

Jason A. Harkins

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ACADEMIC EXPERIENCE

Interim Executive Dean	July 2022 – present	University of Maine
Associate Dean of MBS	July 2020 – 2022	University of Maine
Associate Professor	September 2014 – present	University of Maine
Assistant Professor	September 2008 – 2014	University of Maine

EDUCATION:

Ph.D. (May 2008)	<i>University of Oklahoma-</i> Norman, Oklahoma Strategic Management and Entrepreneurship
M.B.A. (May 2003)	<i>University of Missouri-</i> Columbia, Missouri Generalist
B.S. (December 2001)	<i>Truman State University-</i> Kirksville, Missouri Major: Business Administration

PEER REVIEWED PUBLICATIONS

Gilbert, Faye W.; Harkins, Jason; Agrawal, Pankaj; and Ashley, Taylor (2021)
"Internships as clinical rotations in business: Enhancing access and options,"
International Journal for Business Education: Vol. 162: No. 1, Article 7.
DOI: 10.30707/IJBE162.1.1648090658.896637
Available at: <https://ir.library.illinoisstate.edu/ijbe/vol162/iss1/7>

Busenitz, L. W., Sharfman, M. P., Townsend D. M. & Harkins, J. 2016. The emergence of dual identity social entrepreneurship: Its boundaries and limitations. *Journal of Social Entrepreneurship*, 7(1): 25-48.

Manev, I. M., Manolova, T. S., Harkins, J. A. & Gyoshev, B. S. 2015. Are pure or hybrid strategies right for new ventures in transition economies. *International Small Business Journal*, 33(8): 951-973.

Erhardt, N., Martin-Rios, C. & Harkins, J. 2014. Knowledge Flow from the Top: The Importance of Team Structure in Team Sports. *European Sports Management Quarterly*, 14(4): 375-396

Harkins, J. & Forster-Holt, N. 2014. Resource Dependence and the Exits of Young Firms. *Entrepreneurship Research Journal*, 4(4): 323-349.

Arndt, A. D. & Harkins, J. 2013. A framework for configuring sales support structure. *Journal of Business and Industrial Marketing*, 28(5): 432-443.

Harkins, J., Erhardt, N & Finegold, D. 2012. Reconsidering the link between human resource management and firm strategy for firms at the beginning and end of the organizational life cycle. *European Journal of Business Research*, 12(1): 59-70.

Canabal, A., Harkins, J. A. & Manev, I. M. 2012. What do you want and how much do you want it? A study of entrepreneurial goals and motivation intensity. *Journal of International Management Studies*, 12(1): 70-84.

Arndt, A. D., Karande, K. & Harkins, J. 2012. Does the performance of other functions in the frontline influence salesperson conflict? *International Journal of Retailing and Distribution Management*, 40 (9), 717-736.

Harkins, J. & Arndt, A. D. 2012. Antecedents and consequences of disclosures containing strategic disclosures. *Strategic Management Review*, 6 (1), 38-56.

Arndt, A. D. & Harkins, J. 2012. The role of technology in enabling sales support. *Journal of Management Policy and Practice*, 13 (2), 66-73.

FUNDED GRANT ACTIVITIES

Maine Technology Institute Grant (2019) \$80,000. Scratchpad Accelerator
Bangor Savings Bank (2019-2021) \$150,000. Scratchpad Accelerator

NSF Awarded Number: 1701087. (2017) "PFI:AIR - TT: Lateral Field Excited Acoustic Wave Sensor for Monitoring Thin Film Properties in Solid State Devices" John Vetelino PI, Nuri Emanetoglu co-PI, Jason Harkins co-PI

John Vetelino PI. 2018 Research Reinvestment Fund Seed Grant award for "Sensor Development/Adaptation to Improve Healthcare: A Collaboration Between the University of Maine System and Saint Joseph's Hospital"

SELECT RESEARCH PRESENTATIONS

Forster-Holt, N. & Harkins, J. 2019. Who explores and who exploits? A study of awardees of innovation funding. *US Association of Small Business & Entrepreneurship Annual Conference*. Tampa, FL.

Forster-Holt, N. & Harkins, J. 2018. The willingness to pay by small firm acquirers: separating sentiment from the sale. *Southern Management Association Annual Conference*. Lexington, KY

Harkins, J., Erhardt, N. & Arndt, A. 2015. Do Opposites Attract: Exploring Who Micro Firm Owners Hire and Why. Presented at Southern Management Association Annual Conference, St. Pete Beach, FL

Forster-Holt, N. & Harkins, J. 2015. Small firm exit through sale: Strategic acquirers and real options. Presented at United States Association of Small Business and Entrepreneurship Annual Conference, Tampa, FL.

Manev, I.M., Harkins J. & Gyoshev B.S. 2014. Race to the frontier: Strategic direction, strategic intensity and the competitive performance of entrepreneurial firms in transition economies. Presented at Babson College Entrepreneurship Research Conference, London, Ontario.

Forster-Holt, N. & Harkins, J. 2014. The role of the acquirer in entrepreneurial exit. Presented at Babson College Entrepreneurship Research Conference, London, Ontario.

Harkins, J. & Arndt, A. 2014. Who should sell? An investigation of how start-up entrepreneurs make the sales agent choice. Presented at National Conference in Sales Management, Maimi, FL

Harkins, J. & Erhardt, N. 2013. "How Founding Team Human Capital Affects Who Small Business Owners Hire and Fire and Why" Presented at The Academy of Management Annual Conference, Orlando, FL

Erhardt, N. & Harkins, J. 2013. "Knowledge Transfer Across Hierarchical Lines: The Importance of Structure and Type of Knowledge" Presented at The Academy of Management Annual Conference, Orlando, FL

Erhardt, N., Harkins, J. & Martin-Rios, C. 2013. "Lessons from the locker room: Managerial capabilities for knowledge flow in tall and flat organizations" Presented at Global Innovation and Knowledge Academy Annual Conference, Valencia, Spain

Forster-Holt, N. & Harkins, J. 2013. "Exit: The Effects Of Embeddedness Of The Firm And The Entrepreneur" Presented at Babson College Entrepreneurship Research Conference, Ecully, France.

Harkins, J. & Arndt, A. 2013. "Hiring a Dedicated Salesperson: A Consideration of the Antecedents of Intention to Hire" Presented at MBAA International Conference, Chicago, IL.

Harkins, J. & Erhardt, N. 2012. "Who Should Go, Who Should Stay: Team Fluidity in Entrepreneurial Teams" Presented at International Federation of Scholarly Associations of Management Annual Conference, Limerick, Ireland.

Harkins, J., Arndt, A. & Nazari, M. 2012. "The Effect of Board Member Human and Relational Capital on Disclosure Tendencies" Presented at International Federation of Scholarly Associations of Management Annual Conference, Limerick, Ireland.

Harkins, J., Johnson, R. A., Busenitz, L. W. & Hoskisson, R. 2012. "Signaling and the Acquisition of IPO Ventures" Presented at Babson College Entrepreneurship Research Conference, Dallas, TX

Canabal, A., Harkins, J. & Manev, I. 2012, "What Do You Want and How Much Do You Want it? A Study of Entrepreneurial Goals and Motivation Intensity" Presented at the International Academy of Business and Economics Winter Conference, Key West, FL.

Harkins, J., Erhardt, N. & Finegold, D. 2012, "Reconsidering the Link Between Human Resource Management and Firm Strategy for Firms at the Beginning and End of the Organizational Life Cycle" Presented at the International Academy of Business and Economics Winter Conference, Key West, FL.

Miles, P., Miles, G., & Harkins, J. 2011, "Does Industry Structure Matter? A Test of Porter's Five Forces" Presented at Decision Sciences Institute Annual Meeting, Boston, MA.

Canabal, A., Harkins, J. & Manev, I. 2011, "Entrepreneurial Motivation and Satisfaction with Performance: A Look at Motivation Intensity and Content" Presented at the Southern Management Association Conference, Savannah, GA.

Smith, D., Miller, D. R., Galloway, T. L., Harkins, J. & Arthurs, J. 2011, "Tight and Loose Coupling and the Effect of Resource Quality Heterogeneity on Firm Performance", Presented at the Academy of Management Conference, San Antonio, TX.

Arndt, A. & Harkins, J. 2011, "The Role of Technology in Sales Support Structure", Presented at MBAA International Spring Conference, Chicago, IL.

Harkins, J. 2010. "A First Look at the Relationship Between Governance and the Disclosure of Strategic Content". Presented at the Academy of Management Conference, Montreal, QC.

Harkins, J. Johnson, R. A., Busenitz, L. W., Hoskisson, R. 2008. "Signaling and the Acquisition of IPO Ventures". Presented at the Academy of Management Conference, Anaheim, CA.

Arthurs, J. D., Harkins, J. A., & Townsend, D. M. 2006. "Undervalued Strategic Factors and Human Choice: An Extension of Resource Based Theory". Presented at the Academy of Management Conference, Atlanta, GA.

Sharfman, M. P., Busenitz, L. W., Townsend D. M. & Harkins, J. A. 2006. "Examining the Social Entrepreneurship Phenomenon: A Process Model of Social Venture Choice". Presented at the Academy of Management Conference, Atlanta, GA.

Townsend, D. M. & Harkins, J. A. 2005. "Clairvoyance or Something Less Sinister: A Cognitive Model of Market Insights and Entrepreneurial Opportunity Recognition". Presented by Jason Harkins and David Townsend at the Academy of Management Conference, Honolulu, HI.

Sharfman, M. P., Busenitz, L. W., Townsend D. M. & Harkins, J. A. 2005. "Examining the Social Entrepreneurship Phenomenon: A Process Model of Social Venture Choice". Visual Presentation at the Academy of Management Conference, Honolulu, HI.

UMS and UMAINE Service

Current Participating committee member for UM General Education Revision committee.

Current 2021	Participating committee member on UMS RLE Committee Co-lead for UMM Regional Campus Task Force subgroup focused on future growth opportunities
2020-2021	Member of search committee for GSB Dean – Hired Norm O’Reilly
2018-2019	Member of search committee for MBS Dean – Hired Faye Gilbert
2017-2018	Member of search committee for GSB Dean – Hired Michael Weber
2017 & 2018	Participant on UMM Regional Campus Task Force Groups – Business and Professional Studies

CONSULTING

2021 – 2022	WanderWeb – Strategic Business Development and Roadmap
2019 – 2020	Automotive Company – Buyer preference assessment
2018 – 2019	Univeristy of Maine System RRF – sensing gait for fall protection in the aging – Customer Discovery
2018 – 2019	ECOTOS – Customer Discovery
2018 – 2019	Novel Path – Customer Discovery
2017 – Current	NSF grant to assess Quartz Crystal Monitor – Customer Discovery
2017 – 2018	Until Cars Fly – Customer Discovery
2017 – 2018	Owl Furniture – Customer Discovery
2016 – 2018	Eagre Games – Strategy and Business Development Consulting
2016 – 2017	Sensory Cyber Systems – Customer Discovery
2016 – 2017	Eternav – Customer Discovery
2015 – 2016	SaviLinx – Customer Discovery and Business Strategy
2015 – 2016	CIMME – Customer Discovery

PROFESSIONAL ACTIVITIES

2021	Lead of MxG Growth Stage Company working group <ul style="list-style-type: none"> Facilitating the surveying of Maine growth stage companies and the development of recommendations for spending related to American Recovery Plan monies within the State of Maine.
2016 – Current	President of the Board for UpStart Maine
2016 – 2022	Board Member of the Maine Discovery Museum
2015 – Current	Managing Director of Scratchpad Accelerator
2016 – 2021	Owner and Managing Partner CoVort
2016 – 2020	Managing Partner Fractional Executives of ME 12 total companies between 2015 and 2019 in the program
2015 – 2016	Member of the 2016 Class of the Bangor Regional Leadership Institute
2014 – 2018	SCORE Mentor
2013 – 2017	Co-organizer and curriculum manager of Top Gun Entrepreneur Development Program in the Bangor Region
2011- 2013	Member of Business Development Committee at United Cerebral Palsy of Maine

1/9/11 – 1/13/11 Attended Price Babson Symposium for Entrepreneurship
Educators
2009 – 2012 Regular Contributing Consultant for Knowledge Transfer Alliance

BOARD OF DIRECTORS

2020 – Current Cobbler Technologies

ENTREPRENEURIAL ADVISORY BOARDS

2017 – Current Wilcox Wellness and Fitness
2014 – 2020 Tip Whip LLC
2014 – 2017 FORK Food Labs

CONTRIBUTIONS TO THE ACADEMY

2011-2019 Editorial Review Board for *Journal of Marketing and Strategic Management* formerly *Strategic Management Review* (review and decide on approximately 1 paper per year)
2013-2019 Editorial Review Board for *Cogent Business and Management* (decide on approximately 4 articles per year)
2012-2018 Ad Hoc Reviewer for *Strategic Management Journal*
2004-2018 Reviewer for the Academy of Management Conference BPS & ENT Divisions and General Conference
2008-2016 Reviewer for the Southern Management Association Conference