

ANDREEA N. KISS

College of Business and Economics
Lehigh University
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EDUCATION

Ph.D.	GEORGIA STATE UNIVERSITY, Atlanta, GA J. Mack Robinson College of Business Business Administration (<i>Strategic Management and Entrepreneurship</i>) Dissertation advisor: Pamela S. Barr	2010
M.A.	BABES BOLYAI UNIVERSITY, Cluj-Napoca, Romania International Business	2005
B.A.	BABES BOLYAI UNIVERSITY, Cluj-Napoca, Romania International Business	2002

ACADEMIC APPOINTMENTS

LEHIGH UNIVERSITY

College of Business and Economics (AACSB accredited)
Associate Professor (with tenure), 2018 – to date

IOWA STATE UNIVERSITY

College of Business (AACSB accredited)
Associate Professor (with tenure), 2016 – 2018
Assistant Professor (tenure track), 2013 – 2016

UNIVERSITY OF GRONINGEN, The Netherlands

Faculty of Economics and Business (AACSB accredited)
Assistant Professor (tenure track), 2010 – 2013

ADMINISTRATIVE APPOINTMENTS

Program Director – Entrepreneurship Minor, Management Department, Lehigh University, 2018 – current

GRANTS, AWARDS, & HONOURS

- Frank L. Magee Professorship, Lehigh University, 2018-2021
- Best Reviewer Award, Journal of World Business, 2017
- Summer Research Grant, Iowa State University, 2017
- Best Paper Award, Academy of International Business Conference, CEE Chapter, Prague 2016
- Research Bootstrap Grant, College of Business, Iowa State University, 2016
- Nominated for university-wide Early Career Teaching Achievement Award, Iowa State University, 2016
- Nominated for college-level Junior Faculty Research Award, Iowa State University, 2016
- Nominated for college-level Junior Faculty Teaching Award, Iowa State University, 2016

- Nominated for college-level Junior Faculty Research Award, Iowa State University, 2015
- Research Bootstrap Grant, College of Business, Iowa State University, 2013
- Best Reviewer Award, BPS division, Academy of Management Annual Conference, 2012
- Associate Fellow, University of Groningen SOM Research Institute, 2011-2013
- Waino Suojanen Award for Research Excellence, Georgia State University, 2010
Presented annually to the PhD student with the most outstanding record of achievement in research by the Managerial Sciences Department at the J. Mack Robinson College of Business
- Clyde Kitchens/Thoben Elrod/Delta Sigma Pi Doctoral Fellowship for Academic Excellence, 2009
Presented annually to the Ph.D. student with the most outstanding academic achievements at the college level at the J. Mack Robinson College of Business
- BSG Master Professor Teaching Award, 2009
Award given by the Business Strategy Game publisher to the top 13 instructors in a worldwide competition which includes more than 4000 registered instructors
- Certificate of Recognition for Outstanding Teaching Performance, Georgia State University, 2009
- Babson College Entrepreneurship Research Conference Doctoral Consortium-Kauffman Foundation Grant, 2008
- Herman J. Russel Sr. Center for Entrepreneurship Research Grant, 2007

PEER-REVIEWED JOURNAL PUBLICATIONS

- Kiss, A. N., Fernhaber, S., McDougall-Covin, P.** (2017). Slack, innovation, and export intensity: Implications for SMEs. *Entrepreneurship Theory and Practice* (forthcoming).
Best Paper Award, Academy of International Business Conference, CEE Chapter, Prague 2016
- Kiss, A. N., Barr, P. S.** (2015). New venture strategic adaptation: The interplay of belief structures and industry context. *Strategic Management Journal*, 36(8), 1245-1263.
- Kiss, A. N., Barr, P. S.** (2014). New product development strategy implementation duration and new venture performance: A contingency perspective. *Journal of Management* (forthcoming).
- Kiss, A. N., Williams, D.W., Houghton, S. M** (2013). Risk bias and the link between motivation and new venture post-entry international growth. *International Business Review*, 22(6), 1068-1078.
- Kiss, A. N., Danis W. M., Cavusgil, S. T.** (2012). International entrepreneurship research in emerging economies: A critical review and research agenda. *Journal of Business Venturing*, 27(2), 266-290.
One of the Top 10 most cited articles published in the Journal of Business Venturing since 2011
One of the Top 15 most downloaded articles at the Journal of Business Venturing – 2012
- Kiss, A. N., Danis, W. M.** (2010). Network composition and speed of new venture internationalization during economic transition: A theoretical model. *The Journal of International Entrepreneurship*, 8(3), 273-287.
- Kiss, A. N., Danis, W. M.** (2008). Country institutional context, social networks and new venture internationalization speed. *European Management Journal, Special Issue on International Entrepreneurship*, 26(6), 388-399.
One of the Top 25 most cited articles at the European Management Journal- 2013

BOOK CHAPTERS (INVITED)

Kiss, A. N., Beugelsdijk, S. (2013). How is entrepreneurship studied in international business? In *The Routledge Companion to International Management Education*. Edited by D. Tsang, H. Kazeroony, G. Ellis. **Routledge**, 104-117.

CONFERENCE PROCEEDINGS

Snihur Y., Kiss A.N., Barr, P.S. An identity-based perspective on incumbent reaction to business model innovation. Presented at the *Academy of Management Proceedings* 2016 (1), 11310.

Kiss A. N., Danis, W. M. and Nair, S. (2015). The role of serendipity in international opportunity recognition: A cognitive explanation. *Academy of Management Proceedings* 2015 (1), 11909.

CONFERENCE PRESENTATIONS

Kiss A.N., Cortez Andres-Felipe, and Herrmann, P. CEO proactive personality, organizational ambidexterity, and firm performance. Presented at the *Southern Management Association Conference*, Tampa, October 2017

King, D.R., Kiss, A.N. A temporal perspective on family business education. Presented at the *Strategic Management Society Conference*, Berlin, October 2016

Snihur Y., Kiss A.N., Barr, P.S. An identity-based perspective on incumbent reaction to business model innovation. Presented at the *Academy of Management Conference*, Anaheim, August 2016

Snihur Y., Kiss A.N. Survival and demise in the bookselling industry: An identity perspective on incumbent reaction to business model innovation. Presented at the *Strategic Management Society Conference*, Denver, October 2015

Kiss A. N., Danis, W. M. and Nair, S. The role of serendipity in international opportunity recognition: A cognitive explanation. Presented at the *Academy of Management Conference*, Vancouver, August 2015

Kiss A. N., Danis, W. M. and Nair, S. The role of serendipity in international opportunity recognition. Presented at the *McGill International Entrepreneurship Conference*, Santiago de Chile, Chile, September 2014

Kiss, A.N, Fernhaber, S. and McDougall, P. The role of resource slack in SME internationalization. Presented at the *Babson College Entrepreneurship Research Conference*, London, Canada, June 2014

Kiss, A. N., Barr, P. S. The role of cognition in opportunity exploitation. Presented at the *Strategic Management Society Conference*, Atlanta, October 2013

Kozhikode R. K., Kiss, A. N. Institutional pluralism and new venture legitimacy strategies: A study of linguistic identity choices of Indian newspapers, 1948-2008. Presented at the *Strategic Management Society Conference*, Prague, October 2012

Kiss, A. N., Barr, P. S. Strategic decision implementation speed and firm performance. Presented at the Annual Meeting of the *Academy of Management*, Boston, August 2012

Kiss, A. N., Williams, D. W. Houghton, S. M. The role of motivation and risk bias in new venture international growth. Presented at the Annual Meeting of the *Academy of Management*, Boston, August 2012

Barr, P. S., Kiss, A. N. Attention, opportunistic adaptation, and new venture growth. Presented at the *Organization Science Winter Conference*, Steamboat Springs Colorado, February 2012

Kiss, A. N., Barr, P. S. Opportunistic adaptation: A process approach to new venture growth. Presented at the *Strategic Management Society Conference*, Miami, November 2011

Danis W. M., Kiss, A. N., Cavusgil, S. T. International entrepreneurship in emerging economies: A critical review. Presented at the Annual meeting of the *Academy of International Business*, Japan, June 2011

- Kiss, A. N., Barr, P. S. Opportunistic adaptation and new venture growth: Exploring the link between cognition, action and growth. Presented at the Annual Meeting of the *Academy of Management*, Montreal, August 2010
- Kiss, A. N., Barr, P. S., Nag, R. Organizational architecture and corporate adaptation: Exploring the social side of modularity. Presented at the Annual Meeting of the *Academy of Management*, Montreal, August 2010
- Kiss, A. N., Barr, P. S. A contingency view of modularity and identity in corporate adaptation. Presented at the Annual Meeting of the *Academy of Management*, Chicago, August 2009
- Kiss, A. N., Danis, W. M. Country institutional context, social networks and new venture internationalization speed. Presented at the Annual Meeting of the *Academy of Management*, Anaheim, August 2008
- Kiss, A. N., Williams, D., Houghton, S. N. The role and impact of various types of entrepreneurial motivations on venture internationalization outcomes. Presented at the *Babson College Entrepreneurship Research Conference*, Chapel Hill, NC, June 2008
- Kiss, A. N., Danis W. M. Network composition and speed of new venture internationalization during economic transition: A theoretical model. Presented at the *Babson College Entrepreneurship Research Conference*, Madrid, Spain, June 2007
- Kiss, A. N. Making sense of the puzzle: Cognitive categorization in resource reconfiguration. Presented at the Annual Meeting of the *Academy of Management*, Philadelphia, August 2007
- Kiss, A. N., Danis W. M. Strong ties and weak ties in new venture internationalization in transition economies. Presented at the Annual Meeting of the *Academy of Management*, Philadelphia, August 2007

TEACHING EXPERIENCE

Lehigh University

Strategic Management (capstone MBA course) – Fall 2018

Iowa State University

Current Topics in Entrepreneurship Research (PhD Seminar) – Spring 2018

Entrepreneurship and Innovation (undergraduate, university-wide course required for Entrepreneurship minors and majors), Fall 2013 - to date

Organization Theory (doctoral seminar, prepared and taught session on “*Managerial cognition and firm strategic adaptation*”), Spring 2016

International Entrepreneurship (short online course), Spring 2016

University of Groningen

International Entrepreneurship (MSc course), Spring 2013

Advanced Topics in International Business (MSc course), Spring 2012

International Strategic Management (3rd year course), Fall 2011

Introduction to International Business, (1st year course), Fall 2010, 2011, and 2012

Managing the International Business Organization, (3rd year course), Fall 2010

Georgia State University

Strategic Management (senior undergraduate capstone course), Summer 2008, Fall 2008, Spring 2009; Summer 2009

Managing People in Organizations (undergraduate level course), Summer 2006 - Fall 2007

PHD STUDENT SUPERVISION

2017-2018 Aakash Sapru (ISU) – Entrepreneurship Specialization – principal advisor

2016-2017 Andres-Felipe Cortes (ISU) – Management Specialization

2011-2013 Jaan Kets (University of Groningen) – International Business & Management Specialization

MASTERS THESIS SUPERVISION (Principal Supervisor) – University of Groningen

2013 - 4 students; 2012 - 5 students; 2011 - 6 students

BACHELORS THESIS SUPERVISION (Principal Supervisor) – University of Groningen

2012 - 17 students; 2010 - 10 students

INDEPENDENT STUDY SUPERVISION (Principal Supervisor)

2016 – Megan Sweere (ISU) - conducted feasibility analysis for the launch of her own business; competitively accepted in the *ISU Business Accelerator*

INVITED PRESENTATIONS, CONSORTIA, & WORKSHOPS

Northeastern University, Boston MA, Research Seminar, September 2016

Academy of Management ENT Mid-Career Development Consortium, invited participant, August 2016

Academy of Management Cognition in the Rough PDW, invited participant, August 2015

Academy of Management Caucus on Informal Entrepreneurship in Emerging Markets, co-organizer, August 2012

Academy of Management ENT Early Career Development Consortium, invited participant, August 2014

University of Glasgow, Early Career Research Workshop associated with the “High Potential Concepts, Phenomena and Theories in International Entrepreneurship” Conference, invited participant, June, 2012, Glasgow

EM Lyon, France – Research Presentation, February 2010

University of Groningen, The Netherlands – Research Presentation, December 2009

Academy of Management OMT/MOC Doctoral Student Consortium, August 2009

Babson College Entrepreneurship Research Conference Doctoral Consortium, June 2008

Doctoral Workshop in International Entrepreneurship, Georgia State University and Georgia Tech, Atlanta, May 2006

Academy of Management New Doctoral Student Consortium, August 2006

Ohio University - Janus Pannonius University Joint University International Practice Program, Hungary, 1999

PROFESSIONAL DEVELOPMENT ACTIVITIES

2017 ISU Advance Seminar on The Need for Self-Promotion

2016 Training on Recognizing and Reporting Disturbing Behavior in the Classroom, Iowa State University

2013-2014 New Faculty Scholar Program, Iowa State University

2013-2014 Mentoring Program, Iowa State University

UNIVERSITY SERVICE

Iowa State University

2017 Member Human Resources Search Committee

2016-2018 Member College of Business Curriculum Committee

2016-to date Member Entrepreneurship PhD Committee

2016 Member Management and Marketing Department Chair Search Committee

2016-2017 Member Entrepreneurship Search Committee

2014-2017 Member Entrepreneurship Task Force (examined, recommended, and implemented changes in entrepreneurship education at the college and university level; new entrepreneurship major and PhD program in entrepreneurship launched in Fall 2017)

2014 Identified and made arrangements for Eminent Scholar Pam Barr to visit COB for the 30 Year Anniversary Distinguished Speaker Series

2014-2015 Member Departmental Strategy Search Committee

2013-2014 Assisted the Departmental Entrepreneurship Search Committee

2014 Member Department Journal Committee (reviewed and recommended changes in the management department's Journal List)

2013-2015 Contributor Business Learning Teams (BLT)

University of Groningen

2013 Member Honors Program Student Selection Interview Committee

2012 Member Honors Program Student Selection Interview Committee

2012-2013 Co-organizer Global Economics and Management Department Research Workshop Series

2012 Member Global Economics and Management Department Search Committee

PROFESIONAL SERVICE & AFFILIATIONS

Editorial Board Membership – *Journal of World Business*

Ad-Hoc Reviewer – *Strategic Management Journal, Strategic Entrepreneurship Journal, Journal of Business Venturing, Journal of International Business Studies, Journal of Small Business Management, International Business Review, British Journal of Management, Australian Journal of Management, Academy of Management Learning and Education, Journal of World Business, Global Strategy Journal*

Chair, Strategic Management Society Conference Paper Session, October 2015

Discussant, Academy of Management Conference Paper Session, August 2015

Reviewer, Academy of Management Meetings, Strategic Management Society Conferences (2015, 2016, 2017)

Academic Reviewer, McGraw Hill Textbooks (served as reviewer for Entrepreneurship textbook in 2014)

Ambassador, Atlanta Competitive Advantage Conference, June 2006

Chair, Babson College Entrepreneurship Research Conference Session, June 2008

Academy of Management (member); Strategic Management Society (member)

MEDIA HITS

Articles on the \$5 Dollar Challenge organized for MGMT 310 in 2013 have appeared in: *ISU News*; *Iowa State Daily*; *Ames Tribune*; *ewallstreeter.com*; *siliconprairienews.com*

Research featured in *Research at Gustavson Magazine* (vol. V, 2014); *FEB Research Magazine* (Fall, 2010)

LANGUAGES & DIPLOMAS

English, Romanian – fluent; French - good, Hungarian – basic; Italian and Spanish (basic level of understanding)

Diplomas (certifications)

IATA diploma (International Association of Travel Agents) - certified ticketing agent

SHRM certificate (Society for Human Resources Management)

WORLDSPAN diploma (Online Airline Reservation System)

IROMA diploma (The Romanian Institute of Management Diploma in Management in Tourism and Air Transportation)

NON ACADEMIC WORK EXPERIENCE

Start-up experience

Eximtur Travel Agency, Cluj-Napoca, Romania (Own family-run business; One of the top three tour operators in Romania)

Travel and ticketing agent, June 1997 - September 2002

Tour guide, June 1998 - September 1998

Corporate experience

Siemens, North America Division, Iselin, NJ

Graduate Training Program in Management and Business Administration, October 2002 - April 2004

BRD - Societe Generale Bank, Cluj-Napoca, Romania

Intern, June 2000 - July 2000

Non-profit organization

National Association of International Educators (NAFSA), Washington, DC

Intern, July 2001 - November 2001

REFERENCES

Pamela S. Barr, Ph.D.

Professor, Chair

J. Mack Robinson College of Business

Georgia State University

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mgtpsb@langate.gsu.edu

Patricia McDougall-Covin, Ph.D.

Professor

Kelley School of Business

Indiana University

Phone: (812)855-7873

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Wade M. Danis, Ph.D.

Associate Professor

Peter B. Gustavson School of Business

University of Victoria

Phone: (250)853- 3872

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