

# Arnold C. Cooper\*

## 1997 Award Winner

### Career

Born 1933

BS, Chemical Engineering, Purdue University (1955)  
MS, Industrial Management, Purdue University (1957)  
DBA, Harvard University (1962)

Instructor; Assistant Professor, Harvard University (1961–1963)  
Associate Professor, Purdue University (1963–1970)  
Visiting Associate Professor, Stanford University (1967–1968)  
Professor, Purdue University (1970–1984)  
Louis A. Weil, Jr. Professor, Purdue University (1984–2005)

### Major Scientific Contributions in the Fields of the Award

#### Books

Hosmer, Windsor, Frank Tucker and Arnold Cooper (1966), *Small Business Management: A Casebook*. Homewood, IL: Richard D. Irwin, Inc.

Cooper, Arnold (1971), *The Founding of Technologically-Based Firms*. MI: The Center for Venture Management.

\_\_\_\_\_ and John Komives, eds. (1972), *Technical Entrepreneurship: A Symposium*. MI: The Center for Venture Management.

Hosmer, Larue, \_\_\_\_\_ and Karl H. Vesper (1977), *The Entrepreneurial Function: Text and Cases in the Management of Smaller Firms*. Englewood Cliffs, NJ: Prentice-Hall, Inc.

\_\_\_\_\_, William C. Dunkelberg, Carolyn Woo and William Dennis Jr. (1990), *New Business in America: The Firms and their Owners*. Washington, DC: The NFIB Foundation.

\_\_\_\_\_, Sharon Alvarez, Alejandro Carrera, Luiz Mesquita and Roberto Vassolo, eds. (2006), *Entrepreneurial Strategies*. Oxford, UK: Blackwell.

\* This biography covers Arnold C. Cooper's work until April 2008.

**Journal Articles**

- Cooper, Arnold C. (1964), "R & D is More Efficient in Small Companies." *Harvard Business Review* 42(3), 75–83.
- \_\_\_\_\_ (1966), "Small Companies Can Pioneer New Products." *Harvard Business Review* 44(5), 162–176.
- \_\_\_\_\_ (1971), "Spin-Offs and Technical Entrepreneurship." *IEEE Transactions on Engineering Management* 19 (1), 2–6.
- \_\_\_\_\_ (1973), "Technical Entrepreneurship: What Do We Know?" *R & D Management* 3(2), 59–65.
- \_\_\_\_\_ and Albert Bruno (1977), "Success Among High-Technology Firms." *Business Horizons* 20(2), 16–22.
- \_\_\_\_\_ (1981), "Strategic Management: New Ventures and Small Business." *Long Range Planning* 14(5), 39–45.
- Bruno, Albert and \_\_\_\_\_ (1982), "Patterns of Development and Acquisitions for Silicon Valley Startups." *Technovation* 1(4), 275–290.
- \_\_\_\_\_ (1985), "The Role of Incubator Organizations in the Founding of Growth Oriented Firms." *Journal of Business Venturing* 1(1), 75–86.
- \_\_\_\_\_ and William Dunkelberg (1986), "Entrepreneurship and Paths to Business Ownership." *Strategic Management Journal* 7(1), 53–68.
- \_\_\_\_\_, Gary Willard and Carolyn Woo (1986), "Strategies of High-Performing New and Small Firms: A Reexamination of the Niche Concept." *Journal of Business Venturing* 1(3), 247–260.
- \_\_\_\_\_ and William Dunkelberg (1987), "Entrepreneurial Research: Old Questions, New Answers and Methodological Issues." *American Journal of Small Business* 11(3), 11–23.
- \_\_\_\_\_, William Dunkelberg and Carolyn Woo (1988), "Entrepreneurs' Perceived Chances for Success." *Journal of Business Venturing* 3(2), 97–108.
- \_\_\_\_\_, Carolyn Woo and William Dunkelberg (1989), "Entrepreneurship and the Initial Size of Firms." *Journal of Business Venturing* 4(5), 317–332.
- Woo, Carolyn, \_\_\_\_\_ and William Dunkelberg (1991), "The Development and Interpretation of Entrepreneurial Typologies." *Journal of Business Venturing* 6(2), 93–114.
- McCarthy, Anne, David Schoorman and \_\_\_\_\_ (1993), "Reinvestment Decisions by Entrepreneurs: Rational Decision Making or Escalation of Commitment." *Journal of Business Venturing* 8(1), 9–24.
- \_\_\_\_\_ (1993), "Challenges in Predicting New Firm Performance." *Journal of Business Venturing* 8(3), 241–253.

\_\_\_\_\_, Javier Gimeno–Gascon and Carolyn Woo (1994), “Initial Human and Financial Capital as Predictors of New Venture Performance.” *Journal of Business Venturing* 9(5), 371–395.

\_\_\_\_\_ and Kendall Artz (1995), “Determinants of Satisfaction for Entrepreneurs.” *Journal of Business Venturing* 19(6), 439–457.

\_\_\_\_\_, Timothy Folta and Carolyn Woo (1995), “Entrepreneurial Information Search.” *Journal of Business Venturing* 10(2), 107–120.

\_\_\_\_\_, Mohan Ramachandran and David Schoorman (1997), “Time Allocation Patterns of Craftsmen and Administrative Entrepreneurs: Implications for Financial Performance.” *Entrepreneurship Theory and Practice* 22(2), 123–133.

Gimeno–Gascon, Javier, Timothy Folta, \_\_\_\_\_ and Carolyn Woo (1997), “Survival of the Fittest? Entrepreneurial Human Capital and the Persistence of Underperforming Firms.” *Administrative Science Quarterly* 42(4), 750–783.

Nicholls–Nixon, Charlene, \_\_\_\_\_ and Carolyn Woo (2000), “Strategic Experimentation: Understanding Change and Performance in New Ventures.” *Journal of Business Venturing* 15(5/6), 493–521.

Folta, Timothy, \_\_\_\_\_ and Yoon–suk Baik (2006), “Geographic Cluster Size and Firm Performance.” *Journal of Business Venturing* 21(2), 217–242.

### **Book Chapters**

Cooper, Arnold C. (1986), “Entrepreneurship/High Technology.” In Donald Sexton and Ray Smilor, eds., *The Art and Science of Entrepreneurship*. Hagerstown, MD: Ballinger Publishing Co, 153–168.

\_\_\_\_\_ and Javier Gimeno–Gascon (1992), “Entrepreneurs, Processes of Founding and New Firm Performance.” In Donald Sexton and John Kasarda, eds., *The State of the Art of Entrepreneurship*. Boston: PWS–Kent Publishing Company, 301–340.

\_\_\_\_\_ and Catherine Daily (1997), “Entrepreneurial Teams.” In Donald Sexton and Ray Smilor, eds., *Entrepreneurship: 2000*. Boston: PWS–Kent Publishing Company, 127–150.

\_\_\_\_\_ and Timothy Folta (2000), “Entrepreneurship and High–Technology Clusters.” In Donald Sexton and Hans Landstrom, eds., *Handbook of Entrepreneurship*. Oxford, UK: Blackwell Publishers, 348–367.

\_\_\_\_\_ (2002), “Networks, Alliances and Entrepreneurship.” In Michael Hitt, Duane Ireland, Michael Camp and Donald Sexton, eds., *Strategic Entrepreneurship: Creating a New Integrated Mindset*. Oxford, UK: Blackwell Publishers, 203–222.

Cooper, Arnold C. (2003), “Entrepreneurship: The Past, the Present, the Future.” In Zoltan J. Acs and David B. Audretsch, eds., *Handbook of Entrepreneurship Research*. Dordrecht, Netherlands: Kluwer Academic Publishing, 21–34.

## **Miscellaneous**

Winner, Coleman Entrepreneurship Mentor Award presented by Entrepreneurship Division, Academy of Management (1993).

Society of Fellows, Academy of Management (1998).

Lifetime Membership Award, Babson–Kauffman Entrepreneurship Research Conference (2003).

Inaugural Member, Society of Fellows, Strategic Management Society (2005).