

Nicholas Dew

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EDUCATION

- 1999-03** **Darden Graduate School of Business Administration, University of Virginia.**
Ph.D. in Management, 2003.
Dissertation: "Lipsticks and Razorblades: How the Auto ID Center used pre-commitments to build the Internet of Things"
Coursework: entrepreneurship, strategy and business ethics.
- 1997-99** **Darden Graduate School of Business Administration, University of Virginia.**
Masters in Business Administration, 1999.
Recipient of faculty award for academic excellence (top 10%).
Recipient of General Motors scholarship award for international students.
- 1986-89** **University of York, York, U.K.**
Bachelor of Arts (Honors) in History, 1989.
Graduated with First Class Honors (top 5%).

ACADEMIC APPOINTMENTS

- 2021-** Professor, Defense Analysis department (joint appointment)
Naval Postgraduate School (NPS), Monterey, CA
- 2017-** Professor, Department of Defense Management (DDM), NPS
- 2010–2017** Associate Professor, GSBPP, NPS
- 2003–2010** Assistant Professor, GSBPP, NPS.

AWARDS

2023 Journal of Business Ethics R. Edward Freeman Journal of Business Ethics Philosophy in Practice Best Paper Award for: McVea, J. & Dew, N., "Unshackling imagination How philosophical pragmatism can liberate entrepreneurial decision-making."

2022 (December) Louis D. Liskin award for teaching excellence (voted by the graduating MBA class)

2019 LCDR David Williams Outstanding Professor Award, presented by the NSA department for teaching excellence in the Center for Homeland Defense & Security.

2018 (December) Louis D. Liskin award for teaching excellence (voted by the graduating MBA class)

2015 Menneken Award for Highly Meritorious Research, annual NPS campus-wide award with a prize of \$10,000.

2015 GSBBP Faculty Academic Research Award, inaugural year.

2015 American Marketing Association Gerald E. Hills Award in Entrepreneurial Marketing for the paper that made the most significant impact at the marketing-entrepreneurship research interface in the previous decade.

2011, 2010, 2009 Letters of commendation for teaching excellence 2011 (top 5% faculty NPS campus-wide, voted by all NPS graduating students).

2008 European Journal of Innovation Management Outstanding Paper Award.

PUBLICATIONS OF REFEREED JOURNAL ARTICLES

1. Dew, N. & Lewis, I, 2022. "System-on-System Competition in Defense Innovation." Expeditions with MCUP, Marine Corps University Press.
2. McVea, J. & Dew, N., 2021. "Unshackling imagination How philosophical pragmatism can liberate entrepreneurial decision-making." *Journal of Business Ethics*, October, pp.1-16.
3. Ramesh, A, Dew, N., Read, S. & Sarasvathy, S., 2018. "The Choice to Become an Entrepreneur as a Response to Policy Incentives." *International Review of Entrepreneurship*, 16(4): pp. 489-524.
4. Augier, M.A., Dew, N., Knudsen, T., Stiglitz, N., 2018. "Organizational persistence in the use of war gaming and scenario planning." *Long Range Planning*, 51(4), p.511-552.
5. Brinckman, J., Dew, N., Grichnik, D., Mayer-Haug, K. & Read, S., 2018. "Of those who plan: A meta-analysis of the relationship between human capital and business planning in SMEs." *Long Range Planning*, 52(2), p.173-188.
6. Read, S., Dew, N., Sarasvathy, S. & Wiltbank, 2018. "Microfoundations for New Market Creation: Differences Between Expert Entrepreneurs and Expert Managers." *International Review of Entrepreneurship*, 16(1), p.1-28.

7. Nemeth, B., M.A. Augier & N. Dew, 2018. "Understanding some Pitfalls in the Strategic Foresight Processes: The Case of the Hungarian Ministry of Defense." *Futures*, Vol.101, p.92-102.
8. Dew, N., Aten, K. & Ferrer, G., 2017. "How many admirals does it take to change a light bulb? Organizational innovation, energy efficiency, and the battle over LED lights at the U.S. Navy." *Energy Research & Social Science* 27:57-67.
9. Dew, N. & Sarasvathy, S.D. 2016. "Exaptation and Niche Construction: Behavioral Insights for an Evolutionary Theory". *Industrial & Corporate Change*, 25(1):167-179. (Editor's Choice in special issue on exaptation).
10. Dew, N., Read, S., Sarasvathy, S. & Wiltbank, 2015. "Entrepreneurial Expertise and the Use of Control." *Journal of Business Venturing Insights* 1(4):30-37.
11. Wiltbank, R., Read, S. and Dew, N., 2015. "Investment and Returns in Successful Entrepreneurial Sell-outs." *Journal of Business Venturing Insights* 1(3):16-23.
12. Dew, N, Grichnik, D., Haug, K., Read, S., Brinckmann, J., 2015. "Situated entrepreneurial cognition." *International Journal of Management Reviews* 17(2):143-164. (Lead article, special issue on entrepreneurship research on affect and cognition).
13. Haug, K., Read, S., Brinckmann, J., Dew, N, Grichnik, D., 2013. "Entrepreneurial talent and venture performance: A meta-analytic investigation." *Research Policy* 42(6-7): 1251-1273.
14. Sarasvathy, S.D. and Dew N., 2013. "Without Judgment: An empirically-based entrepreneurial theory of the firm." *Review of Austrian Economics* 26(3): 277-296.
15. Read S., Dew, N. and Margery, P., 2013. "Innovation by Design: The Hybrid Organization." *Kindai Management Review* Jan/Feb 2013 1(1): 67-79. (Invited, refereed).
16. Venkataraman, S., Sarasvathy, S.D., Dew, N., Forster, W., 2012. "Reflections on the 2010 AMR decade award: Whither the promise? Moving forward with entrepreneurship as a science of the artificial." *Academy of Management Review* 37(1): 21-33. (Invited, refereed).
17. Ferrer, G., Heath, S. & Dew, N., 2011. An RFID application in large job shop remanufacturing operations. *International Journal of Production Economics*, 133(2):612-621.
18. Dew, N., Read, S., Sarasvathy, S. D. & Wiltbank, R., 2011. "On the Entrepreneurial Genesis of New Markets: Effectual Transformations versus Causal Search and Selection." *Journal of Evolutionary Economics* 21(2): 231-253.

19. Ferrer, G. Dew, N., 2010. "The Stigma of Failure in Organizations." *Journal of Operations and Supply Chain Management* 3(1):15–33.
20. Ferrer, G., Dew, N. and Apte, U., 2010. "When Is RFID Right for Your Service?" *International Journal of Production Economics*, 124: 414–425.
21. Velamuri, R. and Dew N., 2010. "Evolutionary processes, moral luck, and the responsibilities of the organizational actor." *Journal of Business Ethics* 91(1):113-126.
22. Dew N., Sarasvathy, S.D. Read, S., and Wiltbank, R., 2009. "Affordable Loss: Behavioral economic aspects of the Plunge Decision." *Strategic Entrepreneurship Journal* 3(2):105-126.
23. Dew, N., 2009. "Serendipity in Entrepreneurship." *Organization Studies* 30(7):735-753.
24. Dew N., Read, S., Sarasvathy, S.D. and Wiltbank, R., 2009. "Logical frames in entrepreneurial decision making: Differences between experts and novices." *Journal of Business Venturing* 24(4): 287-309.
25. Read, S., Dew N. and Sarasvathy, S.D., Song, M. and Wiltbank, R., 2009. "Marketing under uncertainty: a knock at the door." *Journal of Marketing* 73(3):1-18. (Winner of the 2015 Gerald E. Hills Award Best Paper on Entrepreneurial Marketing for the paper that made the most significant impact at the marketing/ entrepreneurship research interface in the previous decade).
26. Wiltbank, R., Read, S., Dew, N. and Sarasvathy, S.D., 2009. "Prediction and control under uncertainty: Strategy in new venture investing." *Journal of Business Venturing* 24(2):116-133.
27. Dew, N., Read, S., Sarasvathy, S. D. & Wiltbank, R., 2008. "Outlines of a Behavioral Theory of the Entrepreneurial Firm." *Journal of Economic Behavior and Organization* 66(1):37-59. Special edition on the Behavioral Theory of the Firm (Eds. Mie Augier and James G. March).
28. Sarasvathy, S.D. Dew N., Read, S., and Wiltbank, R., 2008. "Designing organizations that design environments." *Organization Studies* 29(3):331-350.
29. Dew, N. and Sarasvathy, S.D., Read, S. & Wiltbank, R., 2008. "Immortal Firms in Mortal Markets? An Entrepreneurial Perspective on the Innovator's Dilemma." *European Journal of Innovation Management* 11(3):313-329. (Winner of the journal's 2008 Outstanding Paper Award).

30. Sarasvathy, S.D. and Dew, N.,2008. "Effectuation and over-trust: debating Goel and Karri." *Entrepreneurship Theory and Practice* 32(4):727-737.
31. Dew, N., 2007. "Cookies for the Real World: Assessing the Potential of RFID for Contractor Monitoring." *Journal of Public Procurement* 8(1):98-129.
32. Dew, N. and Read, S., 2007. "The more we get together: Coordinating network externality product introduction in the RFID industry." *Technovation* 27(10): 569-581.
33. Dew, N. and Sarasvathy, S.D., 2007. "Innovations, stakeholders & entrepreneurship." *Journal of Business Ethics* 74(3): 267-283.
34. Wiltbank, R., Dew N., Sarasvathy, S.D. and Read, S., 2006. "What to do next? The Case for Non-Predictive Strategies." *Strategic Management Journal* 27(10): 981-998.
35. Dew, N., 2006. "Incommensurate Technological Paradigms? Quarrelling in the RFID Industry." *Industrial and Corporate Change*, 15(5): 785-810.
36. Dew, N. 2006. "Institutional Entrepreneurship: a Coasian Perspective." *International Journal of Entrepreneurship and Innovation* 7(1):13-22
37. Sarasvathy S. D. and Dew, N. 2005. "New Market Creation through Transformation." *Journal of Evolutionary Economics* 15:533-565.
38. Sarasvathy S. D. and Dew, N., 2005. "Toward a technology of foolishness: alternative logics embodied in entrepreneurial action." *Scandinavian Journal of Management* 21(4):385-406. Special Issue in Honor of J.G. March.
39. Dew N., Velamuri S. R. and Venkataraman, S., 2004. "Dispersed Knowledge and an Entrepreneurial Theory of the Firm". *Journal of Business Venturing* 19(5):659-679.
40. Dew N., Sarasvathy S. D. and Ventakaraman, S., 2004, "The Economic Implications of Exaptation". *Journal of Evolutionary Economics*, 14:69-84.

OTHER REFEREED WORK

1. Dew, N., 2021. "Entrepreneur Beliefs about Serendipity". In Farazmand A. (Ed.) *Global Encyclopedia of Public Administration, Public Policy and Governance*. New York: Springer. (Invited, editor refereed).
2. Dew, N. & Read, S., 2019. "Is it worth it? The relevant performance yardstick for the entrepreneur." In J. Katz & Corbett, A. (Eds.) *Advances in Entrepreneurship, Firm*

Emergence and Growth 2019: Seminal Ideas for the Next Twenty-Five Years of Advances.
Volume 21, p.31-56. Bingley UK: Emerald (Invited, editor refereed).

3. Sarasvathy, S.D. & Dew, N., 2019. "The Paradox of Control Through Collaboration in Effectual Entrepreneurship." In Jeff Reuer, Sharon Matusik and Jessica Jones (Eds.) *Oxford Handbook on Entrepreneurship and Collaboration*, p.35-58 (Invited, editor refereed).
4. Augier, M.A. & N. Dew, 2018. "A Behavioral (Simonian) Perspective on (Behavioral) Strategic Management Research." In C. Fang, V. Rindova & M.A. Augier (Eds.) *Behavioral Strategy in Perspective: Advances in Strategic Management, Volume 39*, p.51 – 67. Bingley UK: Emerald (Invited, editor refereed).
5. Dew, N., Ramesh, A, Read, S. & Sarasvathy S.D., 2018. "Toward Deliberate Practice in the Development of Entrepreneurial Expertise: The Anatomy of the Effectual Ask." In K. Anders Ericsson, Hoffman, R.R., Kozbelt, A. & Williams, M. (Eds.) 2018. *The Cambridge Handbook of Expertise and Expert Performance, 2nd Edition*. Cambridge University Press. (Invited, editor refereed). Pages 389-412.
6. Read, S.R., Sarasvathy, S.D., Dew, N. & Wiltbank, R., 2016. "Response to Arend, Sarooghi and Burkemper (2015): Cocreating Effectual Entrepreneurship Research." *Dialogue, Academy of Management Review* 41:3, 528-532 (editor refereed).
7. Venkataraman, S., Sarasvathy, S.D., Dew, N. & Forster, W., 2013. "Of narratives and artifacts." *Dialogue, Academy of Management Review*, 38:1 163-166 (editor refereed).
8. Sarasvathy S., Dew, N. and Ventresca. M., 2009. "Wave making: Unpacking entrepreneurship as collective activity." Lumpkin, T., (ed.) *Advances in Entrepreneurship Research, 2009*. Oxford UK: JAI/Elsevier: 261-281. (editor refereed).
9. Dew, N., 2007. "Abduction: a Pre-Condition for the Intelligent Design of Strategy." *Journal of Business Strategy*, 28(4): 38–45. (editor refereed).
10. Dew, N., Goldfarb, B. and Sarasvathy, S.D., 2006. "Optimal Inertia: When Organizations Should Fail." In J.A.C. Baum, S.D. Dobrev, and A. van Witteloostuijn, *Strategy and Ecology: Advances in Strategic Management*, 23. Oxford UK: JAI/Elsevier: 73-99. (editor refereed).
11. Wiltbank, R., Read, S., Sarasvathy, S.D. and Dew, N., 2006 . "Prediction & Control: Angel Investing at the Individual Level". In Zahra, S. (Ed.), 2006. *Frontiers of Entrepreneurship Research, 2005*. Boston, MA: Babson. (conference proceedings: competitive selection).

12. Sarasvathy, S.D., Dew, N., Velamuri, S. R. and Venkataraman, S., 2003. "Three Views of Entrepreneurial Opportunity." In the *Handbook of Entrepreneurship Research*, Acs Z.J. and Audretsch, D.B. (eds.). Berlin: Springer: 141-160. (editor refereed).

BOOKS

Sarasvathy, S.D., Dew, N. and Venkataraman, S. (Eds.) 2020. *Made as well as Found: Researching Entrepreneurship as a Science of the Artificial*. London: Routledge.

Read, S., Sarasvathy, S., Dew, N., Wiltbank, R., 2016. *Effectual Entrepreneurship*, 2nd Edition. London: Routledge.

Read, S., Sarasvathy, S., Dew, N., Wiltbank, R., Ohlsson, A.V., 2011. *Effectual Entrepreneurship*. London: Routledge. Gold Medal winner 2012 Axiom Business Book Awards. Translations available/pending into Russian, Chinese, Portuguese, Dutch.

OTHER PUBLISHED WORK

Dew, N., 2008. "Effectuation and New Markets." In Sarasvathy, S.D. *Effectuation: The Logic of Entrepreneurial Expertise*. Cheltenham: Routledge: 215-226.

Sarasvathy, S.D. & Dew, N., 2008. "Is Effectuation Lachmannian? A response to Chiles et al. (2007)". *Dialogue, Organization Studies* 29: 239-245.

Dew, N., 2006. "Preadaptation, exaptation and technology speciation: a comment on Cattani (2006)". *Dialogue, Industrial and Corporate Change* 16(1):1-6.

NPS TECHNICAL REPORTS PUBLISHED

TR1. Dew, N., Cook, G. and Gibson, J., 2013. "Smartphones in the Tactical Environment: A Framework for Financial Analysis of U.S. Marine Corps Options." Naval Postgraduate School Technical Report, NPS-AM-13-105.

TR2. Dew, N., 2012. "Strategic Acquisition of Navy Unmanned Systems: Analysis and Options." Naval Postgraduate School Technical Report, NPS-AM-12-179.

TR3. Dew, N. 2011. "Technology transfer metrics at DARPA". Final presentation of research for DARPA Adaptive Execution Office, May 5, 2011.

TR4. Dew, N., 2010. "Barriers to Innovation Implementation in the US Navy." Technical report for Office of Naval Research, February 2010.

- TR5. Dew, N. and Hudgens, B., 2009. "Market niches in the private military sector: an initial look." Naval Postgraduate School Technical Report, NPS-AM-09-138.
- TR6. Dew, N. and Lewis, I., 2009. "The Evolving Private Military Sector: Toward a Framework for Effective DOD Contracting." Naval Postgraduate School Technical Report, NPS-CM-09-003.
- TR7. Dew, N. and Hudgens, B., 2008. "The Evolving Private Military Sector: A Survey." Naval Postgraduate School Technical Report, NPS-AM-08-012.
- TR8. Ferrer, G. and Dew, N., 2008. "RFID/RTLS Application to Remanufacturing Operations in the Department of Defense." Naval Postgraduate School Technical Report, NPS-AM-08-135.
- TR9. Coughlan, P., Dew, N. and Gates, W., 2007. "Crossing the Technology Adoption Chasm: Implications for DoD." Naval Postgraduate School Technical Report, NPS-AM-08-116.
- TR10. Ferrer, G. and Dew, N., 2007. "Implementation of RFID in U.S. and Allied Defense Agencies: A Stigma of Failure Analysis of Technology Management." Naval Postgraduate School Technical Report, NPS-GM-07-102.
- TR11. Apte, U., Dew, N. and Ferrer, G., 2006. "What is the right RFID for you?" Naval Postgraduate School Technical Report, NPS-LM-06-009.
- TR12. Dew, N., 2006. "Cookies for the Real World: Assessing the Potential of RFID for Contractor Monitoring." Naval Postgraduate School Technical Report, NPS-LM-06-013.

TEACHING MATERIALS AUTHORED

Nick Dew, 2017. "United States Postal Service, 2017." *Naval Postgraduate School case collection.*

Nick Dew, 2017. "The "As" in DARPA: Advanced or Applied?" *Naval Postgraduate School case collection.*

Nick Dew, 2013. "Shipboard LEDs for the US Navy." *Naval Postgraduate School case collection.*

COURSES TAUGHT

2021- DA3302 Navigating Innovation Ecosystems (resident, Defense Analysis department)

2020- MN3811 Innovation Adoption & Implementation (resident)

2015- MN4105 Strategic Management (web-based distance learning)

2014- NS4755 Strategic Planning for Homeland Security (hybrid)

2014- MN3810 Energy technology adoption (resident)

2005- GE4016 Strategic Management (two-way video conferencing).

2003- GB4014 Strategic Management (resident)

ADMINISTRATIVE & SERVICE ACTIVITIES

2014-19 Area Chair, NPS DDM Management group.

2014-18 Course coordinator, ethics course.

2012-19 GSBPP Dean's strategy committee.

2007- Course coordinator, strategic management.

2021- Board of reviewers *Journal of Business Venturing Design*.

2016- Board of reviewers *International Journal of Entrepreneurial Behavior & Research*

2006- Board of reviewers *Journal of Business Venturing*.

2003- Ad hoc reviewing for *Organization Science*, *Academy of Management Review*, *Entrepreneurship Theory and Practice*, *Strategic Entrepreneurship Journal*, *Organization Studies*, *Journal of Management Studies*, *Technovation*, *Small Business Economics*, *Academy of Management Journal*.

PROFESSIONAL EXPERIENCE

- 1994-97 BP Malaysia, Kuala Lumpur, Malaysia
Various downstream appointments.
- 1992-94 BP Oil Corporate, London, U.K.
Global downstream competitor analyst.
- 1989-92 BP Oil UK, Hemel Hempstead, U.K.
Downstream commercial sales.