

ROBERT F. SINCLAIR

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EDUCATION

2011	Ph.D.	Entrepreneurship University of Louisville, Louisville, Kentucky
2004	M.B.A.	Management, Management Consulting Central Michigan University, Mt. Pleasant, Michigan
2003	B.A.A.	Entrepreneurship, Business Administration Minor, <i>Cum Laude</i> Central Michigan University, Mt. Pleasant, Michigan

EMPLOYMENT

Jan 2010 - Present	<i>Assistant Professor of Entrepreneurship</i> , Governors State University, University Park, Illinois
Aug - Dec 2009	<i>Visiting Instructor of Management</i> , Central Washington University, Ellensburg, Washington
2007 – 2009	<i>Instructor of Entrepreneurship</i> , University of Louisville, Louisville, Kentucky
2005 – 2007	<i>Research & Teaching Assistant</i> , University of Louisville, Louisville, Kentucky
2004 – 2005	<i>Graduate Instructor and Guest lecturer</i> , Central Michigan University, Mt. Pleasant, Michigan
2003 – 2004	<i>Graduate Assistant</i> , Central Michigan University, Mt. Pleasant, Michigan
1996 – 2002	<i>Founder, President/CEO</i> , Ultra-Box Inc., Columbiaville, Michigan—Manufacturer of EMS boxes
1994 – 2001	<i>Founder, President/CEO</i> , RFS Industries Inc., Columbiaville, Michigan—Die cast manufacturer
1990 – 1994	<i>Operations Manager</i> , General Die Casting, Oak Park, Michigan—Manufacturer of automotive die-castings
1980 – 1990	<i>Production Control Manager</i> , Automatic Die Casting, Detroit, Michigan—Manufacturer of automotive die-castings

PROFESSIONAL DEVELOPMENT

Gateway Entrepreneurial Research Conference designed to promote specification, measuring, and teaching of entrepreneurial behavior through the exploration of advanced research and techniques applicable to entrepreneurial pedagogy and practice. St. Louis, Missouri (April 2010).

Faculty Development in International Entrepreneurship Program, sponsored by the Center for International Business Education (CIBER), designed to foster learning, pedagogy, and the creation of new concepts relating to the intersection between international business and entrepreneurship. Denver, Colorado (June 2010).

PUBLICATIONS: PEER REVIEWED

Ahuja, M. & Sinclair, R., 2013, The Influence of Outsourcing Models on Vendor Knowledge Integration, *Journal of Information Technology Theory and Application (JITTA)*: Vol. 13, Iss. 4, Article 2.

PUBLICATIONS: BOOKS

Sinclair, Robert F., 2013, Principles of Entrepreneurship: Understanding the Entrepreneurial Process, Kendall Hunt Publishing, Dubuque, Iowa.

PAPERS UNDER JOURNAL REVIEW

Sinclair, R. F. Legitimizing the Study of Illegal Entrepreneurship (Under revision for the *Entrepreneurship Theory and Practice*)

Sinclair, R. F. & Nelson, T. E. A Cognitive View of Strategic Behavior (Under revision for *Strategic Management Journal*).

Sinclair, R.F. Why Aren't All Entrepreneurs the Same? A Typology of the Entrepreneur (Under review at the *Journal of Marketing Development and Competitiveness*)

WORKING PAPERS

Sinclair, R. F. Explaining and Predicting Entrepreneurial Intentions (Targeted toward the *Academy of Management Journal*, October 2013)

Sinclair, R. F. The Role of Cognition in the Formation of an Entrepreneurial Mindset (Targeted toward the *Academy of Management Review*, November 2013)

Sinclair, R. F. Empirical Evaluation of Entrepreneurial Mindset Using the Theory of Volitional Behavior (Targeted toward the *Academy of Management Journal*, January 2014)

Bruce, R. A. & Sinclair, R. F. Exploring the Psychological Hardiness of Entrepreneurs (Targeted toward the *Journal of Applied Psychology*, January 2014)

Sinclair, R. F. Entrepreneurial Mindset; The Development and Assessment of a New Measure (Targeted toward *Entrepreneurship Theory & Practice*, Feb 2014)

Sinclair, R. F. & Bruce, R. A. Determining Entrepreneurial Commitment in the Entrepreneur *a Priori* (Targeted toward the *Academy of Management Journal*, March 2014)

Sinclair, R. F. & D'Souza, R. R. An Examination of the Effect of Situational Awareness on Opportunity Recognition (Targeted toward *Entrepreneurship Theory & Practice*, July 2014)

REFEREED PRESENTATIONS

Sinclair, R. F. (2013). The Role of Cognitions in the formation of Entrepreneurial Mindset. *United States Association for Small Business and Entrepreneurship (USASBE) Conference*. San Francisco, California.

Sinclair, R. F. & D'Souza, R. R. (2011). An Examination of the Effect of Situational Awareness on Opportunity Recognition. *Babson College Entrepreneurship Research Conference*. Syracuse, NY.

Ahuja, M., Sinclair, R. F., Sarker, S. (2011). The Influence of Outsourcing Models on Vendor Knowledge Integration. *The Pacific Asia Conference on Information Systems*. Hyderabad, India.

Sinclair, R.F. (2011). Why Aren't All Entrepreneurs the Same? A Typology of the Entrepreneur. *Midwest Business Administration Association (MBAA)*, Chicago, Illinois.

Nelson, T. & Sinclair, R. F. (2009). Testing the Strategic Mindset Theory. *The 29th Annual Strategic Management Society Conference*. Washington, D. C.

Sinclair, R. F. & Bruce, R. A. (2009). Determining Entrepreneurial Commitment in the Entrepreneur *a Priori*. *Babson College Entrepreneurship Research Conference*. Babson Park, Massachusetts.

Bruce, R. A. & Sinclair, R. F. (2009). Exploring the Psychological Hardiness of Entrepreneurs. *Babson College Entrepreneurship Research Conference*. Babson Park, Massachusetts.

Sinclair, R. F. (2008). A General Theory of Entrepreneurial Action: The Cognitive Process Leading to the Creation of an Entrepreneur. *The 68th Annual Meeting of the Academy of Management*. Anaheim, California.

Sinclair, R. F. (2008). Legitimizing the Study of Illegal Entrepreneurship. *Babson College Entrepreneurship Research Conference*. Chapel Hill, North Carolina.

Sinclair, R. F. (2008). The First Step toward a Theory of the Entrepreneurial Career. *United States Association for Small Business and Entrepreneurship (USASBE) Conference*. San Antonio, Texas.

Sinclair, R. F. (2007). The First Step toward Empirical Support of the Entrepreneurial Career. *The 5th Annual Symposium on the PSED*, Kauffman Foundation & Clemson University, Greenville, South Carolina.

Sinclair, R. F. (2007). A Theory of the Entrepreneurial Career. *Society of Entrepreneurship Scholars Conference & Manuscript Boot Camp*, Ohio State University, Columbus, Ohio.

SERVICE

Committees Serve on:

2012 – 2014	Academic Program Review Committee (APRC)
2010 – Current	Faculty and Student Development
2010 – Current	AACSB Accreditation (Sub-Committee)
2011 – Current	Chair, Faculty Excellence Awards (Sub-Committee)

Developed and implemented a comprehensive entrepreneurship discipline at GSU including:

- Bachelor of Art in Entrepreneurship Degree
- Bachelor of Art in Business Administration, Entrepreneurship Concentration (Major)
- Entrepreneurship Minor
- Master of Business Administration Specialization in Corporate Entrepreneurship

Developed eleven new courses specifically designed to support the aforementioned discipline, specifically designed to focus on areas crucial to the entrepreneur but often glossed over or ignored by entrepreneurship classes. Courses offer a combination of specialized learning and practical application specific to the formation of new entrepreneurial ventures.

- Principles of Entrepreneurship
- Entrepreneurial Opportunity Creation and Recognition
- Entrepreneurial Accounting
- Entrepreneurial Ethics & the Law
- Entrepreneurial Finance
- Entrepreneurial Leadership
- Entrepreneurial Marketing
- Entrepreneurial Project (Capstone)
- Principles of Corporate Entrepreneurship
- Corporate Entrepreneurial Opportunity
- Corporate Entrepreneurial Leadership

Developed seven online courses designed as a mixture of traditional online courses (using Blackboard to deliver audio enhanced PowerPoint slides, assessments, and exams) and video conferencing to allow students to work at their own pace for tutorial aspects of courses and come together in an environment similar to the classroom for interactive portions of the courses. These courses are for students from differing areas to take courses while affording them the opportunity to have moderated discussions with individuals from varying environments.

- Principles of Entrepreneurship
- Entrepreneurial Opportunity
- Entrepreneurial Leadership
- Entrepreneurial Accounting
- Principles of Corporate Entrepreneurship
- Corporate Entrepreneurial Opportunity
- Corporate Entrepreneurial Leadership

CITIZENSHIP

Mentor in the Leadership Institute Program

Guest Speaker:

- GSU College of Business Etiquette Luncheon (2010)
- CenterPoint Global Entrepreneurship Week (*Featured Entrepreneur - 2010*)

- Joliet Community College (*Recruitment Drive for the Dual-Degree Program -2011*)
- Prairie State College (*Recruitment Drive for the Dual-Degree Program - 2011*)
- Governors State Universities Honors Program (*Should we be moving Toward an Entrepreneurial Economy? - 2011*)

Unpaid Consultant helping local individuals with ways to increase sales and expand or start their business increasing employment with the surrounding communities

- DeVonna's Decor
- Green Guy Solutions
- Lifeline Plus
- Daniel Burke

Reviewer:

- Strategic Management Journal (guest reviewer)
- Academy of Management Conference
- Babson College Entrepreneurship Research Conference

RESEARCH INTEREST

My research currently focuses on the cognitive processes that lead to entrepreneurship, and the external forces affecting them. More specifically, the cognitive structures and environmental factors which affect the decision to undertake entrepreneurial behavior.

Before entering academia, I was a serial entrepreneur and never truly understood why I was so very driven to be one. Therefore, discussions such as “who is an entrepreneur?” (Gartner, 1989; Schiller & Crewson, 1997) and “why some people choose to become entrepreneurs while others do not?” (Alsos, Ljunggren, & Pettersen, 2003; Baron, 1999) have always peaked my academic curiosities. It is because of these questions, and questions like them, I felt compelled to research the topic of entrepreneurial behavior.

My current research seeks to expand our understanding of the role that mindset and proclivity play as antecedents to intentions. I theorize that mindset and proclivity form based on core beliefs and attitudes, and as such represent more stable cognitive structures. Because previous research has shown that intentions lead to behavior (Ajzen & Fishbein, 2005), my research holds the potential for extending existing theories of behavior by suggesting a possible means of measuring intentions a priori. I am currently testing this theory on a population of recent graduates in which a significant portion are likely to be in the process of choosing an entrepreneurial career. I expect that this study will support my theory and lead to additional insight of the entrepreneurial process along the way.

FUTURE RESEARCH

When my current research stream wanes, I anticipate focusing on one of the following areas: family, green, social, strategic, or corporate entrepreneurship. I hope to be a part of a vibrant

team of researchers looking at expanding our understanding of one or more of these important areas of study.

Because I feel it is important to continue honing and refining our theories over time. At some point in the future, I would like to put the knowledge I obtain from studying emerging entrepreneurs and my practical experience as an entrepreneur to use. I would like to accomplish this through association with an entrepreneurship center, to both study and assist the next generation of entrepreneurs and managers.

I expect my research to make theoretical and empirical contributions to the field of entrepreneurship, as well as to the fields of management, behavioral, organizational, and cognitive psychology.