Jonathan (Jon) Taylor Down

Assistant Dean for Professional Development
Dr. Robert Pamplin Jr. School of Business Administration
Center for Entrepreneurship
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EDUCATION

Ph.D. University of Washington, Strategic Management with minor areas in Economics and Research Methods, March 1998

M.B.A. Harvard University, June 1987

B.S. Oregon State University, Mechanical Engineering, June 1983

ACADEMIC EMPLOYMENT

8/07-present University of Portland Portland, Oregon
Director of the Center for Entrepreneurship and Associate Professor of Management in the Pamplin School of Business Administration

- Responsible for growing resources and impact of the university based Center for Entrepreneurship through on and off campus partnerships
- Play a lead role in the development of new curriculum and programs
- Teach courses in Entrepreneurship, Management, Technology Innovation, Finance, and Strategy at the undergraduate, graduate and executive levels
- Conduct academic and policy research in areas that blend strategy, finance, entrepreneurship and economics

9/97-6/07 Oregon State University Corvallis, Oregon
Director of the Austin Entrepreneurship Program and Assistant Professor of Strategic Management in the College of Business

- Taught Management, Entrepreneurship and Finance courses at the undergraduate, MBA and executive levels
- Developed the Entrepreneurship Option for Business Majors
- Lead the successful development of the largest residential entrepreneurship program in the country
- Delivered short academic programs in the US, Asia and Europe
- Strategic planning and marketing consulting for public sector and private companies

7/99-8/99 Payap University Chiang Mai, Thailand
Van Lang University Ho Chi Minh City, Vietnam
Visiting professor for the summer

9/93-6/97 University of Washington Seattle, Washington
PhD student and Research and Teaching Assistant. Taught multiple sections of Strategic Management, Organization Theory & Design and Business, Government & Society.

PROFESSIONAL EXPERIENCE

7/87-8/93 Precision Castparts Corp Portland, Oregon
Engineering Program Manager, Manufacturing Area Manager and Sales Account Manager. Lead a team of 10 engineers and technicians that developed investment castings for GE Aircraft Engines. Managed three manufacturing departments with 170 employees. Managed the sales and marketing program targeting several large customers.

7/83-7/85 Westinghouse Electric Co. Sunnyvale, California
Maintainability Program Leader and Engineer. Managed the Air Force Maintainability Program Plan requirements for the launching system of the MX ICBM missile program.

TEACHING EXPERIENCE

- Management of Technology Ventures
- Strategy and Entrepreneurship
- New Venture Management
- Management of Innovation and Change
- Entrepreneur Scholars Program
- Strategic Management/Business Policy
- Advanced Strategic Management
- Organization Theory
- Business, Government and Society
- Venture Finance
- Principles of Finance
- Executive Education Short Courses

MAJOR TEACHING INTERESTS

Enjoy teaching, and also developing new courses and academic programs. My objectives going in to each class I teach are to develop a positive relationship with each student, to make class interesting, to get my students to work hard, and to work to improve my teaching

PUBLICATIONS

Peer Reviewed Journals:

Dibrell, C., Down, J. & Bull, L. 2007. "Dynamic strategic planning: Achieving strategic flexibility through formalization," *Journal of Business and Management*. 13(1): 21-36.

Tokarczyk, J., Hansen, E., Green, M. & Down, J. 2005. "Contrasting paths: Two forest products firms search for success," *International Journal of Case Studies in Management*. 4(3).

King, J. & Down, J. 2003. "A methodology for better understanding social systems, *Journal of Applied Systems Studies*." 4(3).

Randoy, T., Down, J. T. & Jenssen, J. I. 2003. "Corporate governance and board effectiveness in maritime firms, *Journal of Maritime Economics & Logistics."* 5(1): 1-15.

King, K., Down, J. T. & Bella, D. A. 2002. "Learning to think in circles," *Journal of Management Inquiry*. 11(2): 161-170.

Berman, S. L., Down, J. T. & Hill, C. W. L. 2002. "Tacit knowledge as a competitive advantage in the national basketball association," *Academy of Management Journal.* 45(1): 13-31.Nominated for the 2002 *AMJ* Best Paper Award.

King, J. & Down, J. T. 2001. "On taking stories seriously: Emotional and moral intelligences," *Journal of Teaching Business Ethics*. 5(4): 419-437.

Down, J. T. 2001. "Matching structure to strategy," *The Encyclopedia of Management, 4th Edition*. Farmington Hills, MI: Gale.

Research Monographs:

Down, J., Rachor, P., Cortright, J. & Wiltbank, R. 2011. "State of entrepreneurship in Portland, Oregon," *Portland Development Commission*. April. http://www.pdc.us/

Down, J. T.1998. "Matching Internal Governance Mechanisms to Strategic Process: An Agency Theory Perspective on Implementing Strategic Decisions." Ann Arbor, MI:UMI Dissertation Services.

Chapters:

Down, J., Dibrell, C., Green, M., Hansen, E., & Johnson, A. 2003 "A resource-based view and market orientation theory examination of the role of "familiness" in family business success." In Poutziourus, P. and Steier, L. (eds.) *New Frontiers in Family Business Research: The Leadership Challenge*, 83-95. ISBN 0-903808-84-6. Manchester Business School.

Down, J. T. 2000. Review of *Tacit knowledge in professional practice: Researcher and practitioner perspectives,* edited by Robert Sternberg and Joseph Horvath. London: Lawerence Erlbaum Associates. In *Administrative Science Quarterly*, 45(1), 170-173.

Peer Reviewed Proceedings:

Down, J. T. & King, J. 1999."Towards a science of stories: Implications for management education," *Academy of Management Best Papers Proceedings*. Winner of the division best paper award.

Works in Progress:
Down, J.T. & Coppedge, R. "Understanding the Venture Funding Gap in Health Care Services: An Opportunity for Innovation Acceleration." Research project under development for submission to the *Journal of Health Care Finance.*

Down, J. T. & Craig, J. "Understanding the challenges to commercializing university based research." Research project under development for submission to the *Journal of Business Venturing*.

Down, J. T. & King, J. "A story-based view of learning: Opportunities for management education." Revising to submit to the *Academy of Management Journal of Learning and Education*.

Dibrell, C. C. &Down, J. T. "Strategic planning flexibility and firm performance under distinct competitive strategy choices." Plan to submit to the *Strategic Management Journal*.

Down, J. T. "An examination of agency theory strategic planning process design predictions." Revising to submit to the *Journal of Management*. Jon Down, PhD

Down, J. T. & Gobeli, D. Dynamic strategic planning: Systems, flexibility and planning effectiveness. Under development for submission to *California Management Review*.

PRESENTATIONS

Peer Reviewed Paper Presentations:

Down, J.T. & Rachor, P. 2012. The Index of Entrepreneurship Indicators – tracking the fertility of a region's entrepreneurship eco-system.. Accepted for presentation at the *National Collegiate Inventors and Innovators Alliance Annual Meeting*, San Francisco, CA

Down, J.T., Anderson, R., Marsnik, P & Envick, B. 2012. Building entrepreneurship education programs that link students and faculty across academic institutions. Accepted for presentation at the *National Collegiate Inventors and Innovators Alliance Annual Meeting*, San Francisco, CA

Down, J.T. & Coppedge, R. 2012. Understanding the Venture Funding Gap in Health Care Services: An Opportunity for Innovation Acceleration. Accepted for presentation at the *International Conference on Innovation and Entrepreneurship in Health*, Oklahoma State University, OK.

Down, J.T. & Anderson, R. 2010. The Good, The Bad and The Ugly – Lessons Learned from the Implementation of a Joint Commercialization of Technology Program. Presented at the *National Collegiate Inventors and Innovators Alliance Annual Meeting*, San Francisco, CA

Down, J.T. & Rachor, P. 2009. Commercialization as a Source for Entrepreneurial Education, Technology Licenses, and New Ventures. Presented at the *Global Consortium of Entrepreneurship Centers Annual Meeting*, Houston, TX

Down, J.T. & Ward, K. 2009. Strategic Business Planning in an Economic Downturn. Presented at the *Fair Trade Federation Annual Meeting*, Portland, OR

Down, J.T. & Hudnut, P. 2009. A Debate on the Impact of Entrepreneurship Programs on University Technology Transfer. Presented at the *National Collegiate Inventors and Innovators Alliance Annual Meeting*, Washington, DC

Agatstein, W. & Down, J.T. 2008. Eco Entrepreneurship: Factors for Program Success. Presented at the *Global Consortium of Entrepreneurship Centers Annual Meeting*, Tucson, AZ

Down, J.T. 2008. University Technology Spin-Offs: Do Entrepreneurship Academic Programs and Centers Impact Success? Presented at the *National Collegiate Inventors and Innovators Alliance Annual Meeting*, Dallas, TX

Down, J.T. 2007. *Cross* Campus Entrepreneurship: Implementation of Mini-Grants across the Curriculum. Presented at the *National Consortium of Entrepreneurship Centers Annual Meeting*, Syracuse, NY

Dibrell, C., Down, J.T., & Craig, J. 2004. Entrepreneurial firm success: A triadic examination of strategy planning, choice and flexibility. Submitted to the *Babson Kauffman Entrepreneurship Research Conference*, Glasgow, Scotland.

Down, J. 2004. Matching Management Systems with Strategic Process: An Exploratory Study Examining Predictions from an Intra-Firm Application of Agency Theory. Accepted for presentation at the *Western Academy of Management Annual Meeting*, Anchorage, Alaska.

Down, J., Dibrell, C., Green, M., Hansen, E., & Johnson, A. 2003 A resource-based view and market orientation theory examination of the role of "familiness" in family business success. Presented at the *Family Business Network Academic Research Forum*. Lausanne, Switzerland.

Down, J. T. 2003. Applying methodological perspectives to Strategic Management. Invited expert presentation at the Transforming Leadership Professional Development Workshop, *Academy of Management Annual Meeting*. Seattle, WA.

Dibrell, C. C. & Down, J. T. 2003. Strategic planning flexibility and firm performance under distinct competitive strategy choices. Presented at the *Academy of Management Annual Meeting*. Seattle, WA.

Dibrell, C. C. & Down, J. T. 2003. Strategy process insights: Achieving planning discipline *and* strategic flexibility. Accepted for presentation at the *Strategic Management Society Conference on Strategic Process*. Hartford, CT.

Dibrell, C. C. & Down, J. T. 2002. Strategic thinking in a global industry: Strategy process insights from forest products firms. Presented at the *Strategic Management Society Annual Meeting*. Paris.

Down, J. T. 2002. Why good people may make unethical business decisions. Presented at the *Oregon State University Alumni Association Classes Without Quizzes Program*. Corvallis, OR.

Randoy, T. & Down, J. T. 2002. Good corporate governance: A firm life cycle perspective. Presented at the *Western Academy of Management Annual Meeting*. Santa Fe, NM.

Dibrell, C. C. & Down, J. T. 2002. The second coming of deliberate strategic planning processes: Insights gained from a global industry. Presented at the *Western Academy of Management Annual Meeting*. Santa Fe, NM.

King, J. & Down, J. T. 2002. A method for better understanding "understanding." Presented at the *Academy of Management Annual Meeting*. Denver, CO.

Down, J. T. & Randoy, T. 2001. The future of textbook publishing in management. Caucus presentation at the *Academy of Management Annual Meeting*, Washington, DC.

Down, J. T., King, J. & Bella, D. 2000. Managing invisible hands. Presented at the *Western Academy of Management Conference*, Waikoloa, HI.

King, J., Down, J. T. & Bella, D. 2000. A modern odyssey: The desire of nobody. Presented at the *European Group for Organizational Studies 17th Colloquium*. Lyon, France.

Down, J. T. 1999. The internet and its effect on business: Fundamental or fad? Presented at *Payup University*. Chiang Mai, Thailand.

Down, J. T. & King, J. 1999. Towards a science of stories: Implications for management education. Presented at the *Academy of Management Annual Meeting*. Chicago, IL.

Down, J. T. 1999. A Teaching effectiveness seminar: Using a case study to explore the value of case discussion based teaching methods. Presented at *Van Lang University*. Ho Chi Minh City, Vietnam.

Down, J. T. 1999. Strategic management: A comprehensive approach to developing and managing business strategies. Presented at *Payup University*. Chiang Mai, Thailand.

Down, J. T. 1999. The emergent vs. deliberate strategic management process debate: Should we all just get along? Presented at the *Western Academy of Management Conference*. Redondo Beach, CA.

Berman, S. L., Down, J. T. & Hill, C. W. L. 1998. Nothin' but net: Testing organizational theories using sports-related data. Symposium presentation at the *Academy of Management Annual Meeting*. San Diego, CA.

Berman, S. L., Down, J. T. 1997. Tacit knowledge as a competitive advantage in the national basketball association. Presented at the *Western Academy of Management Conference*. Squaw Valley, CA.

Down, J. T. 1995. Management power and authority: Quo vadis? Presented at the *Doctoral Student Conference*. Seattle, WA.

AWARDS AND HONORS

- Portland Development Commission Contract to study the PDX Entrepreneurship Ecosystem
- Key contributor for the 2012 USASBE National Award for Outstanding Specialty Program, Entrepreneur Scholars
- Mortar Board "Top Prof" Teaching Award
- Difference, Power and Discrimination Curriculum Development Grant Award
- Invited member of the Women's Studies Program Faculty at Oregon State University
- National Mortar Board Excellence In Advising Award
- Austin Family Business Program Research Grant Winner
- Doctoral Program Outstanding Teaching Award, University of Washington.
- Nomination for the 2002 *AMJ* Best Paper Award
- Bales Scholar Award
- Academy of Management Best Management Education Paper Award
- Academy of Management Annual Meeting Best Papers Proceedings.
- Selected to participate in three week Faculty Development Tour of Southeast Asia
- Western Academy of Management Best Paper Award.
- Edna Benson Fellowship Award
- Boeing Fellowship for Excellence
- Doctoral Program Certificate of Merit for Outstanding Teaching, University of Washington.
- Invited Faculty Panelist: Academic Success

UNIVERSITY SERVICE

- Lead the development of the Entrepreneurship and Innovation Management Business Major at University of Portland
- Served as the Management Discipline Lead
- Lead the development of the Technology Entrepreneurship Certificate graduate program at University of Portland
- Lead the development of the Entrepreneurship Business Major at Oregon State University.
- Developed several new courses including: the MBA strategy course, junior and senior level new venture finance courses, and a commercializing technology course.

- Serve on various student committees for Masters and PhD degrees at Oregon State, University of Portland, and Oregon Health and Science University.
- Play a significant fundraising role working with the university foundation by calling on alumni and contributors.
- Served as faculty advisor for OSU's Mortar Board Honor Society chapter and received the *National Mortar Board Excellence in Advising* Award
- Served on the MBA Task Force redesigning the MBA program at Oregon State and regularly attend and speak at information events promoting the MBA program.
- MBA graduation ceremony keynote speaker.
- Serve as a regular advisor to MBA students on their final portfolio and integrated business plan projects.
- Regularly serve on faculty search committees.
- Assist the Athletic Department with recruiting athletes by meeting with prospective students interested in majoring in business.
- Co-Chaired, with Nancy Rosenberger, the OSU University Athletic Advisory Subcommittee on Budgets and Financing.
- Participated in three week Faculty Development Tour of Southeast Asia

PROFESSIONAL SERVICE

- Reviewer for the *Academy of Management Journal*, *Journal of Sport Management*, *Journal of Forest Products Business Research*, *Social Sciences and Humanities Research Council of Canada*, *Academy of Management Annual Meetings*, and other conferences.
- Co-founded and serve as a director for *Authors Academic Publishing*, a textbook publishing company.
- Serve, or have served on various boards, including the Business Enterprise Center (a business incubator), Life Microsystems, Zaps Technology, Virginia Garcia Foundation, Clutch Motors.
- Regularly speak to business oriented community groups and associations on Strategic Management Best Practices
- Active participant in business community activities throughout the Pacific Northwest.
- COB Portland Business Alumni Network keynote speaker.