

Jared Shaw Allen
Texas Tech University
Rawls College of Business
Department of Management
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EDUCATION

Ph.D. in Management
University of Central Florida

- Major: Entrepreneurship

Orlando, Florida
Expected Graduation: 2021

Certificate in Advanced Quantitative Methodologies
University of Central Florida
2018

Orlando, Florida

B.A. Psychology
Arizona State University
2004

- Major: Psychology
- Minor: Philosophy

Tempe, Arizona

RESEARCH INTERESTS:

- Research areas of interest include entrepreneurial pivoting, personal characteristics in entrepreneurial responses to failure, the role of cognition/affect in strategic and entrepreneurial judgment, and the role of family dynamics in family businesses.

PUBLICATIONS:

Stevenson, R.M., Allen, J., Wang., T. Failed but Validated (2022)? The Effect of Market Validation on Persistence and Performance after a Crowdfunding Failure. – Journal of Business Venturing.

Allen, J., Stevenson, R.M., Wang., T (2021). Creative and resourceful: How human, social, and psychological resources affect creative workers' ability to rebound after failure. Small Business Economics.

Allen, J., Stevenson, R.M, O'Boyle, E., Seibert, S (2020). Contrasting the effects of general mental ability and emotional intelligence on firm performance: A meta-analysis. Strategic Entrepreneurship Journal.

Combs, J., Shanine, K , Burrows, S., Allen, J. Pounds, T. (2020). What do we know about business families? Setting the stage for programmatically leveraging family science theories to advance family business research. Family Business Review.

RESEARCH UNDER REVIEW:

Ahmed, S., Zahra, S., Allen, J. Pati, R. Intangible resource deployment: Learning from market performance feedback. Strategic Management Journal.

Allen, J., Pollack, J., O'Boyle, E., Stevenson, R.M. Eternal fire or persistent action: The relative importance of entrepreneurial passion and persistence in various stages of business venturing. Personnel Psychology

Allen, J., Combs, J., Carr, J., Michaelis, T., Joseph, D. Pivoting away from danger versus toward opportunity: The case for survival pivots. Journal of Management.

Allen, J., Skandera, D., Wang., T., Waldron, T. Social media and learning from failure: Is managerial attention the missing link? Journal of Business Venturing.

DISSERTATION:

Research on pivoting raises questions about what it means for an entrepreneurial firm to pivot. I address this conceptual challenge through a literature review and a qualitative study. My review uncovered that changes to various aspects of a venture only result in a pivot when there is a change to the firm's identity, or it's "core approach." As a result, I define pivoting as *a fundamental shift in firm identity that occurs through strategic changes to key aspects of the firm*. I also discover important similarities and differences between pivoting and related constructs. Questions related to pivoting antecedents, processes, and consequences remain unanswered. To uncover these, I am conducting interviews with entrepreneurs. By systematically collecting and iteratively analyzing these qualitative data, I hope to develop a theoretical framework that reveals new antecedents, processes, and outcomes, and explain how these change across stages of new venture development.

ENTREPRENEURSHIP BACKGROUND:

Owner/Manager

Tempe, AZ
ProFitness Training Studios
2005-2016

Owner/Manager

Gilbert, AZ
ProThings Apparel
2009-2015

PRESENTATIONS:

Sganzerla, C., Mitchell, R., Allen, J. (2022) Why entrepreneurial processes enable value creation in entrepreneurial ecosystems. Academy of Management, Seattle, Washington.

Allen, J. (2022) Entrepreneurial emotional regulation, well-being and success. Academy of Management, Seattle, Washington.

Allen, J., Pollack, J., O'Boyle, E., Stevenson, R.M. (2022) Eternal fire or persistent action: The relative importance of entrepreneurial passion and persistence in various stages of business venturing. Babson College Entrepreneurship Research Conference, Waco, Texas.

Allen, J., Combs, J., Carr, J., Michaelis, T., Joseph, D. (2022) Pivoting away from danger versus toward opportunity: The case for survival pivots. Babson College Entrepreneurship Research Conference, Waco, Texas.

Allen, J., Joseph, D.L., Carr, J.C., Michaelis, T.L. (2020) I think I feel like pivoting? The role of cognition and affect in pivoting decisions. Southern Management Association Annual Meeting. St. Pete, Florida.

Allen, J., Stevenson, R.M., Wang, T. (2020) The role of human, social, and psychological capital on creative entrepreneurs pivoting decisions and the speed of pivoting. Symposium on Arts, Entrepreneurship, and Innovation at Indiana SPEA, Bloomington Indiana. *Conference attended virtually due to Coronavirus.*

Allen, J., Stevenson, R.M., O'Boyle, E., & Seibert, S. (2020) Contrasting the effects of general mental ability and emotional intelligence on firm performance: A meta-analysis. Accepted for presentation at 2020 Babson College Entrepreneurship Research Conference, Knoxville, Tennessee. *Conference canceled due to Coronavirus.*

Allen, J. (2020) Dealing with the difficulties of entrepreneurship: A presentation for seed stage cohorts at the Starter Studio startup accelerator program. *Attended virtually due to Coronavirus.*

Allen, J. (2020) Dealing with the difficulties of entrepreneurship: A presentation for idea stage cohorts at the Starter Studio startup accelerator program. *Attended virtually due to Coronavirus.*

Allen, J., Stevenson, R.M., Wang, T. (2019) What does it take to pivot? Leveraging intangible resources for pivoting. Southern Management Association Annual Meeting. Norfolk, Virginia.

Allen, J. (2018) Entrepreneurial pivoting in response to failure. Presented at the University of Central Florida, Department of Management, Orlando, Florida.

Allen, J., Stevenson, R.M., Wang, T. (2017) Is project failure permanent? Entrepreneurial responses to crowdfunding failure. Babson College Entrepreneurship Conference. Norman, Oklahoma.

Lassu, R., Allen, J., Piccolo, R. (2017) Job Design for Improved Health: How Alternative Job Characteristics Influence Social Well-Being. Academy of Management, Atlanta, Georgia.

Allen, J. (2017) Growing through failure: The role of growth mindsets in entrepreneurial rebounding from failure. Presented at the University of Central Florida, Department of Management, Orlando, Florida.

PAPERS IN PROCESS:

Allen, J., Joseph, D.L., Carr, J.C., Michaelis, T.L. I think I feel like pivoting? The role of cognition and affect in pivoting decisions. **Pilot study, study 1, and study 2 complete.** **Manuscript in progress.** Target – Journal of Applied Psychology.

Allen, J., Canavati De La Torre, S., & Wang, T. Help me see better: Social networks and opportunity recognition: A meta-analysis. **Coding in progress.** Target – Academy of Management Journal.

Pounds, T., Allen J., & Combs, J. Feeling Entrepreneurial: A Meta-Analysis of Antecedents of Entrepreneurial Self-Efficacy. **Coding in progress.** Target – Journal of Business Venturing.

MEDIA COVERING:

Inc. Magazine (2021)
Ladders (2021)
HR World (2021)
The Business Journal (2021)
Lab Manager (2021)
Latestly (2021)
PsyPost (2020)
US Chamber of Commerce (2020)
Eurek News (2020)

TEACHING EXPERIENCE:

Fall 2017	Instructor, Strategy Capstone Lab (MAN 4720), University of Central Florida
Spring 2017	Instructor, Strategy Capstone Lab (MAN 4720), University of Central Florida
Fall 2019	Instructor, New Venture Design (ENT 4013), University of Central Florida
Spring 2020	Instructor, New Venture Design (ENT 4013), University of Central Florida
Summer 2020	Instructor, Strategy Capstone Lab (MAN 4720), University of Central Florida
Spring 2020	Instructor, Social Entrepreneurship (MAN 4503), University of Central Florida
Spring 2022	Instructor, Strategic Management (MGT 4380), University of Central Florida

AWARDS:

Best Reviewer Award in the AOM Entrepreneurship Division (2022)

Best Doctoral Student Paper in the Entrepreneurship and Family Business Track for paper: Allen, J., Stevenson, R.M., Wang, T (2019) What Does it Take to Pivot? Leveraging Intangible Resources for Pivoting. Southern Management Association. Norfolk, Virginia.

PROFESSIONAL AFFILIATIONS

Academy of Management (AoM)

- Entrepreneurship Division
- Strategy Division

Southern Management Association (SMA)

PROFESSIONAL SERVICE & VOLUNTEERISM:

Reviewer, *Academy of Management*

Reviewer, *Southern Management Association*

Reviewer, *Small Business Economics*

Reviewer, *Journal of Business Venturing*

Rawls College of Business Assessment Day Volunteer (2021, 2022)

Guest Speaker Rawls College of Business Undergraduate Entrepreneurship Course (2022): Dealing with the difficulties of entrepreneurship

Guest Speaker Rawls College of Business MBA Course on Change and Innovation (2022): Individual and firm level resiliency.

Guest Speaker Rawls College of Business Leadership Ph.D Seminar (2022): Entrepreneurial leadership research.

STEM MBA Technology Commercialization Class Presentation Judge (2022)

Guest Speaker CARMA (2022): Management Ph.D Orientation

Guest Speaker Carlson School of Management Entrepreneurship Ph.D Seminar (2021)

Guest Speaker CARMA (2021): My research journey.

Guest Speaker CARMA (2021): Working with macro data.

Judge, 2018, 2019 Capstone Competition

COMMITTEE SERVICE:

Research Committee (Texas Tech)

PhD Committee (Texas Tech)

Entrepreneurship & Family Business Center Committee (Texas Tech)

Entrepreneurship & Family Business Center Director Search Committee (Texas Tech)

EMPLOYMENT HISTORY:

Texas Tech University: Assistant Professor, 2021-Present