

Dan K. Hsu

ACADEMIC EXPERIENCE

- Professor/Associate Professor of Management (tenured) August 2019 – present
Research Fellow January 2022 – present
Department of Marketing and Management
College of Business
North Dakota State University
- Associate Professor of Entrepreneurship (tenured) January 2019 – June 2019
Department of Management
Miller College of Business
Ball State University
- Assistant/Associate Professor of Entrepreneurship (tenured) July 2011 – Dec. 2018
Department of Management
Walker College of Business
Appalachian State University
- Visiting Associate Professor Oct. 2017 – Dec. 2017
Department of Business Management
College of Management
National Sun Yat-Sen University, Taiwan
- Faculty Director July 2015 – June 2016
Transportation Insight Center for Entrepreneurship
Walker College of Business
Appalachian State University

EDUCATION

- Ph.D. Entrepreneurship Syracuse University

SELECT PUBLICATIONS (REFEREED)

- Cohen, D., Hsu, D.K., & Shinnar, R.S. (2023). Beyond educating students about business failure: The role of optimism training and hope. *Journal of Small Business Management*
- Carr, J.C., Simmons, S.A, Hsu, D.K., & Craig, S.B. (2023). Intention to reengage in entrepreneurship: Performance feedback, sensation seeking and workaholism. *Journal of Business and Research*.
- Hsu, D.K., Mitchell, J.R., & Cao, X. (2023). Examining psychological mediators in Entrepreneurship: Experimental designs, remedies, and recommendations. *Entrepreneurship Theory and Practice*.

- Zhu, F., Sayed, I., Hsu, D.K., Cohen, D., & Shinnar, R.S. (2022). 'I put in effort, but I am still not passionate': The fit perception of novice entrepreneurs. *Journal of Business Venturing Insights*, 18, e00322.
- Hong, M.C., Lin, H.E., Hsu, D.K., & Shi, Y. (2021). When ownership of the business triggers cofounders' unethical pro-venture behavior. *Journal of Business Venturing Insights*. 16, e00255
- Zhu, F., Thornhill, S., & Hsu, D.K. (2021). When owner, family, and community roles intertwine: Examining entrepreneurs' persistence decisions and the gender effect. *Journal of Small Business Management*.
- Cohen, D., Hsu, D.K., & Shinnar, R.S. (2021). Identifying innovative opportunities in the entrepreneurship classroom: a new approach and empirical test. *Small Business Economics*, 57, 1931-1955.
- Hsu, D.K., Burmeister-Lamp, K., Simmons, S.A., Foo, M.D., Hong, M.C., & Pipes, J.D. (2019). 'I know I can, but I don't fit': Perceived fit, self-efficacy, and entrepreneurial intention. *Journal of Business Venturing*, 34(2), 311-326.
- Hsu, D.K., Shinnar, R.S., & Anderson, S.E. (2019). 'I wish I had a regular job': An exploratory study of entrepreneurial regret. *Journal of Business Research*, 96, 217-227. Featured in *The Sydney Morning Herald*, "Do you have entrepreneurial regret?" Link to the article [here](#).
- Zhu, F., Hsu, D.K., Burmeister-Lamp, K., & Fan, S.X. (2018). An investigation on entrepreneurs' venture persistence decision: The contingency effect of psychological ownership and adversity. *Applied Psychology: An International Review*, 67(1), 136-170.
- Shinnar, R.S., Hsu, D.K., Powell, B., & Zhou, H. (2018). Entrepreneurial intentions and start-ups: Are women or men more likely to enact their intentions? *International Small Business Journal*, 36(1), 60-80.
- Hsu, D.K., Shinnar, R.S., Powell, B.C., & Coffey, B.S. (2017). Intentions to reenter venture creation: The effect of entrepreneurial experience and organizational climate. *International Small Business Journal*, 35(8), 928-948.
- Hsu, D.K., Simmons, S.A., & Wieland, A. (2017). Designing entrepreneurship experiments: A review, typology, and research agenda. *Organizational Research Methods*, 20(3), 379-412.
- Hsu, D.K., Wiklund, J., & Cotton, R.D. (2017). Success, failure, and entrepreneurial reentry: An experimental assessment of the veracity of self-efficacy and prospect theory. *Entrepreneurship Theory and Practice*, 41(1), 19-47.

- Hsu, D.K., Wiklund, J., Anderson, S.E., & Coffey, B.S. (2016). Entrepreneurial exit intentions and the business-family interface. *Journal of Business Venturing*, 31(6), 613-627.
- Simmons, S.A, Carr, J.C., Hsu, D.K., & Shu, C. (2016). The regulatory fit of serial entrepreneurship intentions. *Applied Psychology: An International Review*, 65(3), 605-627.
- Hsu, D.K., Haynie, J.M., Simmons, S.A., & McKelvie, A. (2014). What matters, matters differently: A conjoint analysis of the decision policies of angel and venture capital investors. *Venture Capital: An International Journal of Entrepreneurial Finance*, 16(1), 1-25.
- Hsu, D.K. (2013). ‘This is my venture!’ The effect of psychological ownership on intention to reenter entrepreneurship. *Journal of Small Business and Entrepreneurship*, 26(4), 387-402.

CONFERENCE PRESENTATIONS (REFEREED)

- Hsu, D.K., Chan, C.S.R., Yang, S., & Motro, D. 'Your story reminds me of my past': How nostalgia affects equity vs. Philanthropic investments? *Babson College Entrepreneurship Research Conference*, Knoxville, TN, USA, 2023.
- Cohen, D., Shinnar, R.S., & Hsu, D.K. Career crossroads after entrepreneurial failure: The underlying mechanism of hope and optimism. *Babson College Entrepreneurship Research Conference*, Waco, TX, USA, 2022.
- Hsu, D.K., & Murnieks, C. Entrepreneurial hope. *Academy of Management Annual Meeting*, 2021. (Virtual meeting due to Coronavirus.)
- Adomako, S., Zhu, F., & Hsu, D.K. Entrepreneurial bricolage and regulatory focus in gendered entrepreneurship. *Babson College Entrepreneurship Research Conference*, 2021. (Virtual meeting due to Coronavirus.)
- Carr, J.C., Simmons, S.A, Hsu, D.K., & Craig, S.B. Sensation-seeking and workaholism: Implications for serial entrepreneurship. *Academy of Management Annual Meeting*, 2020. (Virtual meeting due to Coronavirus.)
- Zhu, F., Sayed, S., Hsu, D.K., Cohen, D., & Shinnar, R.S. “I put in effort, but I am still not passionate”: The influence of person-entrepreneurship fit. *Academy of Management Annual Meeting*, 2020. (Virtual meeting due to Coronavirus.)
- Hsu, D.K. Testing mediation with experiments: Remedies and recommendations. *Academy of Management Annual Meeting*, 2020. (Virtual meeting due to Coronavirus.)

- Zhu, F., Sayed, S., Hsu, D.K., Cohen, D., & Shinnar, R.S. “I put in effort, but I am still not passionate”: The influence of person-entrepreneurship fit. *Babson College Entrepreneurship Research Conference*, Knoxville, TN, USA, 2020. (Virtual meeting due to Coronavirus.)
- Hong, M.C., Lin, S., Hsu, D.K., & Shih, Y.C. When ownership of the business triggers a co-founder's unethical pro-venture behavior. *Babson College Entrepreneurship Research Conference*, Knoxville, TN, USA, 2020. (Virtual meeting due to Coronavirus.)
- Cohen, D., Shinnar, R.S., & Hsu, D.K. Enhancing opportunity recognition skills in the entrepreneurial classroom: A new approach and empirical test. *Babson College Entrepreneurship Research Conference*, Babson Park, MA, USA, 2019.
- Mitchell, R., Cholakova, M., Hsu, D.K., Lerner, D., & Urbig, D. (Organizers). With DeTienne, D., Grégoire, D.A., Shaver, K., Williams, D.W., & Wood, M.S. (Presenters). Building an interactive community for conducting experiments to advance entrepreneurship research. PDW presented at *Academy of Management Annual Meeting*, Chicago, IL, USA, 2018.
- Wieland, A. & Hsu, D.K. Causal processes in entrepreneurship: study design and analysis for examining mediation. *Academy of Management Annual Meeting*, Chicago, IL, USA, 2018.
- Williams, D.W., Grégoire, D.A., & Wood, M.S. (Organizers) (2017). With Shaver, K., Urbig, D., Lerner, D., Cornelissen, J., DeTienne, D., Cholakova, M., Mitchell, R., & Hsu, D.K. (Presenters). Are you experimented? Conducting experiments for advancing entrepreneurship research. PDW presented at *Academy of Management Annual Meeting*, Atlanta, GA, USA, 2017.
- Hsu, D.K. Failure, hope, and reentry: Examining the prospect theory reasoning for serial entrepreneurs. *Babson College Entrepreneurship Research Conference*, Norman, OK, USA, 2017.
- Hsu, D.K., Simmons, S.A., & Wieland, A. Experimental studies in entrepreneurship research. *Academy of Management Annual Meeting*, Anaheim, CA, USA, 2016.
- Shinnar, R.S., Hsu, D.K., Powell, B., & Zhou, H. A longitudinal investigation of the linkage between entrepreneurial intention and actual start-up: The moderating effect of gender. *Babson College Entrepreneurship Research Conference*, Norway, 2016.
- Carr, J.C., Simmons, S.A., Sarooghi, H., & Hsu, D.K. Workaholism, sensation-seeking and serial entrepreneurship intentions: The moderating effects of performance feedback. *Babson College Entrepreneurship Research Conference*, Norway, 2016.

- Hsu, D.K., Simmons, S.A., & Wieland, A. Experimental methodologies: Applications and agendas. *United States Association for Small Business and Entrepreneurship (USASBE) Annual Conference*, San Diego, CA, USA, 2016.
- Hsu, D.K., Anderson, S., & Coffey, B.S. Why do entrepreneurs exit? The effect of business-to-family spillover. *Babson College Entrepreneurship Research Conference*, Boston, MA, 2015.
- Hsu, D.K., Simmons, S.A., & Wieland, A. How to use experiments to examine entrepreneurs?. *United States Association for Small Business and Entrepreneurship (USASBE) Annual Conference*, Tampa, FL, USA, 2015.
- Hsu, D.K., Leung, A., & Zimmerman, R.D. Revisiting the theory of planned behavior: The role of perceived person-entrepreneurship fit. *Babson College Entrepreneurship Research Conference*, London, Ontario, CA, 2014.
- Shinnar, R., Hsu, D.K., & Powell, B. Self-efficacy, gender, and entrepreneurial intention: A longitudinal examination. *Babson College Entrepreneurship Research Conference*, London, Ontario, CA, 2014.
- Hsu, D.K., Powell, B., & Coffey, B.S. Why do or don't employed, former entrepreneurs return to venture creation?. *United States Association for Small Business and Entrepreneurship (USASBE) Annual Conference*, Fort Worth, TX, USA, 2014.
- Hsu, D.K., Carr, J.C., & Simmons, S.A. Serial entrepreneurship intentions: Integrating dispositional and situational contexts through regulatory fit. *Southern Management Association Annual Meeting*, New Orleans, LA, USA, 2013.
- Hsu, D.K., Burmeister-Lamp, K., & Hong, M. Integrating psychological ownership with regulatory focus theory to examine entrepreneurs' grieving. *Academy of Management Annual Meeting*, Orlando, FL, USA, 2013.
- Hsu, D.K., Carr, J.C., & Simmons, S.A. Cognitive disposition for serial entrepreneurship. *Academy of Management Annual Meeting*, Orlando, FL, USA, 2013.
- Hsu, D.K., Powell, B., & Coffey, B.S. Reconsider serial entrepreneurs: Intervening employment experience as the missing link. *Babson College Entrepreneurship Research Conference*, Lyon, France, 2013.
- Hsu, D.K., Hong, M., & Burmeister-Lamp, K. People don't always grieve after failure: The psychological ownership perspective. *Babson College Entrepreneurship Research Conference*, Dallas, TX, USA, 2012.
- Hsu, D.K. Who become serial entrepreneurs?. The regulatory focus perspective. *Babson College Entrepreneurship Research Conference*, Syracuse, NY, USA, 2011.

- Zhu, F., Burmeister-Lamp, K., & Hsu, D.K. To leave or not to leave? The role of psychological ownership and stress in entrepreneurs' exit decisions. *Babson College Entrepreneurship Research Conference*, Syracuse, NY, USA, 2011.
- Hsu, D.K. & Wiklund, J. Toward a theory of serial entrepreneurship: Decomposing entrepreneurial experience. *Academy of Management Annual Meeting*, Montreal, Canada, 2010.
- Hsu, D.K. & Wiklund, J. How does prior experience shape intentions to reenter for habitual entrepreneurship?. *Babson College Entrepreneurship Research Conference*, Lausanne, Switzerland, 2010.
- Hsu, D.K., McKelvie, A., & Bennett, L. How does structure develop in new ventures?. *Babson College Entrepreneurship Research Conference*, Boston, MA, USA, 2009.
- Hsu, D.K., Haynie, J.M., & McKelvie, A. What matters, matters differently: Contrasting decision policies of formal and informal investors. *Babson College Entrepreneurship Research Conference*, Chapel Hill, NC, USA, 2008.

RESEARCH INTERESTS

Entrepreneurs' wellbeing, serial entrepreneurs, entrepreneurship experiments

TEACHING INTERESTS

Introduction to entrepreneurship, venture capital and angel investment, business model/plan development, international entrepreneurship

PROFESSIONAL SERVICE

- Associate Editor, *Applied Psychology: An International Review*, 2023 – present
- Associate Editor, *Sun Yat-Sen Management Review*, 2023 – present
- Associate Editor, *New England Journal of Entrepreneurship*, 2021 – present
- Editorial Board Member of *Journal of Business Venturing*, 2020 – present
- Editorial Board Member of *International Journal of Entrepreneurial Behaviour & Research*, 2015 – present
- External reviewer for the tenure/promotion evaluation of Bo Peng, Lecture of Management at Birkbeck College, 2023
- Reviewer for a grant application for the National Science Foundation fund, March 2023
- Thesis committee member for a master's student, Phoebe Chang, at the National Changhua University of Education, October 2022
- Reviewer for a grant application for German Research Foundation, April 2022
- Editorial Board Member of *Babson College Entrepreneurship Research Conference (BCERC)*, 2018 – 2021
- External reviewer for the tenure/promotion evaluation of Qian Ye, Assistant Professor of Management at University of Wisconsin Parkside, 2018

- Dissertation committee member for a doctoral student, Sumita Sarma, at University of Missouri Kansas City, February 2017 – May 2018
- Ad hoc reviewer for *Entrepreneurship Theory and Practice*, *Strategic Entrepreneurship Journal*, *Journal of Management Studies*, *Journal of Small Business Management*, *Academy of Management Perspectives*, and *Babson College Entrepreneurship Research Conference*

HONOR AND AWARDS

- Member of the research team that received the \$14 million grant for the establishment of the multi-institutional Great Plains Innovation Corps (I-Corps) from National Science Foundation, January 2022 – present
- Outstanding Service on the Board of Reviewers of the Babson College Entrepreneurship Research Conference, June 2021
- Sage Publications/Research Methods Division Best Conference Paper Award from Academy of Management Annual Meeting for the paper titled "Experimental Design for Mediation Tests," August 2020
- Best Reviewer of 2018, awarded by *Journal of Business Venturing*, April 2019
- Walker College of Business Faculty International Engagement Award, November 11, 2016
- Research Grants from Walker College of Business Dean's Club, Appalachian State University, 2012, 2013, 2014, 2015, 2016
- Walker College of Business Instructional Innovation Grant, December 2015
- Awarded scholarship by *Journal of Management Studies* to attend the journal's Young Scholars Development Workshop in Denver, Colorado, April 9-11, 2013