

## CURRICULUM VITAE

### Ellen Farrell, PhD

19 Whisper Woods Lane  
Enfield, NS, B2T 1H1  
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### ACADEMIC CREDENTIALS

**Doctor of Philosophy.** Department of Management and Finance, University of Nottingham, Nottingham, United Kingdom, 2005. Thesis title *Motivations, Behaviour and Cognition of Novice and Habitual Business Angels*.

**Master of Business Administration.** Saint Mary's University, Halifax, Canada; 1988.

**Bachelor of Public Relations.** Mount Saint Vincent University, Halifax, Canada; 1983.

### SCHOLARSHIP

### MAJOR GOVERNMENT RESEARCH

*Girls and Women: The Venture Capital Conundrum.* **Women's Entrepreneurship Knowledge Hub.** Research and background to creating Investoready's console, 2022.  
<https://wekh.ca/research/girls-and-women-the-venture-capital-conundrum/>

Software creation, *Girls and Women: The Venture Capital Conundrum.* **Women's Entrepreneurship Knowledge Hub, MITACs and CLARI.** Learning, practice and feedback software highlighting key VC topics to reframe and redirect dialogue.

*Atlantic Women's Business Angel Network.* **Innovation, Science and Economic Development Canada.** Outlined the business case for the creation of a women's venture capital network which came to fruition in 2020. 2019.

*Atlantic Entrepreneurial Ecosystem: Vibrant and Globally Aspiring.* **Atlantic Policy Research Initiative.** Coordinated and funded six-university comprehensive analysis of Atlantic Regional Entrepreneurial Ecosystem involving Memorial University of Newfoundland and Labrador, University of Moncton, Cape Breton University, University of Prince Edward Island, University of New Brunswick and SMU. 2019.

*MaRS Discovery District's Entrepreneurial Ecosystem. MaRS Discovery District.* Analysis of MaRS data and creation of network analysis for Toronto area tech ecosystem. 2017.

*The Federal Government's Role in the Atlantic Entrepreneurship Ecosystem. Industry Canada.* An investigation of stage-of-development and industry of entrepreneurial firms noted in Atlantic Entrepreneurship Ecosystem Project. 2015.

*Fuelling Entrepreneurship and Innovation, Economic and Rural Development and Tourism,* July 2014. Term sheet analysis and international qualitative review of the impact and effectiveness of the Province of Nova Scotia's Provincial venture capital activities. Part II.

*Fuelling Entrepreneurship and Innovation, Economic and Rural Development and Tourism,* April 2014. Network analysis and review of the impact and effectiveness of the Province of Nova Scotia's Provincial venture capital activities as part of an ecosystem. Part I.

Report to the Atlantic Provinces Chambers of Commerce on the Capital Creation Contributions of Business Angels and the Atlantic Venture Networking Group, with the Saint Mary's University Business Development Centre. **Atlantic Provinces Chambers of Commerce,** Moncton, NB, March 2004.

*The State of Small Business in Atlantic Canada,* 2002. With Saint Mary's University Business Development Centre, **Atlantic Canada Opportunities Agency,** Moncton, New Brunswick.

Provincial Data Originating from the 1998 and 2000 Studies on Informal Venture Capital Activity in Atlantic Canada, **Mount Pearl Canada Community Investment Plan,** Mount Pearl, NL, April 2002.

*Informal Investment in Atlantic Canada: A Year-2000 Review. Atlantic Canada Opportunities Agency,* Moncton, June 2000. French and English.

*Informal Investment in Canada: A Review and Research Agenda. Industry Canada,* Ottawa, February 2000.

*Entrepreneurial Assessment.* Assessment and review of company under consideration by the Sustainable Economic Development Agreement of the **Province of Nova Scotia Department of Environment and Government of Canada.** Confidential. Halifax, NS, June 1995.

*Entrepreneurial Assessment:* Review and assessment of a company under consideration by the Sustainable Economic Development Agreement of the **Province of Nova Scotia Department of Environment and the Government of Canada.** Confidential. Halifax, NS, January 1995.

## REFEREED PUBLICATIONS

McKague, Kevin, Chad Saunders, Stephanie Gilbert and Ellen Farrell (forthcoming). Strong Ties, Information Seeking and Ecosystem Brokerage Among Actors in the Atlantic Canadian Entrepreneurial Ecosystem. **Journal of Small Business and Entrepreneurship.**

- Farrell, Ellen, Claudia De Fuentes and Fernando Santiago Co-editor (2017). Special Issue on Innovation and Entrepreneurship as Drivers of Competitiveness and Growth. **International Journal of Work Innovation**, Vol 2. No 1.
- Farrell, Ellen, Carole Howorth and Mike Wright (2008). A review of sampling and definitional issues in informal venture capital research, **Venture Capital: An International Journal of Entrepreneurial Finance**, Vol. 10, 4. p 331-353.
- Farrell, Ellen (2008). An industry review and analysis of informal venture capital. **Proceedings of the International Council for Small Business 2008, World Conference**, Halifax, Canada, June 22 – 25, 2008.
- Farrell, Ellen (2007). Capital gains-free business angel investments produce significant increase in equity capital for entrepreneurs. **The Workplace Review**. May 2007  
[http://www.sobey.smu.ca/workplacereview/may2007/BusinessAngel\\_WPR6.pdf](http://www.sobey.smu.ca/workplacereview/may2007/BusinessAngel_WPR6.pdf)
- Farrell, Ellen, Carole Howorth and Mike Wright (2004). The Utilization of Heuristics by Novice and Habitual Business Angels. **Financial Services and Public Policy**, ed. Christopher Waddell, 2004, pp 357 – 389.
- Farrell, Ellen and Carole Howorth (2005). Summary – Predicting investment success and re-investment behaviour in business angels, **Frontiers in Entrepreneurship Research**.
- Farrell, Ellen and Carole Howorth (2002). Representativeness and overconfidence in novice and habitual business angels. **Frontiers in Entrepreneurship Research**, 2002, pp 381-392.
- Farrell, Ellen (2000). Summary - The role of habitual and novice angels in new firm incorporations. **Frontiers in Entrepreneurship Research**, 2000, p 272.

## REFEREED PROCEEDINGS CONFERENCES & PRESENTATIONS

- Farrell, Ellen, Maddison Dennison and Blair Winsor (2021). The Role of Mature Firms in an Entrepreneurial Ecosystem: Theory Development. Canadian Council of Small Business and Entrepreneurship 2021 Annual Conference. October 2-22, 2021, virtual Fredericton NB.
- Farrell, Ellen (2019). Opportunities and Opportunities Foregone: Economic Impact of Investment in Female Founders by Investors in Atlantic Canada. **Atlantic Schools of Business Proceedings**, pp 98-110. September 27 – 29, 2019, Sydney, NS.
- Farrell Ellen (2017). The role of mature firms in an entrepreneurial ecosystem. **2017 University-Industry Innovation Network**. Dublin, June 7-9, 2017.
- Farrell, Ellen (2016). Weak ties and global reach: Network theory and the Atlantic Entrepreneurial Ecosystem. **2016 International Research Meeting in Business and Management** (Telfer

School of Management - University of Ottawa, Groupe ESC Troyes en Champagne, IPAG Business School, and University Nice Sophia-Antipolis), July 11-12, Nice, France.

- Farrell, Ellen and Nathan Dennison (2015). Measuring and mapping entrepreneurial and large-company activity in an entrepreneurial ecosystem. **Academy of Innovation and Entrepreneurship**, Oxford, Ryerson and Tsinghiu, Toronto, August 19-21, 2015.
- Farrell, Ellen (2015). Opportunities for syndication in a government venture capital dominated entrepreneurial ecosystem. **Business and Economics Society International**. Algarve, Portugal, July 6-9, 2015.
- Farrell, Ellen and Nathan Dennison (2015). Measuring and mapping knowledge-seeking behavior in an entrepreneurial ecosystem. **Financing Knowledge Transfer**, European Investment Bank and the University of Bologna, Rimini, Italy, April 15-16, 2015.
- National Evaluator. **National Research Council and Canadian Innovation Commercialization Program of the Office of Small Business and Entrepreneurship**. Industry Canada and the national Department of Public Works. 2012 and 2015.
- Farrell, E. (2011). The Nature of the Upstream Value Chain for the Informal Venture Capital Industry. **Business and Economics Society International**. Split, Croatia July 6 -9, 2011.
- Farrell, E and MacDonald, G. (2009). Valuation practices of business angels: Beyond instinct and intuition. **Babson College Entrepreneurship Research Conference**. Babson College, June 4 - 6, 2009, Wellesley, Massachusetts, USA.
- Farrell, Ellen (2007). Assessing Biases Associated with Business Angel Research: A Theoretical and Empirical Analysis of the Size and Direction of Variances Between Networked and Representatively Sampled Angels. **Babson College Entrepreneurship Research Conference**, June 7 - 9, 2007, Madrid, Spain.
- Farrell, Ellen (2006). Do Business Angels Learn (Or Are They Born That Way)? **Babson College Entrepreneurship Research Conference**, Kelly School of Business, Indiana State University, USA, June 8 - 10, 2006.
- Farrell, Ellen and Carole Howorth (2005). Predicting Performance and Habitual Behaviour of Business Angels, **Babson-Kauffman Entrepreneurship Research Conference**, Wellesley, Massachusetts, USA, June 2005.
- Farrell, Ellen and Carole Howorth (2004). Information Asymmetry, the Appraisal Process and the Nature of Novice and Habitual Business Angels, **Babson-Kauffman Entrepreneurship Research Conference**, Glasgow, UK, 2004.
- Farrell, Ellen and Carole Howorth (2003). Concerns Regarding Methodological and Sampling Issues in Business Angel Research, **Babson-Kauffman Entrepreneurship Research Conference**, Wellesley, Massachusetts, USA, 2003.
- Farrell, Ellen and Carole Howorth (2001). Behavior, Cognition and Motivations of Habitual and Novice Angels in New Firm Incorporations, **Babson-Kauffman Entrepreneurship Research Conference**, Jonkoping, Sweden, 2001.



## CURRENT PAPER & PROPOSALS UNDER CONSIDERATION OR IN PROGRESS

Girls and women: the venture capital conundrum. Women's Entrepreneurship Knowledge Hub, **Diversity Institute, Ryerson University, Government of Canada**. \$67,080. Successful.

Methods to reduce systemic sexist behaviour in venture capital investments. Call for Panels, **Canadian Council of Small Business and Entrepreneurship**. 2021. Successful.

Girls and women: the venture capital conundrum. Faculty-Community Exchange Program, **Change Action Research Lab Initiative**, 2020, \$7,500. Successful.

Girls and women: the venture capital conundrum. Faculty-community exchange. Business Strategy Internship Program, **MITACS**. \$5,000. Successful.

New software helps women raise venture capital. Call for Workshops, **Global Consortium of Entrepreneurship Centres**. 2021. Successful.

New software helps women acquire venture capital: Putting Theory into Practice. Call for Workshops, **Canadian Council of Small Business and Entrepreneurship**. 2021. Yet to be determined.

The role of mature firms in an emerging global entrepreneurial ecosystem. With Maddison Dennison and Blair Winsor. Call for Papers, **Canadian Council of Small Business and Entrepreneurship**. 2021. Yet to be undetermined.

Women speak finance: Overcoming fear. Back to Work: Community Partnerships, **Labour and Advanced Education**, 2020. \$485,000. Unsuccessful.

Using institutional investors to counter systemic sexism in venture capital. **Feminist Response Recovery Fund. Government of Canada**, 2021, \$698,000. Yet to be determined.

## OTHER WORK IN PROGRESS & UNDER REVIEW

The Role of Mature Firms in an Entrepreneurial Ecosystem: Theory Development. Ellen Farrell, Maddison Dennison and Blair Winsor (2021). Under review by **JSBE**.

Investment and Economic Opportunities Foregone: Impact of the Lack of Investment in Female Founders by Investors in Atlantic Canada. Ellen Farrell. Invited manuscript for **Venture Capital: International Journal of Entrepreneurial Finance (Executive Forum)**.

Looking Out and Looking Up: Findings from the Atlantic Entrepreneurial Ecosystem Study. **Journal of Small Business and Entrepreneurship**. Ellen Farrell, Kevin McKague, Stephanie Gilbert, Nathan Dennison, Blair Winsor, Ken Carter, Izold Guihur, Susan Graham, Nancy Mathis, Basu Sharma. – Revise & Resubmit.

## OTHER SCHOLARLY CONTRIBUTIONS

*Panel Organizer and Moderator.* Methods to Reduce Systemic Problems for Women and Access to Venture Capital, Virtual CCSBE 2021, October 22 2021. Guests: Dana Kanze, Florian Villuame and Alejandro Sanchez-Avila.

Reviewer, Journal of Small Business and Entrepreneurship. 2021.

Tenure and Promotion Review. Canadian University faculty member. 2021.

*Making Change – 2<sup>nd</sup> Annual Women in Finance.* Invited Panelist and Contributor. **Sobey School of Business Annual Conference**, Virtual October 30, 2020.

*Innovative Approaches to Financing.* Invited Panelist **Canadian Council of Small Business and Entrepreneurship Annual Conference**. Virtual, October 16-18, 2020.

*Where Have All the Little Girls Gone?* Poster presentation **Women in Capital Markets**, Sobey School of Business, Halifax October 2019.

*Funding Females: Opportunities & Opportunities Foregone.* Presentation to **National Angel Capital Organization Conference**, Halifax, September 16, 2019.

*Be Crafty when Answering Investor Questions.* **Funding Founders Investment Conference**, Halifax, September 17, 2019.

*Findings of the Atlantic Entrepreneurial Ecosystem Project.* **Staged Event for Findings** Presentation to 120 community and media. April, 2019. Volta Effects, Halifax, NS.

*Entrepreneurial Ecosystem Mapping: Benefits to Entrepreneurship Centres.* **Global Consortium of Entrepreneurship Centers**, Halifax, October 2017.

*AEE Preliminary Findings.* **Community Innovation and Social Enterprise Conference**, Cape Breton University. July 12-14, 2017. 65 participants.

*AEE Presentation and Findings,* **Corner Brook Scholarly and Community Policy meeting**. April 2017. 40 participants.

*Research Study Group,* **Atlantic Entrepreneurial Ecosystem Project**. Led group collaborators research activities and network theory, AEE Humber Valley April 2017.

*Entrepreneurial Ecosystem Research Seminar.* **University of Edinburgh**. June 6, 2017.

Saint Mary's University **Research Expo**, AEE mature firms' findings. Faculty of Graduate Studies and Research 2017.

Saint Mary's University **Research Expo**. AEE outreach to rest-of-world findings. *Faculty of Graduate Studies and Research*, 2016.

*Atlantic Entrepreneurial Ecosystem Research Project (AEE)*. Raised funding and directed research activities of Atlantic Entrepreneurial Ecosystem Research Project for **Atlantic Policy Research Initiative** involving collaboration and supervision of Memorial University of Newfoundland and Labrador, Cape Breton University, University of PEI, Université de Moncton, and University of New Brunswick. Nine scholars and numerous student research partners contributing.

*Policy Workshop on Atlantic Entrepreneurial Ecosystem: Building our Economy through Entrepreneurship*. September 9-10, 2015. 136 participants from Atlantic Canada, 5 invited guest speakers, and ~ \$80,000 sponsorships and registrations.

Saint Mary's University *Research Expo*. In-class Beta-testing of Presenters Podium. Faculty of Graduate Studies and Research, March 21, 2014.

Reviewer. **Academy of Management Annual Conference**, Philadelphia Pennsylvania, Business Strategy 2014.

Reviewer. **Administrative Sciences Association of Canada**. Two papers. Muskoka, Ontario. 2014.

Reviewer. **Canadian Council for Small Business and Entrepreneurship Annual Conference**. Victoria, B.C. Canada. 2013.

Farrell, Ellen (2013). "Small town Nova Scotia loses its ferry." 2013 Business Case for **Junior Achievement National Conference**. SMU. Halifax, N.S. August.

Farrell, Ellen (2012). "Little city gets big contract." 2012 Business Case for **Junior Achievement National Conference**. SMU. Halifax, N.S. August.

Reviewer. **Canadian Council for Small Business and Entrepreneurship Annual Conference**. Halifax, Canada. 2012.

Reviewer. **Global Business & Economics Anthology**, Portugal 2011. Recognized at conference for "significant contributions to reviewing."

Reviewer. **Entrepreneurship and Regional Development**. 2010.

Reviewer. **International Council of Small Business and Entrepreneurship Annual World Conference**. Finance Track. South Korea. 2009.

Text Book Review. **Timmons & Spinelli. New Venture Creation, 6<sup>th</sup> Edition**. 2009.

Track Co-Chair for Small Business Support Services, **ICSB World Conference**, Halifax, 2008.

Journal reviews. **Venture Capital: International Journal of Entrepreneurial Finance**, 2004 - 2008.

Reviewer. **Journal of Small Business and Entrepreneurship**, 2007.

Conference reviewer, **Administrative Sciences Association of Canada**, Annual conference, Halifax, 2003.

Reviewer. **Canadian Council on Small Business and Entrepreneurship**, Annual, Halifax, 1998.

Textbook Review. **Business in a Changing World**, Chapters 1- 3. Nelson Canada. 1995.

Session Chair. **Atlantic Schools of Business, 1994**

Reviewer. **Atlantic Schools of Business, 1992.**

## **RESEARCH AWARDS & GRANTS – TOTAL \$712,913**

*Girls and Women and the Venture Capital Conundrum*. Women's Entrepreneurship Knowledge Hub administered by Diversity Institute, Ryerson University. 2020. \$67,680.

*Where have all the little girls gone?* Change Lab Action Research Initiative and MITACs. Work with Centre for Women in Business to encourage more venture capital to women and girls. 2020. \$12,500.

*Atlantic Women's Investment Network*. Industry Canada. 2019. \$9970.

*MaRS Discovery District's Entrepreneurial Ecosystem*, Awarded by MaRS Discovery District, 2016. \$87,000.

*Atlantic Entrepreneurial Ecosystem: Vibrant and Globally Aspiring*, Awarded by Atlantic Policy Research Initiative, 2016. \$188,000. Later amended to \$219,000.

*Analysis of Federal Government's Role in Atlantic Entrepreneurial Ecosystem*. Awarded by Industry Canada. 2014. \$17,077

*Fueling Entrepreneurship and Innovation: Provincial Venture Capital Program Evaluation*. Awarded by the Province of Nova Scotia. 2013. \$33,900.

Student Employment & Education Grants, Province of Nova Scotia, 2011 (three), 2012, 2014. \$25,000.

International Travel Awards. Saint Mary's University, 2015, 2011, 2007, 2006 \$3,500.

CIBC Professorship in Entrepreneurship & Business Venturing awarded to John Chamard released to Ellen Farrell posthumously. 2010. \$25,000.

Senate Research Grant, 2017, 2010, 2009, 2000, 1998, 1996. Saint Mary's University \$12,700.

Financial Services and Public Policy Research Program. Doctoral research grant awarded by, 2002-2006, \$10,000.

*Policy Workshop on Early-Stage Venture Capital: International Perspectives: A Program of Instruction for Policy Makers.* Nova Scotia Office of Economic Development, Atlantic Canada Opportunities Agency (ACOA), and Industry Canada. 2004, \$40,000.

*Capital Creation Contributions of Business Angels and the Atlantic Venture Networking Group.* Industry Research Assistance Program (IRAP) and the Atlantic Provinces Chambers of Commerce, Report to the Atlantic Provinces Chambers of Commerce. 2004. \$28,750.

*The State of Entrepreneurship in Atlantic Canada 2002.* Atlantic Canada Opportunities Agency 2001. \$45,770.

*Informal Investors: A Canadian Literature Review and Research Agenda.* Industry Canada. 1999. \$12,800.

*SMU Senate Research Grant.* 1996, 1998, and 2000. Total \$6060.

*Generating precision of previous estimates of angel activity in Atlantic Region.* ACOA Research Grant. 1998. \$24,956.

*Angel activity in the Atlantic Region.* ACOA Research Grant. 1997. \$28,750.

*Brian Farlinger Award for Best Emerging Researcher.* Canadian Council for Small Business and Entrepreneurship. 1996. \$2,500.

## PROFESSIONAL DEVELOPMENT

**Atlantic Venture Forum**, National showcase of new and early-stage Atlantic regional ventures. 2021, 2020, 2019, 2018, Halifax, June 27-28, 2017. Halifax, June 22-23, 2016; June 17-19, 2014; June 10-11, 2015; and June 19-20, 2013.

Defence Modelling & Simulation with the International Video Gaming Sector Focusing on Reducing Risk, Improved Planning and Improved Operation. **Canadian Defence Security and Aerospace Atlantic Exposition.** September 5-7, 2017. September 5-7, 2013. Halifax, N.S. and September 5-7, 2013. Halifax, N.S.

**National Angel Capital Organization**, Invited guest speaker and moderator. *Building strong investor ecosystems and clusters of entrepreneurship.* October 4-6, 2016, Vancouver.

**Invest Atlantic**, Building Capital and Partnerships. Conference of entrepreneurs, consultants, financiers and economic development groups. Halifax, September 22-23, 2015; Halifax, September 17, 2013; Halifax, September 26, 2011.

Fasten Your Seatbelts: Investing and Exiting in Turbulent Times. **Canadian Venture Capital & Private Equity Association**, November 23, 2011.

The Great Valuation Debate, **Canadian Venture Capital & Private Equity Association**, February 23, 2011.

Strategies to Access Capital and Opportunities from the US and Abroad, **Canadian Venture Capital & Private Equity Association**, November 24, 2010.

**17<sup>th</sup> Annual National Association for Seed and Venture Funds**, Baltimore, Maryland, October 2010.

**Canadian Venture Capital & Private Equity Association Annual Conference**, May 28 – 30<sup>th</sup> Halifax, 2007.

**National Angel Capital Organization Annual Conference**, Halifax, 2008.

**12<sup>th</sup> Annual National Association for Seed and Venture Funds**, Salt Lake City, Utah, October 2005.

**SME FDI Workshop: Small and Medium-Sized Enterprise Financing in Canada.** Business Development Bank of Canada and Export Development Corporation. 2003.

**International Association of Business Communicators.** International Conference, New York City 1985; Kansas City 1986.

## **AWARDS & RECOGNITION**

**Award for Overall Excellence in Education**, Saint Mary's University Student Association. 2020. Nomination prepared by Kory Henn, BComm.

**Atlantic Association of University Teachers**, SMU Nominee for Award for Teaching Excellence 2017.

**Father William A. Stewart Medal for Teaching Excellence.** Saint Mary's University Alumni Association. \$1500, medal, and award. May 2015. Nomination prepared by Cindy Joe et al.

**Excellence in Teaching Award.** Saint Mary's University Students Association, May 2015.

**Finalist, National Mentor of the Year**, twice was one of six finalists from more than a hundred nominations for Canadian Youth Business Foundation and the Business Development Bank of Canada. Nominated by W.L. Clarke Swimm, 2014; and 2015.

**Nomination, Women of Excellence - Educator of the Year**, Halifax Progress Club, 2013. Nominated by Saint Mary's University.

**CIBC Professorship in Entrepreneurship & Venture Development.** June 2010.

**The Coast, Annual City Guide 2010**, Best Professor 2<sup>nd</sup> Runner-up.

**Full Time Professor of the Year**, 2008-09, Saint Mary's University Commerce Society.

**'Hot Profs'** 2005. Canadian Business Magazine – MBA edition.

**Excellence in Teaching Award.** Awarded by the Saint Mary's University Students Association, May 2004.

**'Most Popular Profs'** 2004. McLean's Magazine annual Guide to Universities.

**Finalist, Entrepreneurship Educator of the Year, 1998, 1999.** Atlantic Region Entrepreneurship Education Conference. Halifax,.

**'Most Popular Profs'** 1999. McLean's Magazine's "Annual Guide to Universities."

**Commerce Professor of the Year.** 1998/99. Bestowed by Commerce Society.

**Brian Farlinger Award for the Best Emerging Researcher.** \$2,500 Canadian Council for Small Business and Entrepreneurship. Montreal, Canada, 1996.

## TEACHING

### COURSES TAUGHT ANNUALLY

1. Structuring Lean Start-ups ENTR 3389
2. New Venture Opportunities ENTR 4487/6647
3. Entrepreneurial Finance – MTEI 5510
4. Venture Capital ENTR 4110/6110
5. Venture Grade: Student Venture Capital Fund ENTR 4220/6220
6. Start-up Stream, MTEI Option

### COURSE DEVELOPMENT

1. Rapid Growth Firms and Private Equity– SMBA 6690, MGMT 4490, 2008
2. Entrepreneurship & Venture Capital – EMBA 6647/6690, 2006-2011
3. ½ course version of Entrepreneurship & Venture Capital – EMBA 6690, 2013
4. Co-taught Leadership Special Topics – EMBA 6690, 2012
5. Venture Capital – SMBA 6690; MBA CMA, 2010 - 2013
6. Investor Ready – MTEI 5585 2014, to present
7. Directed Studies in Strategy, Venture Capital and Entrepreneurial Finance (5)
8. Directed Studies in Due Diligence with First Angel Network (2)
9. Entrepreneurship Module --EMBA, Iqaliut, Nunavut September 2002.
10. Venture Grade: Student Venture Capital Fund, created in 2015
11. Strategic Management MGMT 4489 (1996 - present)

### DISTANCE UNIVERSITY TEACHING METHODOLOGIES

1. BUS 110 to studio and remote students via ASN (network) and cable television. 1991-1998. Two-semester course required two syllabi for distance/studio students, video presentations, and counseling via telephone. Courses were aired for three years after taping.
2. BUS 110 Teleconference, 1993.
3. Zoom and BrightSpace online teaching methods 2020 - 2021.

#### PROFESSIONAL DEVELOPMENT PROGRAMMING

- 1996 - 2009 **Management Diploma**, Academic Director and Facilitator for Business Strategy.  
 1997 - 2010 **Management Development for Women**, Facilitator for Business Strategy.

#### CANADIAN INTERNATIONAL DEVELOPMENT WORLD TEACHING (CIDA)

- 2009 **National Economics University of Vietnam**, Hanoi. Teaching Venture Capital and Rapid Growth Firms to professors at National Economics University.  
 2014 **Ministry of Industry, Government of Vietnam**, Hanoi and Ho Chi Ming City. Developing Business Plans.

#### CO-CURRICULAR INSTRUCTIONAL INNOVATIONS

1. 2018 - Created Canadian Home Division for the **International Venture Capital Investment Competition** run by UNC Chapel Hill. Six graduate and six undergraduate teams compete in Halifax valuing six entrepreneurs; up to 18 VC judges for Canadian participants.
2. **2018** – Venture Capital students began competing in Boston at US New England VCIC event. We have placed each year in three years we have participated.
3. 2016 Created **Venture Grade: Student Venture Capital Fund** in cooperation with Innovacorp. Student raised- and -run fund is only type in Canada and U.S. Having raised up to \$200,000 they continue to replenish the evergreen fund as investments are made. Seven investments made in the Region to date for a total of \$110,000. Innovacorp has signed a side-car arrangement with SMU.
4. 2000 - present **Mini-Venture Trade Fair**, Structuring the Start-up students showcase their companies to a business community audience.
5. 2000 - present **Investor Ready** students present business plans to VCs, angels, & business community.
6. 2014 **Presenter's Podium**, beta tested new online platform to develop student's oral communication and presentation skills.
7. 1993 - present **Mentorship**, formal (Fusion) & informal support for career & personal development.

8. 1999 – 2009 **Strategic Management Boardroom** Series whereby management students would conduct final presentations in the boardrooms of the largest and most interesting companies around the Province.
9. **Times Mirror Professional Entrepreneurial Award & Harcourt Brace Entrepreneurial Award**, award instituted for business plan development, \$1200 - \$200.
10. 2004 – present. **Living Cases**, prepare case of local entrepreneurs who then attend the class and discuss their strategies and stories with students. Approximately 70 living cases to date. Details included in Teaching Reflection

#### EXTRA-CURRICULAR ACTIVITIES DEVELOPED & SUPPORTED

1. 2011 - present **Order of Entrepreneurship** - Created distinction for students running entrepreneurial enterprises while attending University, Inaugural event Spring 2011; 42 students inducted to date.
2. 1994 - present **Competition Coaching**, maintained a lively and rigorous competitive focus for students who were prepared to compete nationally and internationally.

#### SUMMARY OF STUDENT AWARDS WON: \$289,500

##### Global Venture Capital Investment Competition (New England Division)

- 2020 Undergraduate team won **3<sup>rd</sup> place**. Alejandro Sanchez-Alvila, Wafa Wahib, Asja Dillet, Jake Chambers, and Alex O'Brien
- 2019 Undergraduate team won **2<sup>nd</sup> place**. Kory Henn, Emma Scott,
- 2018 Findlay Hilchie, Stephanie Fitzner, David Hatcher, Avi Chandrapati and Anu Gupta  
**Tied for 1<sup>st</sup> place with Rochester** ahead of Yale, Dartmouth, Babson and MIT.

##### The Next 36

- 2011 **J.P. LeRoux**, inaugural event, Cash Prize, In-kind and Mentorship ~ \$50,000
- 2012 **Simon Jalbert**, over 2000 applicants in the second year, ~ \$15,000

##### APEX Business Plan Competition (formerly North Eastern Universities), New Brunswick:

- 2019 **1<sup>st</sup> Place** Clean Catch Baits
- 2019 **2<sup>nd</sup> Place** Bloxo
- 2014 **2<sup>nd</sup> Place Undergraduate** \$3000. Jessica Herron, Kirsten Osmond, and Danny Williams
- 2013 **3<sup>rd</sup> Place Graduate**. \$3000. Patrick Farrar and Nathan Dennison
- 2013 **3<sup>rd</sup> Place Undergrad**. \$3000. David Nordqvist and Greg Dobson
- 2012 **3<sup>rd</sup> Place Undergraduate**. \$1000. Philip Clowater and Findlay Hilchi, PolarBares
- 2010 **Best Financials**. \$500. Ryan MacKenzie, Floorplay
- 2008 **Best Financials**. \$500. Pet Life Assurance Co.

- 2005 **Best Business Start-up** Denise Pearcey and Peter Bragg Time-Worn Timber.  
\$2,000
- 2005 **Best Financials, Graduate/ Undergraduate** Time-Worn Timber (undergraduate)  
\$500

**ACE Canada National Awards, Association for Collegiate Entrepreneurs:**

- 2009 **Atlantic and Provincial Winner**, Leah, Skerry
- 2008 **Atlantic and Provincial Winner**, Brad LeBlanc
- 2007 **Atlantic and Provincial Winner**, Duncan Enman
- 2007 **National Student Entrepreneur Runner-up**, Duncan Enman, CanStock Photo

**Enterprize, Business Development Bank of Canada:**

- 2008 **Runner's-Up** Atlantic & National Contestants, Ryan MacKenzie, Chris Woodburn, Corey Hollis and Jamie deWolfe. \$4,000. Floorplay
- 2007 **Runner's-Up**, Atlantic & National Contestants, \$8000, HangTime.com
- 2007 **Third Place**, Atlantic \$4000 – Pet Life Assurance Co

**Ivey CIBC Business Plan Competition, London:**

- 2005 **Finalists** Exact Wind, Ryan McInnis, Amy Theriault, Dave Lank and Sean LeBlanc
- 2005 **Finalists** Skylar Technologies, Teryl Taylor, Tyler Swan, Neil Cody and Sudhindra Tawari (undergraduates competing in graduate level competition)
- 2000 **1st Place** Nicole Methven and Clare Biddelph in first ever Canadian MBA Championship, DementiaGuide, \$15,000

**Queens Business Plan Competition:**

- 2012 **Innovation Award**, \$2000. Jean Pierre LeRoux
- 2012 **3rd Place**, \$1000. Jean Pierre LeRoux
- 2004 **Finalists** Traditional Timber, Peter Bragg, Denise Pearcey, Eric Pook, Marie Frenette and Simon Partington
- 2004 **Finalists** Van-Go Canvas Repair, Peter Mahoney, Katie Earl and Lindsay Broghan
- 1999 **2nd Place**, Jamie Renouf and Kevin Penny \$2000. Only Atlantic university invited to finals, and only money winner outside Ontario
- 1997 **Most Entrepreneurial Spirit**, \$500; Chris MacDonald, Scott Bentley, Neil Dixon
- 1996 **3rd Place** \$500 Cathy King only finalist invited from east of Quebec
- 1995 **Finalists**. Only Atlantic Canadian team represented in finals

**Stu Clark Investment Competition (CanAm Bowl), University of Manitoba:**

- 2006 **1st Place Canadian Conference**, \$100,000 finance and \$3000 cash – Exact Wind.
- 2006 **Best Written Business Plan**, Exact Wind. \$1,500

**What's the Big Idea, Saint Mary's University:**

- 2007 **Most Innovative Technology**, \$1000 – HangTime.com
- 2007 **Most Creative Idea**, \$1000 – HangTime.com
- 2006 **Most Innovative Technology**, \$1,000 – iJog
- 2006 **Overall Winner**, \$2,000 – Rex Technologies
- 2006 **Best Student Business** \$1,000 - CanStockPhoto.com
- 2005 **Overall Winner, Best Export Idea & Most Innovative Technology**, \$5,000 – Exact Wind.

**Canadian Youth Business Foundation High Fliers Award:**

- 2013 Brad Hiltz, Owner, Good Wood.  
 2013 Victoria Smith, Co-founder Stromline Technologies.

**Others:**

- 2000 **International Business Plan Competition**, University of Texas at Austin. 2000. Nicole Methven and Clare Biddelph. \$1,500
- 2013 **Manulife \$100,000 Asian Challenge** Yan Ni, Heather McPeake and Steven Jones 2013, Resolution Optics.
- 2011 **Atlantic Canada Opportunities Agency and Youth Entrepreneurial Skills** program Philip Clowater - Secured \$55,000 funding for Polar Bares.
- 2011 **1<sup>st</sup> Place, Innovacorp Student Innovation Ideas Competition**, Louis Westergard, \$5000.
- 2012 **2<sup>nd</sup> Place, National Business and Technology Conference**. 31 groups, 500 delegates participating (including MIT, Harvard, UofT).

**SERVICE TO THE UNIVERSITY, PROFESSION & COMMUNITY**

**CURRICULUM COMMITTEES:**

**Co-Director, Master in Technology Entrepreneurship & Innovation.** 2017 to present.

**Bachelor of Arts (Entrepreneurship)**, Worked with Arts and Commerce deans and their associates to bring Entrepreneurship Major to Arts students, 2009. Passed by MPHEC without issue. Provided support with development of promotional efforts to support, Summer 2010.

Founding committee member, **Master of Technology Entrepreneurship and Innovation**. New degree program advanced to the Maritime Provinces Higher Education Committee in Fall 2012. Commenced Fall 2013.

**Master Technology Entrepreneurship and Innovation**, Faculty Council, 2013 – present.

**Coordinator, Entrepreneurship Major for Faculties of Arts and Commerce**. Role has many responsibilities amongst which include oversight, admitting, conducting teaching assessments.

**Faculty Undergraduate Committee**, Departmental representative. 2008 -2009.

**Academic Planning Committee**, 2004 to 2007. University-wide committee reporting to University's Senate and Board.

**MBA Council**, Departmental Representative, 2004 - 2005.

Academic Director of Management Diploma. **Department of Continuing Education**. 1996 – 2009.

**President's Executive Education Committee**, Departmental representative. 2001 – 2003.

#### OTHER MAJOR UNIVERSITY COMMITTEES & RESPONSIBILITIES:

Development and creation of **Pan- University E-ship Minor** for all faculties at SMU (February 2018).

**University Review Committee**, review of promotions and tenure decisions (2015 – 2017).

**Entrepreneurship Major Self Study**. MPHEC review process to investigate Entrepreneurship Major and Response to the Report (2016 – 2017).

**Dean's Strategic Planning Committee**, development of new Mission, Objectives and Strategic Plan for AACSB accredited Sobey School of Business (2012 -2013).

**Policy Workshop on Early Stage Venture Capital - International Perspectives**. Event Host and Organizer. Sponsored by SMU BDC, NS Office of Economic Development and Atlantic Canada Opportunities Agency. Brought five international experts to Halifax (Murray, Mason, Sohl, Aernoudt and Grahame). 146 attendees from four provinces. November 8-9, 2004.

**Canadian International Development Agreement (CIDA)**. Saint Mary's University with Vietnam, Hanoi (2009). Was first professor to travel to Hanoi to present Western style understanding of strategic approaches to new business development and finance to professors at NEU in Hanoi.

Address to the Alumni Leadership Dinner for Inductee, **Nancy Knowlton. Founder and President, Smart Technologies**, May 2012.

SMU Co-chair, **International Junior Achievement Conference**. SMU hosted 165 Junior Achievers (and 31 chaperones) from 10 countries. 2012 and 2013.

Research Expedition to **Babson College**, Wellesley, MA. to identify best practices for Entrepreneurship programming at a University-wide level. December 2012.

**Honourary Doctoral Recipient Presenter**, Fall Convocation. **Dr. Fred George, founder Gammon Lake Resources and GoGold**. October 2011.

**Honorary Doctoral Recipient Presenter**, Mount Saint Vincent University Spring Convocation for Honorary degree recipient **Dr. Margo Franssin, President, The Body Shop Canada**, 1995.

**Honorary Doctoral Recipient Presenter**, Saint Mary's University Spring Convocation, Recipient **Dr. Dave Thomas, President and Founder, Wendy's**, 1995.

**Order of Entrepreneurship, 2011 – present.** Created award program inducting students who run entrepreneurial enterprises while attending the University. Thirty-two students inducted to date.

**Search Committee - Athletic Director**, University Faculty Representative, April 1997.

**Liquor Advisory Committee** - Faculty Representative, University-side body oversees the Student Union ownership of liquor license on campus. 1997 to 2003.

**Honourary Degree Recipient Presenter**, Spring Convocation. **Dr. Sarah Dennis**, CEO *The Chronicle-Herald*. May 2011.

**Senate of Canada.** Wrote delivery for Honourable Wildred P. Moore who spoke in Senate of Canada regarding accomplishments of Fred George. *Debates of the Senate*. November 16, 2011.

**CONTRIBUTIONS TO THE PROFESSION & THE COMMUNITY**

**Deloitte, Invited Speaker.** Invited to present to Atlantic Regional Managers of major banks, and regional law firms and consulting firms. September 2019.

**Pitch Judge,** Volta Effects, Cox and Palmer sponsor, February 21, 2018.

**Policy Workshop on Atlantic Entrepreneurial Ecosystem: Building our Economy through Entrepreneurship.** September 9-10, 2015. 136 participants from Atlantic Canada, 5 invited guest speakers, and ~ \$80,000 sponsorships and registrations.

Moderator, **Invest Atlantic.** "The Atlantic Entrepreneurial Ecosystem," moderated panel with Gary Dinn, Sally Ng, and Trevor McAusland, 2015; and "How do you recruit talent?" Moderated panel with Gavin Uhma, Saeed El Darahali, and Ben Yoskovitz., Halifax, September 24-25, 2013.

Speaker, **Invest Atlantic,** Raising Capital for Business. "Business plans: A research-informed approach." Halifax, September 26, 2011.

**Annual Sobey School Solutions - Breakfast Workshop Series,** from inception to 2010.

**Invited Permjit Valia,** small business specialist and business angel to Halifax (from London) to present to students and community. Ninety-five persons (mostly SMU and Dal students) attended the event. A Dragon's Den approach had three Sobey students present to him.

**Junior Achievement,** Annual Provincial Awards Judge, 2009.

**Centre for Women in Business:** Fundraising appeal to BBA alumni, 1993; Networking session, Business Idea Generation, 1994, 1995.

**Halifax Metropolitan Chamber of Commerce, Small Business Committee** - "Angels from Heaven," speech regarding research and angel activities, May 1997.

**Puerto Rican Entrepreneurial Delegation to Saint Mary's University,** Coordinated exchange of entrepreneurship education ideas and experiences between Puerto Rican and Saint Mary's students. October 1998.

**Office of Economic Development & Tourism Policy Advisors** (invited guests from Innovacorp, Nova Scotia Department of Finance, and ACOA), Presentation by invitation, September 1998.

**Entrepreneur's Forum,** Presentation to 120 entrepreneurs and government representatives, Sept 1998.

**Atlantic Canada Opportunities Agency Senior Managers,** Presentation in Moncton. May 1998.

**Halifax Women's Network:** Session speaker, *Business Idea Generation*, 1995; Annual Dinner speaker, *Financing Opportunities and Where to Find Them*, 1995.

**Co-op Education Television Series**, Mount Saint Vincent University. Hosted series of nine 15-minute television programs about co-operative education in the Atlantic Provinces. The interview-style programs air regularly and have been sold to other universities where co-op education is supported and promoted. 1992 - 1995.

**Arena Manager's Association**, Developed and taught half-day communications module for the two-week certificate program for facilities' managers. 1988 and 1993.

**So You Want to Start Your Own Business**, Centre for Women in Business, MSVU. Developed and conducted a one-day seminar attended by 28 participants. 1992.