

The Heizer Doctoral Dissertation Award in New Enterprise Development

The Heizer Doctoral Dissertation Award in New Enterprise Development is the first doctoral dissertation award in the Entrepreneurship Division of the Academy of Management. The Heizer Award was established through the original sponsorship of The Heizer Corporation, and the continuing sponsorship of Mr. Edgar F. "Ned" Heizer, Jr. Its purpose is to recognize and honor outstanding doctoral research in the area of New Enterprise Development.

Focus of the Award

The principal focus of the Heizer Award is on research that deals with the founding, financing, management, growth, and development of high potential new ventures, with venture capital investing, or with corporate entrepreneurship. Dissertations dealing with small high-tech ventures and/or ventures of intermediate potential may also qualify for the Heizer Award. Specifically excluded from the Heizer Award are dissertations dealing primarily with small business, family business, minority business, and/or with the support systems (other than venture capital) that help facilitate the development of such businesses. All of the latter areas are the focus of another Entrepreneurship Division award: the NFIB Award in Entrepreneurship/Independent Business.

Evaluation Criteria

Three criteria are used to evaluate all Heizer Award entries:

1. the degree to which the entry fits the specific focus of the Heizer award described above,
2. the overall quality of the entry, including its literature review, conceptual development and hypotheses, research design and sample selection, data gathering methods and measurement techniques, data analysis techniques, and
3. the significance and impact of the dissertation for the practice of entrepreneurship/new enterprise development.

(Note: Dissertations without well-developed implications for practitioners in the area of new enterprise development cannot win the Heizer Award. They may, however, be submitted to the NFIB-ETP Award competition, which does not have criterion # 3 as a requirement for winning.)

Heizer Award Winners

The Heizer Award is given only when the quality of scholarship in dissertations submitted for a given year is sufficiently outstanding to merit giving the award. Thus, there have been years when no Heizer Award has been given (1978, 1979, 1981, 1986, 1987, 1994, 1998, & 2000). Also there are years when, in addition to a clear winner, there is a "runner-up" dissertation that merits a Certificate of Distinction. The Heizer Award Winners, and also those scholars who have received Certificates of Distinction from inception through 2008, are as follows:

(Note: As of August, 2008 the Heizer Award for 2007 had not yet been adjudicated.)

The HEIZER AWARD for OUTSTANDING RESEARCH in NEW ENTERPRISE DEVELOPMENT

Year	Winning Author	Ph.D. Institution	Dissertation Title
1976	E. Ralph Biggadike	Harvard University	"Entry, Strategy, and Performance"
1977	Norman F. Fast	Harvard University	"The Evolution of Corporate New Venture Divisions"
1980	Richard B. Robinson	University of Georgia	"An Empirical Investigation of SBDC Strategic Planning Consultation Upon the Short-Term Effectiveness of Small Business in Georgia"
1982	Jeane Schere	The Wharton School	"Tolerance of Ambiguity as a Discriminating Variable Between Entrepreneurs and Managers"
1983	William B. Gartner	University of Washington	"An Empirical Model of the Business Startup, and Eight Entrepreneurial Archetypes"
1984	Robert K. Kazanjian	The Wharton School	"The Organizational Evolution of High Technology Ventures: The Impact of Stage of Growth on the Nature of Structure and Planning Processes"
1985	William R. Sandberg	University of Georgia	"The Determinants of New Venture Performance: Strategy, Industry Structure, and Entrepreneur"
	<i>John E. Butler (+)</i>	<i>New York University</i>	<i>"Opportunity and Entrepreneurship: Strategic Links in the Competitive Process"</i>
1988	Patricia Phillips McDougall	University of South Carolina	"An Analysis of Strategy, Entry Barriers, and Origin as Factors Explaining New Venture Performance"
	<i>Henry R. Feeser (+)</i>	<i>Purdue University</i>	<i>"Incubators, Entrepreneurs, Strategy, and Performance: A Comparison of High and Low Growth High Tech Firms"</i>
1989	William D. Bygrave	Boston University	"Venture Capital Investing: A Resource Exchange Perspective"
	<i>Mathew James Manimala (+)</i>	<i>Indian Institute of Management</i>	<i>"Managerial Heuristics of Pioneering-Innovative Entrepreneurs: An Exploratory Study"</i>
1990	H. John Hall	University of Georgia	"Venture Capitalists' Decision Making and the Entrepreneur: An Exploratory Investigation"
1991	Harry Jack Sapienza	University of Maryland	"Variations in Venture Capitalist-Entrepreneur Relations: Antecedents and Consequences"
	<i>Lanny Herron (+)</i>	<i>University of South Carolina</i>	<i>"The Effects of Characteristics of the Entrepreneur on New Venture Performance"</i>
1992	Scott W. Kunkel	University of Georgia	"The Impact of Strategy and Industry Structure on New Venture Performance"
1993	Robert A. Berg	University of Auckland	"Equity and Non-Equity Cooperative Agreements: Implications for Small Business Performance"
1995	Ronald K Mitchell	University of Utah	"The Composition, Classification, and Creation of New Venture Formation Expertise"
1996	Kenneth C. Robinson	University of Georgia	"Measures of Entrepreneurial Value Creation: An Investigation of the Impact of Strategy & Industry Structure on the Economic Performance of New Ventures"
	<i>Andrew Zacharakis (+)</i>	<i>University of Colorado</i>	<i>"The Venture Capital Investment Decision"</i>
1997	Rodney C. Shrader	Georgia State University	"Influences on and Performance Implications of Internationalization among Publicly Owned U.S Ventures: A Risk Taking Perspective"
1999	Mark S. Van Osnabrugge	Oxford University	"The Financing of Entrepreneurial Firms in the U.K: A Comparison of Business Angel & Venture Capitalist Investment Procedures"
	<i>Elisabeth J. Teal (+)</i>	<i>University of Georgia</i>	<i>"The Determinants of New Venture Success: Strategy, Industry Structure, and the Founding Entrepreneurial Team"</i>
2001	Susanna Khavul	Boston University	"Money and Knowledge: Sources of Seed Capital and the Performance of High Technology Start-Ups"
2002	Markku V. J. Maula	Helsinki University of Technology	"Corporate Venture Capital and Value Added for Technology-Based New Firms"
2003	Dirk De Clercq	University of Minnesota	"Organizational Learning by Venture Capital Firms: The Impact of Investment Experience, Knowledge Overlap, and Social Capital on Investment Success"
2004	Isin Guler	University of Pennsylvania	"A Study of Decision Making, Capabilities and Performance in the Venture Capital Industry"
2005	Gary Dushnitsky	New York University	"Limitations to Inter-organizational Knowledge Acquisition: The Paradox of Corporate Venture Capital"
2006	Denis Gregoire	University of Colorado	"Opportunity Acknowledgement as a Cognitive Process of Pattern Recognition and Structural Alignment"
2008	Jennifer L. Woolley	University of California - Irvine	"Understanding Organizational Community Creation: The Nanotechnology Community"

(+) Denotes Winners of Certificate of Distinction; No Heizer Awards were given in 1978, 1979, 1981, 1986, 1987, 1994, 1998, & 2000