

CURRICULUM VITAE

Dr. Justin L. Davis

University of West Florida
Department of Management and MIS
College of Business
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Pensacola, Florida 32514
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EDUCATION

- PhD University of Texas at Arlington, 2007
Major Field: Strategic Management
Minor Field: International Business
Dissertation: Firm-Level Entrepreneurship and Performance:
An Examination and Extension of Relationships and
Measurements of the Entrepreneurial Orientation Construct
- MBA Texas Tech University, 2003
Concentration: Organizational Strategy & Entrepreneurial Studies
- BBA Dallas Baptist University, 2001
Major: Business Management
Minor: Marketing

PUBLICATIONS (Journal Articles - Published or Forthcoming)

- Davis, J.L.,** McElfresh, L., Krieger, K., and Fodor, A. (2015). "Exploiting Week 2 Bias in the NFL Betting Markets." *Journal of Prediction Markets*, Vol. 9(1): 53-67. Peer Reviewed
- Marvel, M., **Davis, J.L.**, and Sproul, C. (2015). "Human Capital and Entrepreneurship Research: A Critical Review and Future Directions." *Entrepreneurship: Theory & Practice*. DOI: 10.1111/etap.12136 Peer Reviewed
- Davis, J.L.**, Fodor, A., Pfahl, M. and Stoner, J. (2014). "Team Interdependence and Turnover: Evidence from the NFL." *American Journal of Business*, Vol. 29(3/4): 276-292. Peer Reviewed

- Moore, C.B., Payne, G.T., Bell, R.G. and **Davis, J.L.** (2015). "Institutional Distance and Cross-Border Venture Capital Investment Flows." *Journal of Small Business Management*, 53(2): 482-500. doi: 10.1111/jsbm.12079. Peer Reviewed
- DiFillipo, M., Krieger, K., **Davis, J.L.**, and Fodor, A. (2014). "Early season NFL over/under bias." *Journal of Sports Economics*, 15(2): 201-211. Peer Reviewed
- Fodor, A., DeFilippo, M., Krieger, K., and **Davis, J.L.** (2013). "Inefficient Pricing from Holdover Bias in NFL Point Spread Markets." *Applied Financial Economics*, 23(17): 1407-1418. Peer Reviewed
- Girdner, C., **Davis, J.L.**, Fodor, A., and Kirch, D. (2013). "Early Season NBA Over/Under Bias." *Journal of Prediction Markets*, 7(2): 1-9. Peer Reviewed
- Davis, J.L.**, Bell, R.G. and Payne, G.T. (2010). "Stale in the pulpit? Leader tenure and the relationship between market growth strategy and church performance." *International Journal of Nonprofit and Voluntary Sector Marketing*, 15(4): 352-368. Peer Reviewed
- Davis, J.L.**, Bell, R.G., Payne, G.T. and Kreiser, P.M. (2010). "Entrepreneurial Orientation and Firm Performance: The Moderating Role of Managerial Power." *American Journal of Business*, 25(2): 41-54. Peer Reviewed
- Kreiser, P.M., Marino, L., **Davis, J.L.**, Tang, Z. and Choonwoo, L. (2010). "Firm-level Entrepreneurship: The Role of Proactiveness, Innovativeness, and Strategic Renewal in the Creation and Exploitation of Opportunities." *Journal of Developmental Entrepreneurship*, 15(2): 143-163. Peer Reviewed
- Kreiser, P.M. and **Davis, J.L.** (2010). "Entrepreneurial Orientation and Firm Performance: The Unique Impact of Innovativeness, Proactiveness, and Risk-taking." *Journal of Small Business and Entrepreneurship*, 23(1): 39-51. Peer Reviewed
- Payne, G.T., Kennedy, K.H. and **Davis, J.L.** (2009). "Competitive Dynamics Among Service SMEs." *Journal of Small Business Management*, 47(4): 421-442. Peer Reviewed
- Kreiser, P.M. and **Davis, J.L.** (2009) "A Revised Conceptual Model of the Firm-Level Entrepreneurial Process." *Journal of Small Business Strategy*, 20(1): 1-18. Peer Reviewed
- Payne, G.T., **Davis, J.L.**, Moore, C. and Bell, R.G. (2009). "The Deal Structuring Stage of the Venture Capitalist Decision-Making Process: Exploring Confidence and Control." *Journal of Small Business Management*, 47(2): 154-179. Peer Reviewed

Davis, J.L., Payne, G.T. and McMahan, G.C. (2007). "A Few Bad Apples? Scandalous Behavior of Mutual Fund Managers." *Journal of Business Ethics*, 76(3): 319-334. Peer Reviewed

PUBLICATIONS (Book Chapters or Other)

Horton, D. and **Davis, J.L.** (Forthcoming, 2016). "Till Death Do Us Part: The Rise and Fall of Mustang Mania." In Eds. Harper, S.R. & Donnor, J.K. *Scandals in College Sports: Legal, Ethical, and Policy Case Studies*. Taylor & Francis. Editor Review

Davis, J.L. and Stoner, J. (2012). "Social Capital in Entrepreneurship." In the *Encyclopedia of New Venture Management*, Eds. M. Marvel and J. Golson. Sage Publications, Inc. Editor Review

Davis, J.L. and Fodor, A.J. (2012). "Entrepreneurial Orientation." In the *Encyclopedia of New Venture Management*, Eds. M. Marvel and J. Golson. Sage Publications, Inc. Editor Review

Iyer, D. and **Davis, J.L.** (2012). "Discovery and Exploitation." In the *Encyclopedia of New Venture Management*, Eds. M. Marvel and J. Golson. Sage Publications, Inc. Editor Review

Payne, G.T., **Davis, J.L.** and Blair, J.D. (2006). "Fit as Moderation and Matching: A Test of Strategy and Structure Congruence in Relationship to Performance." *Advances in Health Care Management*, JAI Press, 6. Editor Review

MANUSCRIPTS UNDER REVIEW

Weinhardt, J., Petricevic, O., and Davis, J.L. "A Motivational Approach to Understanding Entrepreneurial Confidence." (Under review at *Journal of Management* – Elite Management Journal)

Davis, J.L., Payne, G.T. and Kreiser, P.M. "The Influence of Environment on Top-Executive Compensation Contracts." (Under review at the *International Entrepreneurship and Management Journal* – Top 10 Entrepreneurship Journal)

Moore, C.B., Payne, G.T., Davis, J.L. and Bell, R.G. "Social Capital Research in Entrepreneurship: Conceptualizations, Measurements and Future Considerations." (Revise and Resubmit at *International Entrepreneurship and Management Journal* – Top 10 Entrepreneurship Journal)

Davis, J.L. and Fodor, A.J. "In the Eye of the Beholder: The Rationality of Status Anxiety-Based Decision Making." (Under Review at *Journal of Business Ethics* – Top Ethics Journal)

WORKS IN PROGRESS

Davis, J.L., Abston, K., and Weinhardt, J. "Failure in Education: Student Post-Response and Motivation." Targeted for the *Journal of Management Education*. (Data-collection – Round two)

Weinhardt, J. and Davis, J.L. "Organizational Psychological Safety and Ethical Leadership in Healthcare Organizations." Targeted for the *Journal of the American Medical Association*. (Data collection – Round 2 of 5)

Davis, J.L. Weinhardts, J., and Fenters, V. "Parental Influence and Perceptions on Child's Entrepreneurial Intentions." Targeted for *Family Business Review*. (Data collection – Round 2 of 5)

Davis, J.L. "Examining Strategic Human Resource Practices in the Informal Economy." Targeted for *Human Resource Management Review*.

Davis, J.L., Payne, G.T., and Short, J. "Holy Entrepreneurship, Batman!" Targeted for *Journal of Management Education*.

Davis, J.L., Payne, G.T. and McGee, J.E. "The Moderating Role of the Environment in the Entrepreneurial Orientation to Firm Performance Relationship: A Meta-Analytic Examination." Targeted for *Journal of Small Business Management*.

Davis, J.L. "Alternative to the EO measurement." Targeted for *Entrepreneurship Theory & Practice*.

Davis, J.L. "A Philosophical and Logical Debate of Competitive Advantage." Targeted for *Harvard Business Review*.

Davis, J.L. and Davis, M.M. "The Informal Economy: A Review and Directions for Organizational Research." Targeted for *Human Resource Management Review*.

Davis, J.L. "The 'Dark Side' of Social Capital: Defining and Exploring the Consequences of Social Relationships." Targeted for the *Harvard Business Review*.

CONFERENCE PRESENTATIONS AND PROCEEDINGS

Davis, J.L., Weinhardt, J., and Petricevic, O. (2015). The Role of Overconfidence in the New Venturing Process. SEE Conference, Denver, Colorado.

- Weinhardt, J., Petricevic, O, and Davis, J.L. (2014). A Motivational Approach to Understanding Entrepreneurial Confidence. Strategic Management Society (SMS), Copenhagen, Denmark.
- Marvel, M., Davis, J.L., and Sproul, C. (2014). Human capital and entrepreneurship research: A synthesis and research agenda." USASBE, Fort Worth, Texas.
- Davis, J.L., Fodor, A., Pfahl, M., and Stoner, J. (2013). The interactive effect of turnover and task interdependence on performance in high performance strategic work teams: Evidence in the NFL. Southern Management Association, New Orleans, Louisiana. (Proceedings)
- Marvel, M., Davis, J.L., and Sproul, C. (2013). "Human Capital and Entrepreneurship Research: A Critical Review and Future Directions." Southern Management Association, New Orleans, Louisiana. (Proceedings)
- Davis, J.L., Fodor, A. and Weinhardt, J. (2012). "In the Eyes of the Beholder: The Rationality of Status Anxiety-Based Decision-Making." Southern Management Association, Fort Lauderdale, Florida.
- Moore, C.B., Payne, G.T., Davis, J.L. and Bell, R.G. (2010). "Social Capital Research in Entrepreneurship: Conceptualizations, Measurements and Future Considerations." Southern Management Association, Clearwater Beach, Florida.
- Bell, R.G., Payne, G.T., Moore, C.B. and Davis, J.L. (2009). "Institutional Distance and Cross-Border Venture Capital Investment Flows." Southern Management Association, Asheville, North Carolina. BEST PAPER AWARD
- Holbrook, R., Meisel, S.I. and Davis, J.L. (2008). "Food for Thought: Three Edible Exercises that are Sticky." 22nd Annual Mid-Atlantic Organizational Behavior Teaching Conference.
- Davis, J.L., Payne, G.T., McGee, J.E. and McMahan, G.C. (2007). "What Really Matters? A Meta-Analytic Examination of the EO-Performance Relationship." Academy of Management, Philadelphia, Pennsylvania.
- Davis, J.L. and Payne, G.T. (2007). "Firm-Level Entrepreneurship And Performance: A Meta-Analytic Investigation Of Moderators And Measures Of The Entrepreneurial Orientation Construct." Strategic Management Society, San Diego, California.
- Davis, J.L., Bell, R. G., Payne, G.T. and Kreiser, P.M. (2007). "Entrepreneurially-Oriented Top Managers and Firm Growth: The Moderating Role of Organizational Power." Southern Management Association, Nashville, Tennessee.

- Payne, G.T. and Davis, J.L., (2006). "Venture Capitalists and the Entrepreneur's Network." Annual Meeting of the Southwestern Academy of Management, Oklahoma City, OK.
- Davis, J.L., McMahan, G.C. and Payne, G.T. (2006). "Ethics of Mutual Fund Managers: An International Perspective." Southern Management Association, Clearwater Beach, Florida.
- Bell, R.G., Davis, J.L. and Payne, G.T. (2006). "Growth Strategies and Leader Tenure: An Examination of Non-Profit Organizations." Southern Management Association, Clearwater Beach, Florida.
- Davis, J.L., Payne, G.T. and McMahan, G.C. (2005). Scandalous Behavior of Mutual Fund Managers: An Exploratory Study of the Effects of Compensation and Governance. Southern Management Association, Charleston, South Carolina. BEST DOCTORAL STUDENT PAPER AWARD
- Davis, J.L. and Payne, G.T. (2005). "Confidence and Control as Determinants of Venture Financing." Babson-Kaufman Entrepreneurship Research Conference, Boston, MA.
- Davis, J.L. and Baqer, S. (2005). "The Role of Trust in Determining Use Likelihood of B2B E-Commerce." The International Management and Development Association, Granada, Spain.
- Davis, J. L. and Payne, G. T. (2005). Mutual Fund Ethics. Annual Celebration of Excellence by Students: University of Texas at Arlington, TX.
- Davis, J.L. (2004). Effects of Environmental Munificence, Dynamism, and Complexity on Principal-Agent Contracts. Academy of Management, New Orleans, Louisiana.
- Stringer, D.Y., Bell, M.P., McMahan, G.C. and Davis, J.L. (2004). Onset Controllability and its Effect on Acceptance Outcomes for Individuals with Disabilities. Academy of Management, New Orleans, Louisiana.

PROFESSIONAL INTERESTS

Research Interests: Status Anxiety, Firm-Level Entrepreneurship (Entrepreneurial Orientation); Environmental influence on compensation contracts; Unethical behavior in the mutual fund industry; Determinants of venture capitalist investment; International business entry mode choices; Non-profit entrepreneurial behavior; Social capital in entrepreneurship; Informal Economy

PROFESSIONAL EXPERIENCE

- 2013-Present Assistant Professor of Strategic Management
Department of Management and MIS
College of Business
University of West Florida
Pensacola, Florida 32514
- 2006-Present Small Business Consulting
Various organizations
- 2007-2013 Assistant Professor of Strategic Management
Department of Management Systems
College of Business
Ohio University
Athens, Ohio 45701
- 2006-2007 Visiting Professor of Strategic Management
Department of Management Systems
College of Business
Ohio University
Athens, Ohio 45701
- 2003-2006 Graduate Teaching Assistant and Lecturer
Department of Management
College of Business Administration
University of Texas at Arlington
Arlington, Texas 76019
- 2002-2003 Employment Services Consultant
Texas Tech University
Part-Time Employment Office
Lubbock, Texas 74014
- 1999-2001 Computer Hardware Specialist
Dallas Baptist University
Department of Computer Technology
Dallas, Texas 75211

TEACHING EXPERIENCE

The University of Texas at Arlington (2003-2006)

- BUSA 4322: Organizational Strategy (6 Section over 3 years)
- MANA 3325: Entrepreneurship

Ohio University (2006-2013)

- MGT 202: Principles of Management (7 Sections, Non-business Majors)
- MGT 240 – Cluster (7 Sections, Business Cluster – Domestic and International)
- BA 470: Strategic Management (22 Sections – Domestic and International)
- Strategic Management – MBA (2 Sections)
- Global Consulting Program
 - Aalborg, Denmark – Summer, 2010
 - Barcelona, Spain – Summer, 2012
- CapSim Strategy Simulation – Professional MBA (5 Sections - on-site and online)
- Ariel Corporation Consulting Program
- Business Planning (2 Sections)
- Honors Tutorial College – Advisor (4 Students)

ESC-Pau (Pau, France)

- Strategic Entrepreneurship - MBA
- Strategic Negotiation and Entrepreneurship - MBA

University of West Florida (2013-Present)

- Fundamentals of Management (4 Sections, in-class, fully online, and hybrid)
- Policy Analysis and Formulation (12 Sections)

PROFESSIONAL SERVICE

Faculty Search Committee

- Ohio Univ., Operations Management search committee, 2008
- Ohio Univ., Department Chair of Management Systems search committee, 2008
- Ohio Univ., Director of the Center of Entrepreneurship search committee, 2010
- Ohio Univ., Management Systems search committee, 2011
- Ohio Univ., Endowed Chair of International Business search committee, 2011
- Ohio Univ., Endowed Chair of Entrepreneurship search committee, 2012
- Univ. of West Florida, Visiting Professor of Strategic Management search committee, 2015

Department/College/University Service

- Scholarly and Creative Activities Task Force, 2014-2015
- Co-Chair, Workloads and Assignments Subcommittee, 2014-2015
- Academic Misconduct Committee Dean's Representative, 2013-current
- UWF Effective Communication at Work Seminar, 2013
- President's Scholarship Competition Evaluator, 2013
- Assurance of Learning Champion, 2011-2013 (Business Strategy)
- Assurance of Learning Champion, 2011-2013 (PMBA CapSim)
- Organizational Strategy course restructuring committee, Chair, 2008-2010
- Cluster restructuring committee, 2010-2012

- Strategic Leadership Center development task force, 2010-2011
- Strategic Leadership Certificate curriculum development committee, 2010-2011
- Center of Entrepreneurship development task force, 2009-2011
- Entrepreneurship program curriculum development, 2010-2011
- International Business program development, 2010
- Global Competitiveness Program CIT, Ohio University, 2008-2009
- Guest presenter at Collegiate Entrepreneurs Organization, Winter 2008
- Freshmen Engagement Program, Ohio University, 2009
- Junior Composition Course Development Committee – Chair, Ohio University, 2009
- Guest presenter for the Association of Collegiate Entrepreneurs, Ohio University, May 2009
- Guest presenter on logistic regression – Intellectual Contributions CIT, Ohio University, 2009
- Faculty advisor – ExSell Sales Group, 2010-present
- Advising CIT, Ohio University, 2009-2010
- Guest Lecturer – Strategic Negotiation in Higher Education. Masters of Higher Education course with Dr. David Horton, Ohio University, 2009

Session Chair/Discussant Service

- Facilitator, Strategy Division. 2004 Annual Meeting of the Academy of Management, New Orleans, Louisiana.
- Discussant, Entrepreneurship Division. 2006 Annual Meeting of the Academy of Management, Atlanta, Georgia.
- Discussant, Strategy/Entrepreneurship Division. 2006 Southern Management Association, Clearwater Beach, Florida.
- Session Chair, Strategic Human Resource Management Division. 2007 Annual Meeting of the Academy of Management, Philadelphia, Pennsylvania.
- Session Chair, Entrepreneurship Division. 2007 Southern Management Association, Nashville, Tennessee.
- Moderator and Presenter: Symposium titled “Issues and Applications of the Entrepreneurial Orientation (EO) Construct.” 2009 Academy of Management, Chicago, Illinois.
- Discussant: Symposium titled “EO3: Current Research and Development Regarding the Entrepreneurial Orientation (EO) Construct.” 2009 Academy of Management, Chicago, Illinois.
- Track Chair, Southern Management Association, Entrepreneurship Division, 2011
- Discussant, Southern Management Association, 2012-2014

Reviewing Service

- National Academy of Management – BPS Division, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012

- National Academy of Management – ENT Division, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013
- National Academy of Management – Social Issues in Management Division, 2005
- Southern Management Association – ENT Division, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014
- Southern Management Association – Strategy Division, 2009
- Ad hoc Reviewer, Journal of Business Ethics
- Ad hoc reviewer, International Small Business Journal
- Ad hoc Reviewer, Academy of Management Journal
- Ad hoc Reviewer, Entrepreneurship: Theory & Practice
- Ad hoc Reviewer, Journal of Business Research
- Ad hoc Reviewer, American Journal of Business

AWARDS

- Southern Management Association’s 2005 Best Overall Doctoral Student Paper
- Southern Management Association’s 2005 Best Doctoral Student Paper for Ethics/Social Issues/Diversity Track
- Best Reviewer Award – Entrepreneurship Division. 2007 Southern Management Association, Nashville, Tennessee
- Southern Management Association’s 2009 Best Paper for the Entrepreneurship, Innovation, and IT Track
- 2015 Raymond C. Dyson Faculty Research Award, University of West Florida
- 2015 E.W. Hopkins Faculty Development Award, University of West Florida

ADDITIONAL ACTIVITIES

- President, Society of Doctoral Business Students (University of Texas at Arlington 2004-2005)
- National Doctoral Students’ Liaison Committee (University of Texas at Arlington 2005-2006)
- Doctoral Student Ambassador, Department of Management (University of Texas at Arlington 2004-2006)
- New Doctoral Student Consortium. 2004 Academy of Management, New Orleans, Louisiana
- Doctoral Consortium. 2005 Southwest Academy of Management. Dallas, Texas
- Entrepreneurship Doctoral Consortium. 2005 Academy of Management: Honolulu, Hawaii
- Professional Development Workshop: Managing Your Dissertation Workshop. 2006 Academy of Management: Atlanta, Georgia
- BPS Doctoral Consortium. 2006 Academy of Management: Atlanta, Georgia
- Recipient of the 2005-2006 John D. Stanley Scholarship
- Professional Development Workshop (Presenter) – Entrepreneurship Division, 2008 Academy of Management, San Diego, California

- Guest presenter at North Central States Rally, State Convention of Baptists, Winter 2009
- Academy of Management 2009, Chicago, Illinois. Presenter – Professional Development Workshop (PDW) titled: “EO3 – Current Research and Development Regarding the Entrepreneurial Orientation Construct”
- Academy of Management 2009, Chicago, Illinois. Symposium participant. “Issues and Applications of the Entrepreneurial Orientation (EO) Construct”
- CapSim Training Conference – Chicago, IL, 2010
- 2010 Academy of Management – Caucus Participant/Presenter. “Use of the Social Capital Construct in Entrepreneurship Research”
- CapSim Advanced Users Training Seminar – Chicago, IL, 2011
- Quality Matters – Designing an Online Course – Course Completion, 2013
- Quality Matters – Teaching an Online Course – Course Completion, 2013
- eLearning Training, 2013
- Quality Online Instructor Certificate, 2013
- Completion of PCard Basics Online Training, 2013
- Completion of Services You Can Use – Business & Auxiliary Services Overview, 2013
- CAERS Training, 2014
- Quality Matters – Peer Review Training Course, 2015