

# Jason Lortie, Ph.D.

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## EDUCATION

- 2010 – 2016 Florida Atlantic University  
Doctor of Philosophy in Business Administration  
*Major:* Strategy  
*Specialty:* Entrepreneurship  
  
*Dissertation Title:* Imprinting Effects of Founding Conditions, Structure, and Capabilities on Social and Financial Organizational Outcome Satisfaction  
*Chair:* Dr. Gary Castrogiovanni
- 2008 - 2010 The University of Mississippi  
Bachelors of Business Administration  
*Major:* Behavioral Management  
*Minor:* Real Estate Finance

## ACADEMIC APPOINTMENTS

- 2017 – Present Assistant Professor of Entrepreneurship – Florida Gulf Coast University  
2015 – 2017 Visiting Assistant Professor of Management – The University of Mississippi  
2014 – 2015 Graduate Assistant Instructor – Florida Atlantic University  
2011 – 2015 Instructor of Record – Florida Atlantic University  
2010 – 2015 Research Assistant – Florida Atlantic University

## REFEREED JOURNAL PUBLICATIONS

1. Cox, K., **Lortie, J.**, Stewart, S. (In Press) When to Pray to The Angels for Funding: The Seasonality of Angel Investing in New Ventures. *Journal of Business Venturing Insights*.
2. Cox, K., **Lortie, J.**, Gramm, K. (In Press). The Investment Paradox: Why Good New Venture Ideas Often Exhibit Poor Investment Potential. *Venture Capital*.
3. **Lortie, J.**, Castrogiovanni, G., Cox, K. (2017). Gender, Social Salience, and Social Performance: How Women Pursue and Perform in Social Ventures. *Entrepreneurship and Regional Development*, 29(1-2), 155-173.
4. **Lortie, J.**, Castrogiovanni, G. (2015). The Theory of Planned Behavior in Entrepreneurship Research: What We Know And Future Directions. *International Entrepreneurship and Management Journal*, 11(4), 935-957.

## REFEREED BOOK CHAPTERS

1. **Lortie, J.** (2015). For the Greater Good: Why and How Social Entrepreneurs Exit Social Ventures. In D. DeTienne & K. Wennberg (Eds.), *Edward Elgar Handbook of Entrepreneurial Exit*

## REFEREED CONFERENCE PRESENTATIONS

2. **Lortie, J.**, Cox, K., Castro, S., Castrogiovanni, G. (2017) Measuring Social Entrepreneurship: Identification and Performance of Social Entrepreneurial Ventures. Atlanta: Academy of Management Annual Meeting.
3. **Lortie, J.**, Cox, K. Roundy, P. (2017) Institutional Channeling and Social Entrepreneurship Opportunity Recognition. Atlanta: Academy of Management Annual Meeting.
4. Cox, K., **Lortie, J.**, Barreto, T., Stewart, S. (2017) Different Strokes for Different Folks: How Generational Differences Influence Social Performance. Atlanta: Academy of Management Annual Meeting.
5. **Lortie, J.**, Cox, K. (2016) Social, For-Profit, and Non-Profit Opportunities: Towards a Theory of Social Opportunity Recognition. Charlotte: Southern Management Association Annual Meeting.
6. **Lortie, J.**, Cox, K., Sproul, C. (2016) The Theory of Entrepreneurial Differentiation: How New Firms Compete. Anaheim: Academy of Management Annual Meeting.
7. Cox, K., **Lortie, J.**, Wales, B., Sproul, C. (2016) Unintended Consequences of EO: How Hope and Optimism Impact Funding Potential. Anaheim: Academy of Management Annual Meeting.
8. Cox, K., **Lortie, J.** (2015) An Integrated Model of Intentional Entrepreneurial Action. Vancouver: Academy of Management Annual Meeting.
9. Cox, K., **Lortie, J.** (2015) Entrepreneurial Orientation, Management Capabilities, and the Funding Potential of Early Stage Ventures. Vancouver: Academy of Management Annual Meeting.
10. Cox, K., **Lortie, J.** (2015) The Investment Paradox: Why Good New Venture Ideas Often Exhibit Poor Investment Potential. Tampa: USASBE Annual Meeting.
11. **Lortie, J.** (2014). For the Greater Good: Why and How Social Entrepreneurs Exit Social Ventures. Philadelphia: Academy of Management Annual Meeting.
12. **Lortie, J.** (2013). Firm Performance in Geographical Clusters: The Case for Industry Effects. Orlando: Academy of Management Annual Meeting.
13. **Lortie, J.**, Castrogiovanni, G. (2012). The Theory of Planned Behavior in Entrepreneurship Research: What We Know and Future Directions. Ft. Lauderdale: Southern Management Association Annual Meeting.
14. **Lortie, J.** (2012). Social and Commercial Entrepreneurship Financing: Social Network and Institutional Perspectives. Ft. Lauderdale: Southern Management Association Annual Meeting.

15. **Lortie, J.** (2012). A Roadmap to Management Theory: The Fundamental Explananda of Management. Ft. Lauderdale: Southern Management Association Annual Meeting.
16. **Lortie, J.** (2012). National and Regional Long-Term Orientation Effects on Entrepreneurship. Boston: Academy of Management Annual Meeting.
17. **Lortie, J.** (2011). The Role of Social Entrepreneurial Leaders and Transformational Leadership in Existing Organizations. San Antonio: Academy of Management Annual Meeting.
18. **Lortie, J.** (2011). Social and Commercial Entrepreneurship: Institutional Perspectives. Savannah: Southern Management Association Annual Meeting.

### **PAPERS UNDER REVIEW**

- Cox, K., Lortie, J., Wales, W. Is it Frills or Founder Investment? Examining Entrepreneurial Orientation, Substantial Founder Outlay, and Early-Stage Investment Potential using Communication Theories. (3<sup>rd</sup> R&R sent to *International Small Business Journal*)
- Lortie, J., Cox, K. Roundy, P. Institutional Channeling and Social Entrepreneurship Opportunity Recognition. (Submitted to *Journal of Business Venturing*)
- Lortie, J., Cox, K., Jarvis, L. You Seem Legit: How Social Business Models Affect Legitimacy Perceptions and Subsequent Consumer Responses (Submitted to *Journal of Business Venturing*)
- Cox, K., Lortie, J., Barreto, T., Stewart, S. Different strokes for different folks: Generational differences, social salience, and social performance (Submitted to *International Small Business Journal*)
- Cox, K., Lortie, J., Castrogiovanni, G. An Integrated Model of Intentional Entrepreneurial Action. (Submitted to call for book chapter)
- Lortie, J., Cox, K., Marshall, D., Kidwell, R. Implications of Familiness Beyond the Balance Sheet: The Impact of Familiness on Social Performance (Submitted to *Entrepreneurship & Regional Development*)

### **WORKING PAPERS**

- Lortie, J., Cox, K., Sproul, C. The Theory of Entrepreneurial Differentiation: How Entrepreneurial Firms Compete. (Preparing for journal submission)
- Cox, K., Lortie, J., Wales, B., Sproul, C. Hopeful and Optimistic about Receiving Funding for a New Entrepreneurial Venture? (Preparing for journal submission)
- Lortie, J., Cox, K., Castro, S., Castrogiovanni, G. Measuring Social Entrepreneurship: Identification and Performance of Social Entrepreneurial Ventures (Preparing for journal submission)
- Lortie, J. The Role of Social Entrepreneurial Leaders and Transformational Leadership in Existing Organizations. (Preparing for journal submission)

Lortie, J. Social and Commercial Entrepreneurship Financing: Social Network and Institutional Perspectives. (Re-running empirical study after conference feedback and preparing for journal submission)

Lortie, J. National and Regional Long-Term Orientation Effects on Entrepreneurship (Preparing for journal submission)

Lortie, J. A Roadmap to Management Theory: The Fundamental Explananda of Management. (Preparing for journal submission)

Cox, K., Lortie, J. The influence of national and regional level social capital on entrepreneurial activity. (Preparing for journal submission)

Lortie, J. Firm Performance in Geographical Clusters: The Case for Industry Effects. (Preparing for journal submission)

## **COURSES TAUGHT**

The University of Mississippi (2015 – Present):

MGMT 371: Principles of Management (Six sections taught)

MGMT 383: Human Resources Management (One section taught)

MGMT 466: The Legal Environment of Small Business (One section taught)

MGMT 485: Selection and Placement (Three section taught)

MGMT 476: Entrepreneurial Leadership and Human Resources Management (One section taught)

MGMT 494: Compensation Management (Three section taught)

Florida Atlantic University (2011 – 2015):

ENT 4024: Entrepreneurship & Small Business Management (Eight sections taught)

MAN 4720: Global Strategy & Policy (Four sections taught)

## **WORK EXPERIENCE**

2012 – 2015            Scheduler/Board Member – South Florida Hockey Officials Association  
Game scheduler for 120+ officials of 800+ games a year. Responsible for invoices of around \$150,000 in 2013 and \$225,000 in 2014 to client leagues and facilities. As a board member, I was responsible for leadership of the association in terms of policies and strategy.

2008 – Present        Owner/Operator – Diamond Web LLC  
Owned and operated various content based web outlets such as Babytuition.com and Coconut-Oil-Uses.com. Diamond Web LLC operates as a holding company for 50+ web properties and generates revenue via buying, selling, and maintaining websites.

2008 – 2010         Web Editor – The Daily Mississippian  
Responsible for the daily maintenance of TheDMOnline.com, which is the daily student newspaper of The University of Mississippi. Tasks included daily story updates, basic coding of the website, and placement of advertisements.

2006 – 2008                      Owner/Operator – Triglyph Electronics Inc.  
Operated Triglyphelectronics.com, an online electronics store that sold mainstream electronic products.

## **AWARDS AND RECOGNITIONS**

- 2016 Distinguished Reviewer Award – Academy of Management Entrepreneurship Division
- 2015 Best Conference Reviewer Award – USASBE Annual Meeting
- 2015 Best Developmental Paper Track Reviewer Award – USASBE Annual Meeting
- 2014 USASBE Doctoral Consortium attendee
- 2013 Distinguished Reviewer Award – Academy of Management Entrepreneurship Division
- 2013 Academy of Management Entrepreneurship Division Doctoral Consortium attendee

## **PROFESSIONAL ASSOCIATIONS**

- Academy of Management
- Southern Management Association
- United States Association of Small Business and Entrepreneurship

## **SERVICE TO THE ACADEMY**

- Academy of Management Entrepreneurship Division Webmaster (2011 – Present)
- Manuscript Reviewer for the Academy of Management Meeting (2011 – 2016)
- Manuscript Reviewer for the Southern Management Association Meeting (2011 – 2016)
- Manuscript Reviewer for the USASBE Meeting (2013 – 2015)
- Ad hoc Reviewer for the *Journal of Business Research* (2016)
- Ad hoc Reviewer for the *Journal of Strategy and Management* (2014)
- Ad hoc Reviewer for *Entrepreneurship & Regional Development* (2013, 2016)
- Ad hoc Reviewer for the *International Entrepreneurship and Management Journal* (2010, 2011, 2015)
- Session Facilitator for the USASBE Annual Meeting (2015)
- Session Chair for the Academy of Management Annual Meeting (2014)
- Discussant for the Academy of Management Annual Meeting (2014)
- Session Chair for the Southern Management Association Meeting (2011)

## **SERVICE TO THE INSTITUTION**

- Grand Canyon University DBA Dissertation Committee Member – Keith Rogers – (2017 – Present)
- Ole Miss Honors College Thesis Chair – Emily Sutphin (2016 – Present)
- Judge for the FAU Business Plan Competition (2012 – 2015)