Science Foundation award to University of Michigan, Institute for Social Research.	\$ 875,000	2009-20011
Panel Study of Entrepreneurial Dynamics II, Fourth Wave Data Collection, Co-Principal Investigator, National Science Foundation award to University of Michigan, Institute for Social Research.	\$ 300,000	2008-2009
Panel Study of Entrepreneurial Dynamics II, Co-Principal Investigator, Ewing Marion Kauffman Foundation award to Florida International University.	\$ 289,000	2004-2008
US Entrepreneurial Index Study, Principal Investigator; Ewing Marion Kauffman Foundation award to Florida International University.	\$210,000	2004-2005
Global Entrepreneurship Monitor Research Program: Reynolds, Paul D., William Bygrave, Erkkko Autio, & Michael Hay: Babson College & London Business School: E. M. Kaufman Foundation, Ernst & Young, IBM, 34 National Teams [Estimated cumulative budget over 6 years]	\$6,000,000	1998-2004
National Panel Study of U.S. Business Start-ups: Reynolds, Paul D. Coordinator: Kaufman Center for Entrepreneurial Leadership Entrepreneurial Research	\$ 750,000	2000-2002
National Panel Study of U.S. Business Start-ups: Reynolds, Paul D. Coordinator: Entrepreneurial Research Consortium (32 units; 110 sponsored persons) (Host Institution: Babson College)	\$ 600,000	1996-2000
Wisconsin Housing and Economic Development Authority. Reynolds, Paul D., et al. Wisconsin's Entrepreneurial Climate Study: Phase I & II	\$250,000	1992-93
Organization for Economic Co-Operation and Development (with David Storey) "Cross-National Comparisons of Regional Factors Affecting Business Foundings"	\$ 50,000	1992
Ford Foundation and Aspen Institute; Rural Economic Policy Program (with Wilbur Maki) "Regional Characteristics Affecting Business Formation"	\$ 70,000	1989-1991
Western European Area Study Center, U. of Minnesota "Coordinating Cross-National Research on Entrepreneurship and Economic Change"	\$ 2,200	1989
Small Business Administration (with Wilbur Maki) "Business Volatility and Regional Economic Growth"	\$ 50,000	1988-1990
Center for Entrepreneurial Research; Univ. of Minnesota; Carlson Learning Companies; Plymouth, MN (with Richard Cardozo and Mike O'Conner) "Third Follow-up of 1984 MN New Firm Sample"	\$ 50,000	1988
Graduate School, U. of Minn. "Comparison of MN and PA New Firms"	\$ 9,500	1988-1990
National Science Foundation (with Dave Knoke), "Reliability of Organizational Measures"	\$ 87,660	1987-1988
Graduate School, University of Minnesota "Analysis of Organizational Birth, Development"	\$ 10,000	1987-1988
Ten State, Regional, Local Agencies in Minnesota "1986-87 Minnesota New Firm Survey"	\$ 80,000	1986-1987
Strategic Management Research Center, U of Minnesota "Second Year Follow-up of 1984 MN New Firm Sample"	\$ 8,000	1986-1987
Appalachian Regional Commission, Pennsylvania Department of Commerce (Conducted at University of Pennsylvania) "1986 Pennsylvania New Firm Survey"	\$ 120,000	1985-1986
Center for Urban and Regional Affairs, U. of Minnesota, "First Year Follow-up of 1984 MN New Firm Sample"	\$ 10,000	1985-1986
Center for Urban and Regional Affairs & School of Management, University of Minnesota "1984 Minnesota New Firm Survey"	\$ 25,000	1984-1985
Center for Educational Development, U. of Minnesota "Development of Student Exercises for Course in Understanding Daily Life"	\$ 5,000	1982
Minnesota Department of Agriculture (w/ V. Grey and W. Craig) "Evaluation of Minnesota Community Shade Tree Disease (Dutch Elm) Programs"	\$ 50,000	1980-1981
Graduate School, University of Minnesota "Symposium on Ethics in Social Science Research"	\$ 2,500	1976
UNESCO (Paris, France) "International Survey of Ethical Codes of Social Science Associations"	\$ 5,000	1973
Metropolitan Council of the Twin Cities, Minn (w/ Tom Bouchard and John Vincent) "Victimization Survey of Minneapolis Model Cities"	\$ 16,680	1971-1972
Metropolitan Council of the Twin Cities, MN (w/ John Vincent) "Victimization Survey of Richfield, Minn"	\$ 15,000	1972
Minnesota Governor's Crime Commission (w/ J. Vincent) "Evaluation of Youth Service Bureaus"	\$ 139,003	1971-1973
National Institutes of Mental Health "Status Incongruence and Group Structure"	\$ 6,000	1971-1972

## **CURRENT RESEARCH, SCHOLARLY ACTIVITIES**

Global Entrepreneurship Monitor: Cross-national assessments of factors affecting the level of business creation with special attention to the activities of the bottom billion and activity in the Middle East North African (MENA) region.

U.S. Panel Study of Entrepreneurial Dynamics II. (Co-principal Investigator, with Richard Curtin of U of Michigan). Assessment of factors associated with transitions from start-ups to profitable new firms and subsequent firm growth.

## **PUBLIC DOMAIN DATA SETS**

All on deposit Inter-university Consortium for Political and Social Research (ICPSR), Institute for Social Research, University of Michigan, P.O. Box 1248, Ann Arbor, MI 48106, USA (<http://www.icpsr.umich.edu>).

Reynolds, Paul D., Erkkö Autio, and Diane Hechavarria. Global Entrepreneurship Monitor [GEM]: Expert Questionnaire Data, 1999-2003. 2009. ICPSR Study 21862.

Reynolds, Paul D. and Diane Hechavarria. Consolidated Global Entrepreneurship Monitor [GEM] Adult Population Survey Data Set: 1988-2003. 2007. ICPSR Study 20320.

Reynolds, Paul D. United States Entrepreneurial Assessment, 2004. ICPSR Study 4688.

Reynolds, Paul D and Wilbur Maki. US Business and Jobs: Structure and Changes by Sector and County: 1976-1988. ICPSR Study 4471.

Reynolds, Paul D. Minnesota New Firm Survey, 1986. ICPSR Study. 6505.

Reynolds, Paul D. (with David Knoke). Reliability of Organizational Measures: Survey of Minneapolis-St. Paul Metropolitan Area Organizations (1988). ICPSR Study. 9469.

Reynolds, Paul D., Steve Freeman, and Lauren Oshana. Pennsylvania New Firm Survey, 1979-1984. ICPSR Study. 6526.

Reynolds, Paul D. and Sammis B. White. Wisconsin Entrepreneurial Climate Study, 1992-93. ICPSR Study 6241.

## **PUBLICATIONS: Books**

Reynolds, Paul Davidson. 2007. Entrepreneurship in the US: The Future is Now. New York: Springer.

Reynolds, Paul Davidson and Sammis B. White. 1997. The Entrepreneurial Process: Economic Growth, Women, and Minorities. Westport, CT: Greenwood Publishing Group, Inc.

Reynolds, Paul Davidson. 1982. Ethics and Social Science Research. Englewood Cliffs, NJ: Prentice-Hall.

Reynolds, Paul Davidson. 1979. Ethical Dilemmas and Social Science Research. San Francisco, CA: Jossey-Bass.

Reynolds, Paul Davidson. 1971. A Primer in Theory Construction. NY, NY: MacMillian (21st printing). Reissued as an A&B Classic, Allyn and Bacon, 2007.

## **PUBLICATIONS: Edited Collections**

Paul D. Reynolds and Richard T. Curtin (Eds). 2010. New Firm Creation: An International Overview. New York: Springer.

Paul D. Reynolds and Richard T. Curtin (Eds). 2009. New Firm Creation in the U.S.: Initial Explorations with the PSED II Data Set. New York: Springer.

Gartner, W.B., K.G. Shaver, N. M. Carter, and P. D. Reynolds (Eds). 2004. Handbook of Entrepreneurial Dynamics: The Process of Business Creation. Thousand Oaks, CA: Sage Publications.

Reynolds, Paul Davidson, et al. (Eds.) 2000. Frontiers of Entrepreneurship Research: 2000. Babson Park: MA: Babson College Center for Entrepreneurial Studies.

Reynolds, Paul Davidson, et al. (Eds.) 1999. Frontiers of Entrepreneurship Research: 1999. Babson Park: MA: Babson College Center for Entrepreneurial Studies.

Reynolds, Paul Davidson, et al. (Eds.) 1998. Frontiers of Entrepreneurship Research: 1998. Babson Park: MA: Babson College Center for Entrepreneurial Studies.

Reynolds, Paul Davidson, et al. (Eds.) 1997. Frontiers of Entrepreneurship Research: 1997. Babson Park: MA: Babson College Center for Entrepreneurial Studies.

Reynolds, Paul Davidson, et al. (Eds.) 1996. Frontiers of Entrepreneurship Research: 1996. Babson Park: MA: Babson College Center for Entrepreneurial Studies.

## **PUBLICATIONS: Edited Journals, Project Reports, Research and Policy Monographs**

- Reynolds, Paul D. 2012. Firm Creation in the Business Life Course: MENA Countries in the Global Context. Report submitted to International Development Research Center (Ottawa, Canada) and Organization for Economic Cooperation and Development (Paris: France).
- Reynolds, Paul D. 2010. MENA Region Entrepreneurship. Report prepared for the International Development Research Centre > International Development Research Centre, Cairo, Egypt.
- Reynolds, Paul D. 2005. South Florida Entrepreneurship: 2004 Assessment. Miami, FL: Florida International University, Pino Global Entrepreneurship Center, 35 pgs.
- Reynolds, Paul D. 2005. Entrepreneurship in the United States: 2004 Assessment. Miami, FL: Florida International University, Pino Global Entrepreneurship Center, 125 pgs.
- Reynolds, Paul D., William D. Bygrave, Erkko Autio, and others (2004). Global Entrepreneurship Monitor: 2003 Summary Report. Babson Park, MA; Babson College (140 pages).
- Reynolds, Paul D. (2002) Entrepreneurship and Development. In United Nations Department of Economic and Social Affairs, Report of the International Colloquium on Regional Governance and Sustainable Development in Tourism-driven Economies. [Cancun, Q.R., Mexico, 20-22 February 2002]\_New York, United Nations.
- Reynolds, Paul D., William D. Bygrave, Erkko Autio, Larry Cox and Michael Hay. 2002. Global Entrepreneurship Monitor: 2002 Executive Report. Kansas City, MO: Kauffman Center for Entrepreneurial Leadership (60 pgs).
- Reynolds, Paul D., William D. Bygrave, Erkko Autio, and Michael Hay. 2002. Global Entrepreneurship Monitor: 2002 Summary Report. Boston, MA and London, UK: Babson College and London Business School. (120 pgs).
- Reynolds, Paul D. Nancy M. Cater, William B. Gartner, Patricia Gr. Greene, Larry W. Cox. (2002). The Entrepreneur Next Door: Characteristics of Individuals Starting Companies in America. Kansas City, MO: Ewing Marion Kauffman Foundation (50 Pgs).
- Reynolds, Paul D., Steven Hunt, Erkko Autio, Paloma Lopez-Garcia, and Isabel Servais. (2001) Global Entrepreneurship Monitor: Data Collection-Operations Manual: Vol I – Overview and Consolidation of Master Data Files. London, UK: London Business School, Working Paper.
- Reynolds, Paul D., Steven Hunt, Erkko Autio, Paloma Lopez-Garcia, and Isabel Servais. (2001) Global Entrepreneurship Monitor: Data Collection-Operations Manual: Vol II:A – Adult Population Surveys. London, UK: London Business School, Working Paper.
- Reynolds, Paul D., S. Michael Camp, William D. Bygrave, Erkko Autio, and Michael Hay. 2001. Global Entrepreneurship Monitor: 2001 Research Report. Kansas City, MO: Kauffman Center for Entrepreneurial Leadership (120 pgs).
- Reynolds, Paul D., S. Michael Camp, William D. Bygrave, Erkko Autio, and Michael Hay. 2001. Global Entrepreneurship Monitor: 2001 Executive Report. Kansas City, MO: Kauffman Center for Entrepreneurial Leadership (58 pgs).
- Reynolds, Paul D., Andreas Rauch, Paloma Lopez-Garcia, and Erkko Autio. 2001 Global Entrepreneurship Monitor: 2000 Data Collection-Analysis Strategies Operations Manual. London, UK: London Business School, Working Paper.
- Reynolds, Paul D., Michael Hay, William D. Bygrave, S. Michael Camp & Erkko Autio. 2000. Global Entrepreneurship Monitor: 2000 Executive Report. Kansas City, MO: Kauffman Center for Entrepreneurial Leadership.
- Reynolds, Paul D. 2000. Netherlands Nascents: Entrepreneurship in Northern Europe. Chapter 4 in Entrepreneurship in the Netherlands: Opportunities and Threats to Nascent Entrepreneurship. Netherlands, Den Haag: Ministry of Economic Affairs, Pp. 33-52.
- Levie, Jonathan, Michael Hay, and Paul D. Reynolds. 1999. Global Entrepreneurship Monitor: 1999 UK Executive Report. London, UK: Apax Partners & Co, Ltd and London Business School.
- Reynolds, Paul D., Michael Hay, and Michael Camp. 1999. Global Entrepreneurship Monitor: 1999 Executive Report. Kansas City, MO: Kauffman Center for Entrepreneurial Leadership.
- Zacharakis, Andrew, Paul D. Reynolds, and William D. Bygrave. 1999. Global Entrepreneurship Monitor: National Entrepreneurship Assessment-United States of America: 1999 Executive Report. Kansas City, MO: Kauffman Center for Entrepreneurial Leadership.
- Reynolds, Paul D. (with OECD administrative staff). 1996. SMEs: Employment, Innovation, and Growth-The Washington Workshop. Paris, France: Organization for Economic Cooperation and Development (ISBN 92-64-15300-4).

- Reynolds, Paul D. 1995. High-Level Workshop on "SMEs: Employment, Innovation, and Growth": Background Issues. Paris, France: Industry Committee, Directorate for Science, Technology, and Industry, Organization for Economic Co-operation and Development. [DSTI/IND/PME/(94)4].
- Reynolds, Paul D., David J. Storey and Paul Westhead (Eds). 1994. "Regional Variations in New Firm Formation." Special Issue: Regional Studies July 28(4).
- Organization for Economic Cooperation and Development [OECD]. 1993. Regional Characteristics Affecting Small Business Formation: A Cross-National Comparison. Report prepared by Paul D. Reynolds and David J. Storey. Paris, France: OECD Co-operative Action Program on Local Initiatives: ILE Notebooks No. 18. (English and French).
- Reynolds, Paul D., David J. Storey, and Paul Westhead. 1993. Cross-National Comparisons of the Variation in New Firm Formation Rates Formation: A Cross-National Comparison. Coventry, UK: University of Warwick Centre for Small and Medium Enterprises. August. Submitted to European Commission.
- Reynolds, Paul D. and Sammis White. 1993. Wisconsin's Entrepreneurial Climate Study. Milwaukee, WI: Marquette University, Center for the Study of Entrepreneurship. Submitted to the Wisconsin Housing and Economic Development Authority, June.
- Reynolds, Paul D. and Wilbur Maki. 1992. Regional Characteristics Affecting Business Growth: Assessing Strategies for Promoting Regional Economic Well-Being. Project report submitted to the Rural Poverty and Resources Program; The Ford Foundation. New York, New York.
- Reynolds, Paul D. 1991. "Issues in Cross-National Comparisons and Analysis of the Economic Role of Small and Medium Enterprises." Prepared, under contract, for the Organization for Economic Co-Operation and Development (OECD), Paris, France, May.
- Reynolds, Paul. 1991. "Privacy and Advances in Social and Policy Sciences: Balancing Present Costs and Future Gains." Prepared for Conference on Data Access Through Disclosure Limitations. Washington, DC: National Academy of Sciences, March 1-2.
- Reynolds, Paul D. and Wilbur Maki. 1990. Business Volatility and Economic Growth. Submitted to the U.S. Small Business Administration (Contract SBA 3067-0A-88); May 28.
- Reynolds, Paul D. and Brenda Miller. 1987. 1986-87 Minnesota New Firm Survey. Minneapolis, MN: U. Minnesota Center for Urban and Regional Affairs.
- Reynolds, Paul D. and Steve Freeman. 1987. 1986 Pennsylvania New Firm Survey. Philadelphia, PA: University of Pennsylvania, The Wharton School, Sol C. Snider Entrepreneurial Center, January.
- Reynolds, Paul D. and Steve West. 1985. New Firms in Minnesota: Their Contributions to Employment and Exports, Startup Problems, and Current Status. Minneapolis, MN: U. of Minnesota Center for Urban and Regional Affairs, June.
- Reynolds, Paul. 1982. "Issues in Strategic Planning: Preliminary Explorations in the Twin Cities." University of Minnesota, Department of Sociology, Mimeo., December.
- Reynolds, Paul and G.C. Sponaugle. 1982. "Planning Social Surveys in the Twin Cities: Services Available in 1982." University of Minnesota, Center for Urban and Regional Affairs (CURA), April.
- Reynolds, Paul, William Craig, Virginia Gray, and Lois Geer. 1981. Community Shade Tree Programs in Minnesota: A Study in Participation and Effectiveness. Minneapolis, MN: Center for Urban and Regional Affairs, January.
- Reynolds, Paul and Dale Arthur Blyth. 1976. Occurrence, Reaction to, and Perception of Victimization in an Urban Setting: Analysis of a Survey of the Twin Cities Region. University of Minnesota: Department of Sociology, May. Available from National Technical Information Services, Assession No. PB292018/AS.
- Reynolds, Paul. 1976. Value Dilemmas Associated with the Development and Application of Social Sciences. Report submitted to UNESCO, 2nd version, March. No. PB290965/AS.
- Reynolds, Paul. 1976. "Suburban Police Personnel Activities - Description and Evaluation: A Literature Review." Report submitted to The Metropolitan Council of the Twin Cities. January.
- Reynolds, Paul, Dale Arthur Blyth, Diane E. Bush, and John J. Vincent. 1974. Evaluation of Seven Youth Service Bureaus in the Twin Cities Region. University of Minnesota: Department of Sociology, March. Available from National Technical Information Services, Assession No. PB290965/AS.
- Reynolds, Paul, Dale Arthur Blyth, John J. Vincent, and Thomas J. Bouchard, Jr. 1973. Victimization in a Metropolitan Region: Comparison of a Central City Area and a Suburban Community. Report to the Metropolitan Council of the Twin Cities.
- Reynolds, Paul, Thomas J. Bouchard, Jr., and Dale A. Blyth. 1972. Victimization of the Residents and Their Perceptions of Community Services: Minneapolis Model City - 1971. Report submitted to the Metropolitan Council of the Twin Cities.

- Reynolds, Paul. 1969. "Change of Decision Procedures by a Task-Oriented Group in Response to Change in the Task Situation: An Exploratory Study." Ph.D. Dissertation, Department of Sociology, Stanford University. Ann Arbor: University Microfilms, Order NO. 70-1592.
- Reynolds, Paul. 1966. "Certain Effects of the Expectation to Transmit on Concept Attainment," M.A. Thesis, Department of Psychology, Stanford University.
- Knight, Kenneth E. and Paul Reynolds. 1964. "An Initial Model of the Inter-Library Loan Librarian." Working Paper No. 80, Stanford Graduate School of Business.

**PUBLICATIONS: General Media**

- Gendron, George, Steven J. Davis, Bennett Harrison, Paul D. Reynolds, and Zolton Acs. 1995. "Small is Beautiful! Big is Best!" INC: State of Small Business Issue, pp 39-49.
- Reynolds, Paul D. 1995. "How to Get Started." INC, May: 31-32.
- Reynolds, Paul D. 1995. "Truth About Start-ups." INC, February: 23-24.
- Reynolds, Paul D. 1994. "Turmoil Today, Jobs Tomorrow." INC, December: 31-32.
- Reynolds, Paul D. 1994. "The New Economy: What We Don't Know May Hurt Us." INC, September: 25-26.
- Reynolds, Paul D. 1994. "Both (Small and Large Firms) Contribute." New York Times: Letters to the Editor, April 7.

**PUBLICATIONS: Scholarly Journals, Monographs, Refereed Proceedings, Book Chapters, Etc.**

- Reynolds, Paul Davidson. 2012. Entrepreneurship in Developing/ Economies: The Bottom Billions and Business Creation. Foundations and Trends in Entrepreneurship, 8(3):141-277.
- Kim, Phillip H., Cheol-Sung Lee, and Paul D. Reynolds. (2012) Backed by the State: Social Protection and Starting Businesses in Knowledge-Intensive Industries. Advances in Entrepreneurship, Firm Emergence and Growth 14:250-62.
- Reynolds, Paul Davidson. 2011. New Firm Creation: A Global Assessment of National, Contextual, and Individual Factors. Foundations and Trends in Entrepreneurship, 6(5-6):315-496.
- Meyskens, M., C. Robb-Post, J. A. Stamp, A. L. Carsrud, P. D. Reynolds. (2010) Social Ventures from a Resource-Based Perspective: An Exploratory Study Assessing Global Ashoka Fellows. Entrepreneurship Theory and Practice, May: In press.
- Kroeck, K. Galen, Amanda M. Bullough, and Paul D. Reynolds. 2010. Entrepreneurship and Differences in Locus of Control. Journal of Applied Management and Entrepreneurship, 15(1): in press.
- Hechavarria, Diana M. and Paul D. Reynolds . 2009. Cultural Norms and Business Start-ups: the impact of national values on opportunity and necessity entrepreneurs. International Entrepreneurship Management Journal 5:417-437.
- Reynolds, Paul D. 2009. Export Orientation and the Business Life Course: Comparing Nascent, New, and Established Enterprises. Chap 6 in A. Lundstrom (ed) The Role of SMEs and Entrepreneurship in the Global Economy. Sweden: The Globalisation Council.
- Reynolds, Paul D. and Richard T. Curtin. 2009. Business Creation in the United States: Entry, Startup Activities, and the launch of New Ventures. Chapter 7 in U.S. Small Business Administration, The Small Business Economy: A Report to the President 2008. Washington, DC: U.S. Government Printing Office, Pg. 165-240.
- Reynolds, Paul D. (2009) Screening Item Effects in Estimating the Prevalence of Nascent Entrepreneurs. Small Business Economics 33(2):151-163.
- Reynolds, Paul D. (2008) The U.S. Panel Study of Entrepreneurial Dynamics: Potential for Cross National Application. In Mogollon, Ricardo H. (Ed) Entrepreneurship: An Approach to the State of the Art. Curitiba, Brazil: Jurua (in press).
- Reynolds, Paul D. and Richard T. Curtin. 2008. Business Creation in the United States: Panel Study of Entrepreneurial Dynamics II Initial Assessment", Foundations and Trends in Entrepreneurship, 4(3):155-307.
- Reynolds, Paul Davidson. 2007. New Firm Creation in the U.S.: A PSED I Overview. Foundations and Trends in Entrepreneurship 3(1):1-149.
- Audia, Pino, John Freeman, and Paul Reynolds (2006). Organizational Foundings in Community Context: Instrument Manufacturers and their Interrelationship with other Organizations. Administrative Science Quarterly 51(3):381-419.

- Reynolds, Paul D. (2005). Understanding Business Creation: Serendipity and Scope in Two Decades of business Creation Studies. Small Business Economics 24:359-364.
- Wennekers, Sander, A van Stel, R. Thurik, and P. Reynolds, Paul. (2005) Nascent Entrepreneurship and the Level of Economic Development. Small Business Economics, 24(3)293-309.
- Reynolds, Paul, Niels Bosma, Erko Autio, Steve Hunt, Natalie De Bono, Isabel Servais, Paloma Lopez-Garcia, and Nancy Chin. (In 2005) Global Entrepreneurship Monitor: Data Collection Design and Implementation: 1998-2003. Small Business Economics: 24: 205-231.
- Bygrave, William D, and Paul Reynolds (2005). Who finances start-ups in the USA? A comprehensive study of informal investors: 2003." Frontiers of Entrepreneurship Research: 2004. Babson Park, MA: Babson College, in press.
- Reynolds, Paul D. (2005) "The Global Entrepreneurship Monitor: Implications for Europe." Chapter 9 in Audretsch, D, H. Grimm, and C. Wessner (Eds). Local Heroes in the Global Village: Globalization and New Entrepreneurship Policies. NL: Kluwer Academic, Pp. 173-188.
- Reynolds, Paul D, Nancy M. Carter, William B. Gartner, and Patricia G. Greene. (2004) The Prevalence of Nascent Entrepreneurs in the United States: Evidence from the Panel Study of Entrepreneurial Dynamics. Small Business Economics 43(4):263-284.
- Reynolds, Paul D. (2004) "Overview: Life Context and Personal Background" Chapter 1 of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, P.; 3-11..
- Reynolds, Paul D. (2004) "Labor Force Participation and Residential Tenure" Chapter 6 of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, Pp. 62-77.
- Reynolds, Paul D. (2004) "Nature of Business Start-ups" Chapter 23 of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage , Pp. 244-258..
- Carter, Nancy, W. Gartner, and P. Reynolds (2004) "Firm Founding" Chapter 28 of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, Pp. 311-323.
- Dennis, William and P. Reynolds (2004) "Knowledge and Use of Assistance" Chapter 30 of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, Pp. 336-351.
- Reynolds, Paul D. (2004) "Overview: Entrepreneurial Context and Environment" Chapter 34 of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, Pp. 403-411.
- Carter, Nancy, P. Reynolds, & W. Gartner (2004) "Perceptions of Entrepreneurial Climate" Chapter 35 of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, Pg. 412-420.
- Reynolds, Paul D. and R. Curtin (2004) "PSED Data Collection Overview" Appendix A of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, Pp. 453-476.
- Curtin, Richard and P. Reynolds (2004) "PSED Background for Analysis" Appendix B of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, Pp. 477-494.
- Reynolds, Paul D. and R. Curtin (2004) "PSED Data Set: Examples of Analysis (Use of Weights)" Appendix C of (Gartner, W. B., N. Carter, and P. Reynolds, eds) Handbook of Entrepreneurial Dynamics: The Process of Organizational Creation. Thousand Oaks, CA: Sage Publications, Pp. 495-540.
- Greene, Patricia G, Nancy M. Carter, and Paul Reynolds. (2003). Minority Entrepreneurship: Trends and Explanations. Chap. 14 in C. Steyaert and D. Hjorth (Eds), New Movements in Entrepreneurship. Cheltenham, UK: Edward Elgar, pp. 239-257.
- Bygrave, William D., Michael Hay, Emily Ng, and Paul Reynolds (2003). A Study of Informal Investing in 29 Nations Composing Global Entrepreneurship Monitor (GEM). Venture Capital 5(2):101-116..

- Bygrave, William D., Michael Hay, Paloma Lopez-Garcia, and Paul Reynolds. 2001. The Global Entrepreneurship Monitor (GEM) Model for Economic Growth: A Study of Venture Capital in 19 Nations. Frontiers of Entrepreneurship Research: 2001. Babson Park, MA: Babson College.
- Reynolds, Paul D. 2000. "National Panel Study of U.S. Business Start-ups: Background and Methodology." In Jerome A. Katz (Editor), Advances in Entrepreneurship, Firm Emergence and Growth, Vol. 4. Stamford, CT: JAI Press, Pp. 153-228.
- Reynolds, Paul D. 1998. "Business Volatility: Source or Symptom of Economic Growth?" In Zolton J. Acs, et al. (Eds) Entrepreneurship, Small and Medium-Sized Enterprises, and the Macro-economy. Cambridge, UK: Cambridge University Press.
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## **PROFESSIONAL PRESENTATIONS:**

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- Reynolds, Paul D. and Richard T. Curtin (2011). U.S. Panel Study of Entrepreneurial Dynamics: Overview and Update. Professional Development Workshop, Academy of Management Annual Meeting, San Antonio, TX: 12 August.
- Reynolds, Paul D. and Richard T. Curtin (2011). Identifying Firm Births: Alternative Definitions and Describing Business Creation. Kauffman Roundtable on Establishment Surveys, Hotel Monaco, Washington, DC. 09 August .
- Reynolds, Paul D. (2011). Factors Influencing New Business Creation Worldwide. Keynote Presentation, Entrepreneurial Education Policy for Economic Development. George Washington University, Washington, DC . 11 April .
- Reynolds, Paul D. (2011). Firm Creation: An Assessment of National Factors. Keynote Presentation, VI International Workshop of Research Based on GEM.” Ceuta, Spain. 28 March.
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- Hechavarria, Diana M. and Paul D. Reynolds (2008) Cultural Norms and Business Start-ups: The Impact of National Values on Opportunity and Necessity Entrepreneurs. Academy of Management Annual Meetings, Anaheim, CA. 11 August.
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- Reynolds, Paul D. (2005) Swedish Enterprise in a Global Perspective. Keynote address to the Confederation of Swedish Enterprise conference: More Enterprises-more jobs." Gothenberg, Sweden (15 November).
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- Reynolds, Paul D. "Business Start-Ups, Economic Growth and the Role of Finance: Cross-National Comparisons." Industry Canada: Bridging the Investment Gap Conference. Montreal, Canada, 13 June 2001.
- Reynolds, Paul D. "Research on Entrepreneurship, Intrapreneurship and Implications for Teaching." Schulich School of Business, York University, Toronto, Canada 24 May 2001.
- Reynolds, Paul D. "Networks, Social Capital, and Concentration by Regions and Sectors-Commentary. Between Invention and Innovation Research Design Workshop, Cambridge, MA: Harvard U., Kennedy School of Government, 2 May 2001.
- Reynolds, Paul D. 'Ethnic Minority Enterprise: Policy in Practice- Commentary'. UK Small Business Service Seminar Series; Department of Trade and Industry, London, UK. 1 May 2001.
- Reynolds, Paul D. "Business Start-Up Panel Studies: Why, How, and Selected Initial Outcomes. University of Amsterdam, Department of Psychology, Work and Organization Colloquia Series, Amsterdam, NL: 25 January 2001.
- Reynolds, Paul D. 2000. "Global Entrepreneurship Monitor: 2000" International Advisory Group Meeting, Swedish Foundation for Small Business Research, Brussels, BE: Radisson SAS, 20-21 November 2000.
- Reynolds, Paul D. 2000. "Global Entrepreneurship Monitor: 2000" Keynote Address. International Small Business Association, National Small Firms Policy and Research Conference, Aberdeen, UK. 17 November 2000.
- Reynolds, Paul D. 2000. "Panel Studies of Business Start-ups", Research Seminar in Entrepreneurship in the Medical Sector. Raleigh, NC: Duke University, 7-9 September 2000.
- Reynolds, Paul D. 2000. "Nurturing Small and Medium Sized Enterprises" Discussion Moderator; "Does Culture Predetermine Economic Success?" Commentator; "Allowing Entrepreneurs to Play their Part in Economic Transformation" Commentator." Southern African Economic Summit 2000: World Economic Forum, Durban South Africa, 21-23 June 2000.
- Reynolds, Paul D. 2000. National Differences in Business Start-Ups. Aarhus School of Business Seminar, Aarhus, DK: 24 May 2000.
- Reynolds, Paul D. 2000. "Women and Business Start-Ups: Cross National Comparisons" North Rhine Westfalia Ministry for Women, Youth, Family, and Health: Women in (to) Business Conference. Koln, Germany: 6 April 2000.
- Reynolds, Paul D. 2000. "Start-ups, Entrepreneurship and National Economic Growth: Current Status and Extant Research Programs. Jonkoping International Business School Seminar. Jonkoping, SE: 22 March 2000.
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- Reynolds, Paul D. 2000. "Global Entrepreneurship Monitor Research Program" Kauffman Highlight Presentation. US Association of Small Business and Entrepreneurship Annual Conference, San Antonio, TX: 19 February 2000.
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- Reynolds, Paul D. 1999. "ERC, GEM & National Contexts and Business Start-Ups." OECD Working Party on Small and Medium Enterprises: 13<sup>th</sup> Session. Paris, France, 13 December 1999.
- Reynolds, Paul D. 1999. "National Contexts and Business Start-ups." US-EU Seminar on Entrepreneurship. US Department of Labor, Bureau of Labor Statistics, Washington, DC. 18 October 1999.
- Reynolds, Paul D. 1999. "National Panel Study of U.S. Business Startups" Academy of Management Pre-Conference Meetings, Chicago, IL: 8 August 1999.

- Reynolds, Paul D. 1998. "Business Start-Ups: The Beginning of the Business Life-Course." Southern Demographic Association Annual Meeting, 30 October 1998, Annapolis, Maryland.
- Reynolds, Paul D. 1998. "Panel Studies of Business Start-Ups," Seminar on Research Strategies for the Study of Organizational Births. Preconference Program. Academy of Management Annual Meetings, San Diego, CA, 8 August 1998.
- White, Sammis B. and Paul D. Reynolds. "Factors Inhibiting Ethnic Participation in Entrepreneurial Processes.. Boulder, CO: Babson-Kauffman Entrepreneurship Research Conference. 1997.
- Reynolds, Paul D. 1996. "Understanding Entrepreneurship: A Status Report and Commentary." Research Seminar Presentation to the Entrepreneurship and Small Business Research Institute, Stockholm, Sweden and the Umea Business School, Umea, Sweden. 2-3 October.
- Reynolds, Paul D. 1996. "Jobs, Economic Growth, and Volatility." Plenary Panel Presentation, International Council on Small Business 41st World Conference, Stockholm, Sweden, 16-19 June 1996.
- Reynolds, Paul D. 1996. "Business Volatility: Source or Symptom of Economic Growth?" Conference on Entrepreneurship, SMEs and the Macro Economy, Jonkoping, Sweden, 13-15 June.
- Sammis B. White and Paul D. Reynolds. 1996. "Government Programs and High Growth New Firms". 1996 Babson-Kauffman Entrepreneurship Research Conference. Seattle, WA: University of Washington, 20-22 March.
- Reynolds, Paul D. 1996. "Results and Commentary: OECD Workshop on SMEs: Employment, Innovation, and Growth." Jonkoping, Sweden: Jonkoping International Business School, Research Seminar (24 Jan).
- Reynolds, Paul D. 1996. "Entrepreneurship and Economic Growth--New Perspectives on the Future." Swedish Policy Makers Background Briefing. Orebro, Sweden: Swedish Foundation for Small Business Research (23 Jan).
- Reynolds, Paul D. 1996. "New Business Start-Ups and the Entrepreneurial Process." Professional Development Seminar. Orebro, Sweden: Swedish Foundation for Small Business Research (22 Jan).
- Reynolds, Paul D. 1996. "New Business Start-Ups and the Entrepreneurial Process." Bodo, Norway: Bodo Graduate School of Business, Research Seminar, 18 Jan.
- Reynolds, Paul D. 1995. "New, Small Firms and Regional Economic Development." Sydney, Nova Scotia, Canada: Atlantic Schools of Business Conference Keynote Address, 3 November.
- Reynolds, Paul D. 1995. "Closing Remarks." College Park, MD: University of Maryland College of Business and Management, Workshop on Small and Medium Sized Enterprises and the Global Economy, 20 October.
- Reynolds, Paul D. 1996. "New Business Start-Ups and the Entrepreneurial Process." Philadelphia, PA: Temple University, Department of Management Research Seminar, 27 October.
- Reynolds, Paul D. 1995. "Family Firms in the Start-up Process: Preliminary Explorations." Nashville, TN: International Family Business Program Association Annual Conference, 22 July.
- Reynolds, Paul D. 1995. "Who's Starting New Firms: Linear Additive versus Interaction Based Models." 1995 Babson-Kauffman Research Conference, London, UK: London Business School, 9-12 April.
- Carter, Nancy, William Gartner, and Paul D. Reynolds. "Exploring Start-up Event Sequences: Identification of Four Types of Outcomes." 1995 Babson-Kauffman Research Conference, London, UK: London Business School, 9-12 April.
- Reynolds, Paul D. 1995. National Study of U.S. Business Start-Ups: Background and Progress Report. Newark, NJ: Rutgers University, Department of Management Seminar Series.
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- Reynolds, Paul D. 1994. "Academic Researches and Teachers Focus Group: White House Conference on Small Business Research Panel." Washington, DC: Sam Rayburn Building, Small Business Hearing Room. December 9th.
- Reynolds, Paul D. 1994. "Business Births: A Home Based Event or All Businesses Start at Home." Ithaca, N.Y.: Cornell University, Conference on Home-Based Businesses and Their Families, 20 October.
- Reynolds, Paul D. and James Morgan. 1994. "Business Start-Ups: Regional Factors and the Entrepreneurial Process." Ithaca, NY: Cornell University, Organizational Behavior Symposium Series, 20 October.
- Reynolds, Paul D. 1994. "Participation in the Entrepreneurial Process." 7th Small Enterprise Conference. Small Enterprise Association of Australia and New Zealand. Auckland, New Zealand, 25-27 September.
- Reynolds, Paul. 1994. "Reducing Barriers to Understanding New Firm Gestation: Prevalence and Success of Nascent Entrepreneurs." Academy of Management Annual Meetings, Dallas, Texas, 17 August.
- Reynolds, Paul D., D. Storey, and P. Westhead. 1994. "Regional Characteristics Affecting Entrepreneurship: A Cross-national Comparison." Babson College-Kauffman Foundation Entrepreneurship Research Conference. Wellesley, MA: Babson College, 8-12 June.
- Stearns, Timothy and Paul Reynolds. 1994. "Contextual Differences between High Tech and Low Tech Firms: An Examination of Performance." Babson College-Kauffman Foundation Entrepreneurship Research Conference. Wellesley, MA: Babson College, 8-12 June.
- White, Sammis and Paul Reynolds. 1994. "What Can the Public Sector Do to Increase New Business Starts." Babson College-Kauffman Foundation Entrepreneurship Research Conference. Wellesley, MA: Babson College, 8-12 June.
- Reynolds, Paul D. 1994. "The Entrepreneurial Process: Preliminary Explorations in the United States." University of Minnesota, New Venture Workshop, 3 March.
- Reynolds, Paul D. 1994. "The Entrepreneurial Process: Preliminary Explorations in the United States." Fountainebleau, France: INSEAD, Entrepreneurship Program Research Seminar, 25 February.

- Reynolds, Paul D. 1994. "The Entrepreneurial Process: Preliminary Explorations in the United States." Presented at the First Eurostat Workshop on Techniques of Enterprise Panels; Luxembourg, 21-23 February.
- Reynolds, Paul D. 1994. "The Entrepreneurial Process: Preliminary Explorations in the United States." Monthly professional development seminar, Research Institute for Small and Medium-Sized Business, Zoetermeer, The Netherlands, 18 February.
- Reynolds, Paul D. 1993. "Issues in the Study of Entrepreneurship and New Firms." Staff Workshop, Australian Bureau of Industry Economics, Canberra, Australia, 10 December.
- Reynolds, Paul D. 1993. "The Strategic Importance of SMEs in Creating Employment and Wealth: Background Briefing." Sydney, Australia: OECD and Australian National Small Business Centre, World Conference on Small and Medium Enterprises and Job Creation, 5-8 December.
- Reynolds, Paul D. 1993. "The Role of Entrepreneurship in Economic Systems: Developed Market and Post-Socialist Economies". Freiberg, Germany: Technical University Bergakademie Freiberg, Second Freiberg Symposium on Economics, 9-11 September.
- Reynolds, Paul D. 1993. "Understanding the Entrepreneurial Process: Selected Issues." Washington, DC: Old Executive Office Building, National Economic Council Interagency Working Group on New and Emerging Businesses. 2 July.
- Reynolds, Paul D. 1993. "Explorations of the Entrepreneurial Process in Wisconsin". Minneapolis, MN: University of Minnesota New Ventures Research Group Workshop, 8 April.
- Reynolds, Paul D. 1993. "Alternative Conceptions of Entrepreneurship," Society for Advancement of Socio-Economics, New York City, Fifth Annual Conference, 27 March.
- Reynolds, Paul D. 1993. "Hyper-Growth New Firms: Is the Top 1% Unique?" Babson College Entrepreneurship Research Conference, Houston, TX: University of Houston, 25 March.
- Stearns, Timothy, Nancy Carter, Mary Williams, and Paul D. Reynolds. 1993. "New Firm Survival: Industry, Strategy, and Location." Third Global Conference on Entrepreneurship Research. Group ESC Lyon (France), Centre des Entrepreneurs. 8-10 March.
- Reynolds, Paul D. and Sammis White. 1993. "New Businesses and Economic Growth: Wisconsin 1992" Milwaukee, WI: American Statistical Association: Milwaukee Chapter, Luncheon Presentation, 9 February.
- Reynolds, Paul D. 1993. "Wisconsin Entrepreneurial Climate Study," University of Michigan, Institute for Social Research, Invited Workshop on National Studies of the Entrepreneurial Process, 16 January.
- Reynolds, Paul D. 1992. "Regional Factors Affecting Business Growth in the United States," Workshop on Local and Regional Characteristics Affecting Small Business Formation: A Cross-National Comparison. Paris, France: Organization for Economic Cooperation and Development, Co-operative Action Program on Local Initiatives. 16 December.
- Reynolds, Paul D. and Charles Palit. 1992. "Finding the Illusive with Network Sampling: Nascent Entrepreneurs in Wisconsin." Milwaukee, WI: American Statistical Association: Milwaukee Chapter, Luncheon Presentation, 18 November.
- Reynolds, Paul D. 1992. "Regional Characteristics Affecting Business Volatility: U.S. 1980-84." Organizational Meeting of European Communities (EC) Cross National Project on Spatial Variation in New Firm Births. U. of Warwick, Coventry, UK, 23 September.
- Reynolds, Paul D., Brenda Miller, and Wilbur Maki. 1992. "Explaining Regional Variation in Business Births and Deaths: U.S. 1976-88" American Sociological Association, Pittsburgh, PA: Annual Meetings, 20-24 August.
- Reynolds, Paul D. 1992. "Future Research Directions," University of Illinois at Chicago/American Marketing Association Symposium on Marketing and Entrepreneurship. Chicago, Ill: Hyatt Hotel, 8 August.
- Reynolds, Paul and Sam White. 1992. "Finding the Nascent Entrepreneur: Network Sampling and Entrepreneurship Gestation." Fontainebleau, France, (INSEAD): Babson Entrepreneurship Research Conference, 1-5 July.
- Reynolds, Paul D. 1991. "Entrepreneurship and Economic Change: Wisconsin 1976-86." Presented to the Wisconsin Venture Network, Milwaukee, WI, 8 Apr.
- Reynolds, Paul D. 1991. "Regional Characteristics, New Firms and Economic Growth: Current Status of a Research Program." Workshop on Small Business Economics and Entrepreneurship Cambridge, MA: Harvard Business School. 19 April.
- Reynolds, Paul D. 1991. "Regional Contexts Affecting New Firm Births." 1991 Babson Entrepreneurship Research Conference. Pittsburgh, PA: University of Pittsburgh. 16-20 April.
- Reynolds, Paul D. 1991. "Privacy and Advances in Social Science: Balancing Present Costs and Future Gains." Conference on Disclosure Limitations, Approaches, and Data Access. National Academy of Sciences, Washington, DC, March 1-2.
- Reynolds, Paul D. and Wilbur Maki. 1991. "Regional Characteristics, New Firms and Economic Growth in the U.S.: 1976-86". Invited Seminar Presentation. Organization for Economic Cooperation and Development. Paris, France. 25 February.
- Carter, Nancy M., Timothy Stearns, and Paul D. Reynolds. 1991. "Strategy and Initial Competencies: Achieving 'Fit' in New Ventures." Inaugural Global Conference on Entrepreneurship Research, Imperial College, Management School, London, UK. February 18-20.
- Stearns, Timothy M., Nancy M. Carter, and Paul D. Reynolds. 1991. "Strategy-Environment Interaction Affecting New Firm Growth." Inaugural Global Conference on Entrepreneurship Research, Imperial College, Management School, London, UK. February 18-20.
- Cardozo, Richard, John Mullins, Paul Reynolds and Brenda Miller. 1991. "An Empirical Examination of New Firm Strategies." Inaugural Global Conference on Entrepreneurship Research, Imperial College, Management School, London, UK. February 18-20.
- Reynolds, Paul D. 1991. "Sociology and Entrepreneurship: Concepts and Contributions." Presented at the Interdisciplinary Conference on Entrepreneurship Theory, University of Baltimore; Baltimore, MD, 17-19 January.
- Reynolds, Paul D. and Brenda Miller. 1990. "Race, Gender and Entrepreneurship: Participation in New Firm Startups." Entrepreneurship Division, Academy of Management Annual Meetings, San Francisco, Calif. August.



- Reynolds, Paul D. and Brenda Miller. 1990. "Race, Gender and Entrepreneurship: Participation in New Firm Startups." American Sociological Association annual Meetings, Washington, DC, August.
- Reynolds, Paul D. 1990. "Strategies for Cross-National Comparisons: Matching Research Issues and Analysis Strategies." Presented at The Role of Small Firms and Entrepreneurship: A Comparison Between East and West Countries, Wissenschaftszentrum Berlin für Sozialforschung [WZB], Berlin, Germany, 6-7 July.
- Reynolds, Paul D. and Wilbur Maki. 1990. "New Firms and Economic Growth: Correlations or Causality?" Babson Entrepreneurship Research Conference, Wellesley, MA, April.
- Reynolds, Paul D. and Wilbur Maki. 1990. "U.S. Regional Characteristics, New Firms, and Economic Growth." Cross-National Workshop on the Role of Small, Medium Enterprises in Regional Economic Growth. University of Warwick, Coventry, UK, 28 March.
- Reynolds, Paul D. and Edward Montemayor. 1989. "New Firm Growth: A Geometric Model for Predicting Development Trajectories." American Sociological Association Annual Meetings, San Francisco, CA, August.
- Knoke, David (Paul Reynolds, Brenda Miller, and Naomi Kaufman). 1989. "The Reliability of Organizational Measures from Informant Reports." American Sociological Association Annual Meetings, August, San Francisco, CA.
- Reynolds, Paul D. and Wilbur Maki. 1989. "Business Foundings and Regional Economic Growth," The Institute of Management Science, 29th Annual Meetings, Osaka, Japan. August.
- Reynolds, Paul D. and Brenda Miller. 1989. "New Firm Survival: Analysis of a Panel's Fourth Year." Babson Entrepreneurship Research Conference, St. Louis, MO, 27-29 April.
- Cardozo, Richard, Paul Reynolds, Brenda Miller, and Doris Phillips. 1989. "Empirical Evidence on Developmental Trajectories of New Businesses." Babson Entrepreneurship Research Conference, St. Louis, MO, 27-29 April.
- Reynolds, Paul D. 1989. "New Firms and Population Density: Selected Recent Findings." Research Staff Seminar, Rural Business and Government Branch, U.S. Department of Agriculture, Washington, DC, 7 April.
- Reynolds, Paul D. 1989. "New Firms and Economic Change: Recent Findings and Policy Implications." American Sociological Association Invited Professional Seminar, US Small Business Administration, Washington, DC, 6 April.
- Reynolds, Paul D. 1989. "Cross-National Comparisons of the Role of New Firms in Economic Development: A Proposal for Research" Conference on Research for a Renewed Economic Policy, Växjö University, Växjö, Sweden, 15 March.
- Reynolds, Paul D. 1989. "Understanding New Firm Births." Research Colloquium, School of Management, University of Limburg, Maastricht, Netherlands, 9 March.
- Reynolds, Paul D. 1988. "New Firms -- An Exploration of Selected Issues: Foundings, Contributions, Development and Practical Implications." Research Seminar, School of Business Administration, University of Southern California, Los Angeles, CA 22 September.
- Reynolds, Paul D. 1988. "Organizational Births: Perspectives on the Emergence of New Firms." Academy of Management Annual Meetings, Anaheim, California. August. [NOTE: This paper won the first award ever given for the best paper submitted to the Entrepreneurial Division.]
- Reynolds, Paul D., Dave Knoke, and Naomi Kaufman. 1988. "Estimating Organizational Populations" Presented at Professional Workshop on the National Organizational Data Base, American Sociological Association Annual Meetings, Atlanta, GA. August.
- Reynolds, Paul D. 1988. "Organizational Births: Perspectives on the Emergence of New Firms." American Sociological Association Annual Meetings, Atlanta, GA, August.
- Reynolds, Paul D. 1988. "New Firms--An Exploration of Selected Issues: Foundings, Contributions, Development, and Policy Implications." Staff Research Seminar, Wissenschaftszentrum Berlin [WZB], West Berlin, 21 July.
- Reynolds, Paul D. 1988. "New Firms--An Exploration of Selected Issues: Foundings, Contributions, Development, and Policy Implications." Staff Research Seminar, Open University, Milton Keynes, UK, 18 July.
- Reynolds, Paul D. 1988. "New Firms--An Exploration of Selected Issues: Foundings, Contributions, Development, and Policy Implications." Research Seminar, Organization for Economic Cooperation and Development [OECD], Paris, France 12 July.
- Nichols, Mary Lippitt and Paul Reynolds. 1988. "Interdisciplinary Perspectives of Innovation and Entrepreneurship from Multiple Programs of Research in the Strategic Management Research Center." European Operational Research Societies-Institute of Management Science International Conference, Paris, France, 7 July.
- Reynolds, Paul D. 1988. "Why Survey Organizations? Value and Limitations of Representative Surveys of Organizations." European Operational Research Societies-Institute of Management Science International Conference, Paris, France, 6 July.
- Reynolds, Paul D. and David Knoke. 1988. "Reliability of Organizational Measures: Estimates Based on a Representative Sample of Urban Organizations." Presented to the NSF National Organizational Data Base Advisory Panel, May 8.
- Reynolds, Paul D. 1988. "Structural and Regional Factors Encouraging New Firm Births." Research Colloquium, W. Averell Harriman School for Management and Policy, SUNY, Stony Brook, Stony Brook, New York, 6 May.
- Reynolds, Paul D. and David Knoke. 1988. "Reliability of Organizational Measures: Models Based on a Survey of Twin Cities Organizations." University of Minnesota: Divisions of Health Services Research and Policy, 4 March.
- Reynolds, Paul D. and David Knoke. 1988. "Reliability of Organizational Measures: A Review of the Pilot Project." University of Minnesota: Strategic Management Research Center Colloquium, 20 January.
- Reynolds, Paul D. 1987. "Economic Development and New Firms: Policy Implications of the Birth and Development of New Firms." American Sociological Association Annual Meetings, Chicago, Ill, August.
- Reynolds, Paul D. 1987. "New Firm Development and Failure: Preliminary Findings from a Research Program on New Firms." Presentation to the Minnesota Venture Capital Association, Minneapolis, MN, 11 June.
- Reynolds, Paul D. 1987. "Minnesota's Experience with Business Startups." Minnesota Extension Service Economic Development Conference, Brainerd, MN, 23 April.

- Reynolds, Paul D. 1987. "New Firms: Emergence, Development, Contributions, and Survival." University of Minnesota Strategic Management Research Center Colloquium, Minneapolis, MN 13 February.
- Reynolds, Paul. 1986. "Pennsylvania and Minnesota New Firms: Emergence, Contributions, Problems and Development Patterns." Great Lakes Commission Annual Meeting, Duluth, Minnesota, October 2.
- Reynolds, Paul. 1986. "Developing New Markets for Growth Industries: Implications from the 1986 Pennsylvania New Firm Study." Appalachian Regional Commission Workshop: "Excelling in Appalachia's Changing Economy," Charleston, West Virginia, September 24.
- Reynolds, Paul. 1986. "New Firm Contributions to Pennsylvania: Explorations in Economy Change." Department of Management Colloquium, The Wharton School, University of Pennsylvania, Philadelphia, Pennsylvania, September 16.
- Reynolds, Paul D. 1986. "Organizations: Predicting Contributions and Survival." Academy of Management Annual Meeting, Hyatt Regency-Chicago, IL; August 14.
- Reynolds, Paul D. and Steve Freeman. 1986. "Pennsylvania New Firms: Emergence, Contributions, Development Patterns, and Reaction to Current Context and State Services." Local Development District Meeting, Pennsylvania Department of Commerce, Harrisburg, Pennsylvania, 21 July.
- Reynolds, Paul D. 1986. "Organizations: Predicting Contributions and Survival." Six Annual Babson College Entrepreneurial Research Conference, Wellesley, Mass., Babson College, April 17.
- Reynolds, Paul D. 1986. "Beyond Pornography--The Price of a Free Press: Commentary on Accuracy in Academia." Presented at the Midwest Sociological Society Annual Meeting, Des Moines, IA, March 26.
- Reynolds, Paul D. 1986. "Contributions of New Firms: Statewide Explorations in Economic Change." Symposium Presentation for the Economic Research Service and Extension Service, U.S. Department of Agriculture, Washington, DC February 28.
- Reynolds, Paul D. 1985. "1984 Minnesota New Firm Study." Presented to the Minnesota Job Skills Partnership Board of Directors, Ramada Inn, Bloomington, MN; September 9.
- Reynolds, Paul D. 1985. "Sociologists in Society: Scholarly Observers or Active Participants," Moderator of Luncheon Roundtable Discussion, American Sociological Association Meetings, Washington, DC; August 27.
- Reynolds, Paul D. 1985 "New Firms in Minnesota: Factors Associated with Effectiveness." Presented as Part of a Symposium on The Creation and Development of New Business Organizations, Academy of Management Meetings, San Diego, CA; August 13.
- Reynolds, Paul D. and Steven West. 1985. "Corporate Culture and Effectiveness: A Conditional Relationship." Presented as Part of a Symposium on Organization Culture and Effectiveness: Toward a New Agenda. Academy of Management Meetings, San Diego, CA; August 13.
- Reynolds, Paul D. 1985. "1984 Minnesota New Firm Study." Presented to the Minnesota State Board of Vocational Technical Education, Thunderbird Motel, Bloomington, MN; July 22.
- Reynolds, Paul D. 1985. "1984 Minnesota New Firm Study: Contributions to Employment, Sales, and Exports." Labor Market Information Conference, Bureau of Labor Statistics, U.S. Department of Labor; Charleston, SC; May 14.
- Reynolds, Paul D. 1985. "Issues in the Ethics of Research." Symposium on Research Ethics and Their Codification. New York Chapter of the American Association of Public Opinion Research (AAPOR). Summit Hotel, New York City; April 25.
- Reynolds, Paul. 1985. Organizer and Presider, Session on "The Interface: Scholarly Issues and Applied Research, American Sociological Association Meetings, Washington, D.C., August.
- Reynolds, Paul D. 1985. "Sociologists in Society: Scholarly Observers or Active Participants." Moderator of Luncheon Roundtable Discussion, American Sociological Association Meetings, Washington, D.C., August.
- Reynolds, Paul (Co-organizer with Daniel R. Denison). 1985. Symposium on "Organizational Culture and Effectiveness: Toward a New Agenda." Academy of Management Meetings, San Diego, Calif.
- Reynolds, Paul D. 1985. "New Firms in Minnesota: Factors Associated with Effectiveness." Symposium on "The Creation and Development of New Business Organizations," Academy of Management Meetings, San Diego, Calif., August.
- Reynolds, Paul D. 1985. "Corporate Culture and Effectiveness: A Conditional Relationship." Symposium on "Organizational Culture and Effectiveness: Toward a New Agenda. Academy of Management Meetings, San Diego, Calif., August.
- Reynolds, Paul. 1984. "Organizational Culture and Effectiveness: Preliminary Explorations." Technology, Institutions, and Efficiency in the American Economy Study Group, University of Minnesota, April.
- Reynolds, Paul. 1984. "Organizational Culture and Effectiveness: Preliminary Explorations." Department of Management Symposium Series, The Wharton School, University of Pennsylvania, April.
- Reynolds, Paul. 1983. PROFESSIONAL WORKSHOP: Ethics of Research. American Sociological Association Annual Meetings. Detroit, Michigan, August 31.
- Reynolds, Paul D. 1983. "Placing Sociology Ph.D.'s in Applied Careers: Recent Experiences at Minnesota. Midwest Sociological Society Annual Meetings, Kansas City, Missouri, April.
- Reynolds, Paul (with Carla B. Howery). 1983. TEACHING WORKSHOP: Teaching Applied Sociology: Curriculum Models and Internships. Midwest Sociological Society Annual Meetings, Kansas City, Missouri, April.
- Reynolds, Paul. 1982. "Graduate Internship Placements." Informal Roundtable Discussion. American Sociological Association Annual Meetings. San Francisco, California.
- Reynolds, Paul, 1982. "Applied Graduate Sociology Programs at the University of Minnesota." Presented at the ASA Workshop on Directions in Applied Sociology, Washington, D.C.: 4-6 December 1981 and Midwest Sociological Society Annual Meeting, Des Moines, Iowa: April 7-9.
- Reynolds, Paul. 1981. Panel member, "Ethics and Social Science: Research on Capitol Punishment." Midwest Sociological Society Meetings. Minneapolis, MN, 8-11 April.

- Reynolds, Paul. 1981. "Constraints on the Ethical Activities of Professional Societies." Symposium at the American Association for the Advancement of Science (AAAS), Annual Meetings: Toronto, Canada, 4 January.
- Reynolds, Paul. 1980. "Leaders Never Quit: Talking, Silence, and Influence in Interpersonal Groups." American Sociological Association, Annual Meeting in New York City, 1980. Abstracted in *Psychology Today*, November 1980, pg. 28.
- Reynolds, Paul. 1980. "Strategies for the Resolution of Moral Dilemmas in Social Science Research." American Sociological Association Annual Meetings, NYC, NY: August.
- Reynolds, Paul. 1977. "Philosophical Background and Issues Associated with Value Dilemmas in Social Science Research." Social Science Faculty Colloquium, St. Olaf College, Northfield, MN, October.
- Reynolds, Paul. 1977. "Recent Developments in the Philosophy of Theory Construction." Sociology Faculty Colloquium, St. Olaf College, Northfield, MN, June.
- Reynolds, Paul. 1976. Invited participant, panel on "Ethical Standards." XXist International Congress of Psychology. Paris, France. 18-25 July.
- Reynolds, Paul. 1976. Invited participant, panel on "The Discipline as a Profession." Midwest Sociological Association Annual Meeting. St. Louis, MO, 23 April.
- Reynolds, Paul. 1975. "Overview: Problems Confronting Social Science Professions Related to Research with Human Participants." International Social Science Council General Assembly, UNESCO, Paris, France, 8 December.
- Reynolds, Paul. 1975. "Dilemmas Associated with the Relationship Between the Scientific Enterprise and Society." Prepared for a Thematic Panel: Conflict and Dissensus: The Ethics of Research. Annual Meetings of the American Sociological Association, San Francisco, CA, 28 August.
- Reynolds, Paul. 1975. "Burglary in the Twin Cities Victimization Survey." Informal presentation to the Citizens League Committee on Incentives to Reduce Burglary. Minneapolis Public Library, 11 Nov.
- Reynolds, Paul. 1975. "Influence Structures in Small Groups." Leadership Workshop for International Students. University of Minnesota, August.
- Reynolds, Paul. 1975. "Sociology and Objectivity: A Critique of the Gouldner Thesis." Presented at the Minnesota University Forum Afternoon Lecture Series on 13 February.
- Reynolds, Paul. 1974. "Conditions Facilitating the Development of Empirically Based Knowledge." Presentation to the Department of Sociology, University of Iowa, June.
- Reynolds, Paul. 1974. "Conditions Facilitating the Development of Empirically Based Knowledge." Presentation to the North Dakota State University Social Science Symposium, May.
- Reynolds, Paul. 1974. "Strategies for Organizing Knowledge of Small Groups." Presentation to the Behavioral Science Workshop, Graduate School of Business, University of Chicago, January.
- Reynolds, Paul and James D. Orcutt. 1973. "Effects of Status Incongruence and Legitimation of Leadership on Task Related Influence Hierarchies." Presented at the Small Groups Session of the American Sociological Association Convention in New York City, August.
- Reynolds, Paul. 1973. "Critique of 'Transposition of Theory: An Application of Cybernetic Theory of Organizational Control to the Sociology of the Family' by Jerald Hage." Presented to the Family Theory Symposia, University of Minnesota, May.
- Reynolds, Paul. 1972. "Evaluation of Youth Service Bureaus in the Twin Cities Area." Presented at the Planning and Evaluation Techniques Seminar Sponsored by Region V of the Law Enforcement Assistance Administration, Bloomington, Indiana, 7 July.
- Reynolds, Paul. 1971. "Evaluation of Youth Service Bureaus in the Twin Cities Area." Presented to the 1971 State (of Minnesota) Hospital Psychologist's Research Convention in Minneapolis, MN.
- Reynolds, Paul. 1970. "Status Incongruence and Status Structure." 16th Annual West Coast Conference for Small Group Research held with the Western Psychological Association Convention, Los Angeles.
- Reynolds, Paul. 1969. "Processes Affecting the Satisfaction of Occupants of Central Positions in Task Related Interaction Patterns." 15th Annual West Coast Conference for Small Groups Research held with the Pacific Sociological Association Meetings, Seattle.

### **PUBLICATIONS: Book Reviews**

- Karmel, S.M. and J. Bryon. A Comparison of Small and Medium Sized Enterprises in Europe and in the USA. International Small Business Journal. 2003. 21(1): 125-127.
- Stokes, D. R. Small Business Management: An Active Learning Approach. *Small Business Economics*. 1994 6(1):75-77.
- Naisbitt, John and Patricia Aburdene. Megatrends 2000: Ten New Directions for the 1990's. *Small Business Economics*. 1991 3(3):239-240.
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Conference Director	(co-director) George Washington University-International Council on Small Business: Annual Global Entrepreneurship Conference: 2010-2012 Babson-Kauffman Entrepreneurship Research Conference, 1996-2000.
Editorial Boards:	<u>Contemporary Sociology</u> , 1984-85 <u>Clinical Sociology Review</u> , 1982-86 <u>Entrepreneurship, Innovation, and Change</u> , 1991- <u>Entrepreneurship: Theory and Practice</u> , 1989- <u>Foundations and Trends in Entrepreneurship</u> , 2005- <u>International Small Business Journal</u> , 1995- <u>Journal of Business Venturing</u> , 1994-2007 <u>Journal of Global Entrepreneurship Research</u> : 2011- <u>Small Business Economics</u> , 1990- <u>Sociological Practice Review</u> , 1989-92
Member	American Academy of Management American Sociological Association (ASA)
Offices and Committees:	
Academy of Management:	Newsletter Editor, Organization and Management Theory Division, 1984-85
American Sociological Association	Member, Selection Committee for the ASA Distinguished Career Award for the Practice of Sociology, 1985-1988. Secretary (elected), Sociological Practice Section, 1984-1986 Member, Committee on the Regulation of Research, 1980-1982
Reviewer	<u>Academy of Management Journal</u> : 1985,1986 <u>Administrative Science Quarterly</u> : 1985,1986,1987 <u>Annual Review of Sociology</u> : 1986 <u>American Sociological Review</u> : 1973,1974,1987, 1993 thru 1999 <u>Journal of Applied Psychology</u> : 1975,1976,1977,1978,1979,1980 <u>Journal of Management Studies</u> : 1988 National Science Foundation: 1973,1985 thru 1999 <u>Pacific Sociological Review</u> : 1980 <u>Rose Monograph Series</u> (ASA sponsored): 1980 <u>Science</u> : 1978,1980 <u>Social Problems</u> : 1987 <u>Social Psychology</u> : 1979,1980,1981 <u>Sociological Methods and Research</u> : 1983 <u>Sociological Quarterly</u> : 1986,1987 <u>The American Sociologist</u> : 1988

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Department of Sociology, University of Minnesota, Design Consultant for Mobil Laboratory for Experimental Research, 1969.  
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