

## **Vita**

### **Van G. H. Clouse Ph.D.**

#### **Office**

Room 384  
College of Business  
University of Louisville  
Louisville, KY 40292  
502.852.4782 (Office)  
502.852.7557 (Fax)

Email: clouse@louisville.edu

#### **Education**

Ph.D. Clemson University, December 1986  
Degree: Industrial Management  
Concentration: Strategic Management  
Dissertation Title: New Venture Creation - A Decision Based Approach To Entrepreneurial Activity.

M.S. Clemson University, August 1983  
Major: Management

B.A. Wofford College, May 1970  
Major: Economics

#### **Academic Experience**

*1986-Present*  
*College of Business*  
*University of Louisville*

Cobb Family Professor of Entrepreneurship October 1999 - Present  
Founding Member and Team Lead of the Integrative MBA (IMBA) program 1993 – Present  
Associate Professor of Management August 1992 - Present  
Assistant Professor of Management August 1986 - July 1992

**IMBA Team Lead ('93-Present)**

As Team Lead I am responsible for all aspects of the Integrative MBA program. I work closely with other Entrepreneurship faculty preparing materials for external national ranking evaluations such as Entrepreneur magazine, Success magazine, Princeton Review, and the USASBE MBA Model Entrepreneurship Program.

IMBA Program Recognition:

2008 – The Princeton Review and Entrepreneur Magazine selected IMBA – The MBA for Entrepreneurial Thinking, and other COB MBA entrepreneurship programs as # 21 just behind University of Chicago and University of Virginia.

2006 – The Princeton Review and Entrepreneur Magazine selected IMBA – The MBA for Entrepreneurial Thinking, and other COB MBA entrepreneurship programs as # 10 ahead of programs at Penn State, UCLA, UNC, Wake Forest, the University of Illinois, the University of Virginia and Babson College, among others.

2003 – Entrepreneur Magazine selected IMBA and other COB MBA entrepreneurship programs as “1st tier” among 50 regional universities, joining 12 other schools in the top category. Other schools in the top regional category were Brigham Young University, University of Florida, University of Oregon, San Diego State University, and St. Louis University.

2001 – The United States Association for Small Business and Entrepreneurship named the IMBA program and other COB MBA entrepreneurship efforts the National Model MBA Entrepreneurship Program. This is the top national recognition a MBA entrepreneurship program can achieve.

2001 - Success named the IMBA program, along with the other COB entrepreneurship efforts, 13<sup>th</sup> among the top 50 graduate entrepreneurship program in the U.S.

2000 – USASBE named the IMBA program, along with other COB MBA entrepreneurship efforts, 2<sup>nd</sup> place National Model MBA Entrepreneurship Program. University of Texas at Austin was named 1<sup>st</sup>.

1998 - Success named the IMBA program, along with the other COB entrepreneurship efforts, 7<sup>th</sup> among the top 25 graduate entrepreneurship program in the U.S.

1997 - Success named the IMBA program as one of the "Top 25" graduate programs for entrepreneurship education in the United States.

1996 - IMBA was recognized by Success as one of the "10 Up-and-Coming" graduate entrepreneurship programs.

1996 - IMBA was recognized for "Innovation in Education" by the Mid-West AACSB.

*(The above recognition came only 3 years after the IMBA program was started.)*

**MBA Entrepreneurship Concentration Team ('96-'06)**

Founding member of this team, which designs and coordinates all courses in the Entrepreneurship Concentration. The MBA Entrepreneurship Concentration was discontinued in 2006 with all entrepreneurship emphasis at the MBA level transferred to IMBA – The MBA for Entrepreneurial Thinking.

Graduate courses taught include:

- Entrepreneurship
- Opportunity Discovery
- New Venture Creation – IMBA and European MBA programs
- Business Plan Development – IMBA and European MBA programs
- New Venture Implementation
- Strategic Management
- Integrative Global Strategy
- Corporate Entrepreneurship & Global Strategy
- Corporate & Global Strategy
- Business Plan Competition I
- Business Plan Competition II
- Business Consulting
- International MBA Entrepreneurship courses taught in Hong Kong and the Netherlands.

Undergraduate courses taught include:

- Business Strategy and Policy
- Entrepreneurship
- Small Business Management
- Principles of Management.

**Cardinal Challenge Business Plan Competition ('08 – Present)**

Founded this event and secured a three-year \$50,000 annual commitment from Brown-Forman. Chosen as a qualifying business plan competition for the annual Global Moot Corp® Competition. The 2008 competition hosted 12 teams from leading MBA programs from the US and Canada.

**Ballard Morton New Venture Competition ('97-Present)**

Founded this event and secured a \$5,000 annual commitment from PaineWebber. PaineWebber increased this commitment to \$12,500 for the 2000 competition. bCatalyst also committed \$12,500 for 2000 and the competition was renamed the UBS - PaineWebber / bCatalyst New Venture Competition. Worked with other COB supporters to secure a total prize pool for 2000 of \$36,500 and for 2001-2002 of \$49,000. Aleris, Inc. was the sponsor 2003 – 2007 with an annual commitment of \$25,000. Ballard Morton made an ongoing annual commitment of \$25,000 and became the sponsor in 2008. The college's top MBA new business plan teams--as judged by a panel of outside investment advisors and venture capitalists share the prize money.

**Faculty Coach to all UofL New Venture Teams ('97-Present)**

Coach teams competing in refereed regional, national, and international business plan competitions. "Coach" involves identifying the MBA teams whose plans have the highest potential for success...helping the teams, outside class, hone their business plans for competition...submitting the plans to intercollegiate competition review panels...working with the teams to refine their plans, based on panel critiques...rehearsing, rehearsing, rehearsing the teams to prepare them for intense questioning from professional investors at intercollegiate competitions.

2006 – 2008 Partum Group, LLC IMBA New Venture Team. Worked with the Partum Group Team for nearly two years. Partum Group entered the following refereed business plan competitions.

2007 Aleris, Inc. New Venture Competition, University of Louisville – Winner and also winner of the “Best Trade Show”;

2008 Cardinal Challenge, University of Louisville – Second Place Fast Pitch;

2008 Northwest Venture Championship, Boise State University - Honorable Mention and winner Graduate Track Limo Pitch Competition;

2008 McGinnis Venture Competition, Carnegie Mellon University – Winner Elevator Pitch Competition;

2008 Idea State U, Cabinet for Economic Development, Commonwealth of Kentucky – Winner Graduate Track;

2008 Global Moot Corp Competition, University of Texas at Austin – NASDAQ Stock Market Challenge Award and Best Product Division III;

2008 Vogt Development Award, Louisville, KY;

2008 ICC Concept Award, Kentucky Science & Technology Corporation, Commonwealth of Kentucky.

2006 – 2008 Health Network Solutions IMBA New Venture Team. Worked with the Health Network Solutions Team for nearly two years. Health Network Solutions entered the following refereed business plan competitions.

2007 Aleris, Inc. New Venture Competition, University of Louisville – Second Place and winner of the “Best Elevator Pitch”;

2008 Spirit of Enterprise Business Plan Competition, University of Cincinnati – Semi-finalist;

2008 Venture Challenge, San Diego State University – Finalist;

2006 – 2008 ShaBamm IMBA New Venture Team. Worked with the ShaBamm Team for nearly two years. ShaBamm entered the following refereed business plan competitions.

2007 Aleris, Inc. New Venture Competition, University of Louisville – Third Place and winner of the “Best Business Plan Presentation”;

2008 Georgia Bowl Business Plan Competition, Kennesaw State University – Third Place;

2008 Cardinal Challenge, University of Louisville – Semi-Finalist.

2005 – 2007 RJS, LLC IMBA New Venture Team. Worked with the RJS, LLC Team for nearly two years. RJS, LLC entered the following refereed business plan competitions.

2006 Aleris, Inc. New Venture Competition, University of Louisville – Winner and also winner of the “Best Elevator Pitch”;

2007 Georgia Bowl Business Plan Competition, Kennesaw State University – Second Place and Winner of “Best Presentation” and Second Place “Best Written Business Plan”;

2007 Spirit of Enterprise Business Plan Competition, University of Cincinnati – Second Place;

2007 Venture Challenge, San Diego State University – Finalist;

2007 New Venture Championship, University of Oregon – Semi-finalist;

2007 Global Moot Corp Competition, University of Texas at Austin – First Runner-up  
Murphree Venture Partners Challenge Award Division II.

2005 – 2007 Mulligan Media IMBA New Venture Team. Worked with the Mulligan Media Team for nearly two years. Mulligan Media entered the following refereed business plan competitions.

2006 Aleris, Inc. New Venture Competition, University of Louisville – Second Place and Winner of the “Best Trade Show Exhibit”;

2007 Georgia Bowl Business Plan Competition, Kennesaw State University – Semi-finalist;

2004 - 2006 ResourceB IMBA New Venture Team. Worked with the ResourceB Team for nearly two years. ResourceB entered the following refereed business plan competitions.

2005 Aleris, Inc. New Venture Competition, University of Louisville – Winner;

2006 Spirit of Enterprise Business Plan Competition, University of Cincinnati – Semi-finalist.

2004 – 2005 Trident Technologies IMBA New Venture Team. Worked with the Trident Technologies Team for 1.5 years. Trident Technologies the following refereed business plan competition.

2005 Aleris, Inc. New Venture Competition, University of Louisville – Third Place;

2003 - 2005 Energy Innovations IMBA New Venture Team. Worked with the Energy Innovations Team for nearly two years. Energy Innovations entered the following refereed business plan competitions.

2004 Aleris, Inc. New Venture Competition, University of Louisville – Winner;

2005 Spirit of Enterprise Business Plan Competition, University of Cincinnati – Winner  
Taxi/Limo Investor Pitch;

2005 New Venture Championship, University of Oregon – Second Place.

2003 – 2005 NanoMed Delivery IMBA New Venture Team. Worked with the NanoMed Delivery Team for nearly two years. NanoMed Delivery entered the following refereed business plan competitions.

2004 Aleris, Inc. New Venture Competition, University of Louisville – Second Place Tie;

2004 International Nanotechnology Business Idea Competition, Case Western Reserve University – Semi-finalist;

2004 Vogt Awards, Louisville, KY – Finalist;

2005 Georgia Bowl Business Plan Competition, University of Georgia – Third Place and Winner Best Presentation;

2005 InfoUSA Business Plan Competition, University of Nebraska – Semi-finalist;

2005 Business Plan Competition, Rice University – Finalist;

2005 MOOT CORP Business Plan Competition, University of Texas – Semi-finalist;

2003 – 2005 Where's Louie? IMBA New Venture Team. Worked with the Where's Louie Team for 1.5 years. Where's Louie? entered the following refereed business plan competition.

2004 Aleris, Inc. New Venture Competition, University of Louisville – Fifth Place;

2004 HICA Systems German MBA New Venture Team. Worked with the HICA Team for five months. HICA entered the following refereed business plan competition.

2004 Aleris, Inc. New Venture Competition, University of Louisville – Second Place Tie;

2002 - 2004 Neuronetrix IMBA New Venture Team. Worked with the Neuronetrix Team for nearly two years. The Neuronetrix Team entered the following refereed business plan competitions.

2003 Commonwealth Industries New Venture Competition, University of Louisville – Second Place;

2004 Georgia Bowl Business Plan Competition, University of Georgia – Winner;

2004 InfoUSA Business Plan Competition, University of Nebraska – Finalist and one of three teams from among 22 chosen to present to a Nebraska venture capital panel;

2004 MOOT CORP Business Plan Competition, University of Texas – Semi-finalist and winner of best written plan in a preliminary round.

2002 - 2004 OrthoData Technologies IMBA New Venture Team. Worked with the OrthoData Team for nearly two years. The OrthoData Team entered the following refereed business plan competitions.

2003 Commonwealth Industries New Venture Competition, University of Louisville – Winner;

2004 Midwest Business Plan Competition, Indiana University – Winner;

2004 University of San Francisco International Business Plan Competition – Semi-finalist;

2004 MOOT CORP Business Plan Competition, University of Texas – Winner of the Genifor Ventures Challenge, one of four challenges held for the 24 non-finalist teams.

2003 - 2004 AccuTrack MBA New Venture Team. Worked with the AccuTrack for nearly a year. The AccuTrack Team entered the following refereed business plan competitions.

2003 Commonwealth Industries New Venture Competition, University of Louisville – Third Place;

2004 InfoUSA Business Plan Competition, University of Nebraska – Semi-finalist.

2001 - 2004 Inkwel Fine Arts IMBA New Venture Team. Worked with the Inkwel Team for three years. The Inkwel Team entered the following refereed business plan competitions.

2002 UBS - PaineWebber / bCatalyst New Venture Competition, University of Louisville – Tied Third Place;

2003 Georgia Bowl Business Plan Competition, University of Georgia – Semi-finalist;

2003 University of Oregon International New Venture Competition – Fourth place overall and Second place in the Elevator Pitch;

2004 Spirit of Entrepreneurship and Enterprise Development Business Plan Competition – One of eight semi-finalist teams chosen from among over 40 entrants.

2001 - 2003 Touch and Go Technologies (ToGo) IMBA New Venture Team. Worked with the ToGo Team for nearly two years. The ToGo Team entered the following refereed business plan competitions.

2002 UBS - PaineWebber / bCatalyst New Venture Competition, University of Louisville – Second Place;

2003 InfoUSA Business Plan Competition, University of Nebraska – Semi-finalist.

2001 - 2003 alaOrder IMBA New Venture Team. Worked with the alaOrder Team for nearly two years. The alaOrder Team entered the following refereed business plan competitions.

2002 UBS - PaineWebber / bCatalyst New Venture Competition, University of Louisville – Tied Third Place;

2003 Midwest Business Plan Competition, Indiana University – Semi-finalist.

2000 - 2002 Floyd Street Technology (FST) IMBA New Venture Team. Worked with the FST Team for nearly two years. The FST Team entered the following refereed business plan competitions.

2001 UBS - PaineWebber / bCatalyst New Venture Competition, University of Louisville – Winner;

2002 Midwest Business Plan Competition, Indiana University – Third place;

2002 University of Oregon International New Venture Competition – Semi-finalist.

2000 - 2002 OccuVista IMBA New Venture Team. Worked with the OccuVista Team for nearly two years. The OccuVista Team entered the following refereed business plan competitions.

2001 UBS - PaineWebber / bCatalyst New Venture Competition, University of Louisville – Second place;

2002 InfoUSA Business Plan Competition, University of Nebraska – Second place.

2000 - 2002 Earthron IMBA New Venture Team. Worked with the Earthron Team for nearly two years. The Earthron Team entered the following refereed business plan competition.

2002 Georgia Bowl Business Plan Competition – Fourth place.

1999-2001 4wireless IMBA New Venture Team. Worked with the 4wireless Team for nearly two years. The 4wireless Team entered the following refereed business plan competitions.

2000 PaineWebber / bCatalyst New Venture Competition, University of Louisville – Winner;

2001 Georgia Bowl Business Plan Competition, University of Georgia – Second place;

2001 InfoUSA Business Plan Competition, University of Nebraska – Third place;

2001 MOOT CORP Business Plan Competition, University of Texas - Semi-finalist and received recognition for best-written plan in track.

1999-2001 OmegaFit IMBA New Venture Team. Worked with the OmegaFit Team for nearly two years. The OmegaFit Team entered the following refereed business plan competitions.

2000 VentureCompetition.com Venture Capital Competition, Silicon Valley – Semi-finalist;

2000 PaineWebber / bCatalyst New Venture Competition, University of Louisville – Second place;

2001 Midwest Business Plan Competition, Indiana University – Winner;

2001 University of Oregon International New Venture Competition – Semi-finalist;

2001 MOOT CORP Business Plan Competition, University of Texas - Semi-finalist and received recognition for best presentation in track.

1998-2000 TowBiz.com IMBA New Venture Team. Worked with the TowBiz.com Team for nearly two years. The TowBiz.com Team entered the following refereed business plan competitions.

1999 PaineWebber New Venture Competition, University of Louisville – Second place;

2000 Midwest Business Plan Competition, Indiana University – Second place;

2000 Georgia Bowl Business Plan Competition, University of Georgia – Third place.

2000 February Madness Business Plan Competition, Hummer Winblad Venture Partners – entrant.

1998-1999 Palmer Safety Systems MBA New Venture Team. Spent over 250 hours working with the Palmer Safety Systems Team. The Palmer Safety Systems Team entered the following refereed business plan competitions:

1999 Georgia Bowl Business Plan Competition, University of Georgia – Winner;

1999 University of Oregon International New Venture Competition – Semi-finalist;

1999 MOOT CORP Business Plan Competition, University of Texas - Semi-finalist and received recognition for Best Written Business Plan;

1999 Venturefest Business Plan Competition, Oxford University, England - Semi-finalist and received recognition for Best Business Plan Presentation;

1999 PaineWebber New Venture Competition, University of Louisville – Winner.

1998-1999 Script Excel IMBA New Venture Team. Worked with the Script Excel Team for 1.5 years. The Script Excel Team entered the following refereed business plan competitions:

1999 Midwest Business Plan Competition, Indiana University – Semi-finalist;

1999 NASDAQ – SDSU International Business Plan Competition, San Diego State University – Semi-finalist;

1998 PaineWebber New Venture Competition, University of Louisville – Winner.

1997-1998 Integrative Healthcare Centers IMBA New Venture Team. Worked with the Integrative Healthcare Centers Team for 1.5 years. The Integrative Healthcare Centers Team entered the following refereed business plan competitions:

1998 Midwest Business Plan Competition, Indiana University – Third place;

1998 NASDAQ – SDSU International Business Plan Competition, San Diego State University – Semi-finalist;

1997 PaineWebber New Venture Competition, University of Louisville – Second place.

1996-1997 Air Direct MBA New Venture Team. Worked with the Air Direct Team for 1.5 years. The Air Direct Team entered the following refereed business plan competitions:

1997 Midwest Business Plan Competition, Indiana University – Semi-finalist;

1997 NASDAQ – SDSU International Business Plan Competition, San Diego State University – Semi-finalist;

1997 PaineWebber New Venture Competition, University of Louisville – Winner.

### **Cardinal Venture Fund**

I serve on the board of the Cardinal Venture Fund, an equity investment fund of the College of Business. This fund makes equity investments in promising student founded teams. I also serve on the Board of Cardinal Venture Fund investments OrthoData, Inc. and Adaptive Technologies.

### **Businesses Started by My Current or Former COB Students**

Bundle Express

JACO, Inc. d.b.a. Payless Foodstores

Agora Interactive

ODATT Associates

Net Tango

Telemics

4wireless

Campus Quilts

BassMaster Boats

Neuronetrix

MetroMojo

FB3 Development

Certicell, LLC

Xpertice, LLC

Carroll – Kron Consulting

Moore's Oreck

Art Kits for Kids

Air Direct

The Marketing Department

Genscape

Hofelich and Associates

MobileFit

Inkwell Fine Arts

OrthoData, Inc.

Bluegrass Brewing Co.

Tripoli Consulting

RJS, LLC

Partum Group, LLC

1980-1986

Visiting Instructor, Department of Management  
Clemson University

Courses taught include:

Business Policy  
Small Business Management  
Principles of Management.

Directed Clemson's Small Business Institute and was Assistant Director of its Small Business Development Center. Supervised an average of 15 Small Business Institute graduate and undergraduate business consulting teams per semester. Hired and trained Small Business Development Center consultants and individually consulted with over 300 entrepreneurial businesses that sought guidance from Clemson.

### **Business Experience**

1995- 2001

Owner, President, Director

The Timberline, a resort management firm with annual revenues in excess of \$2 million.

1974-81

Clouse Wildman Foods

Co-Founded and managed a diversified food service company with locations in South Carolina and Georgia. Developed business plans, secured financing, and managed daily operations.

### **Military Experience**

1970-74

First Lieutenant - U.S. Army

Served as a medical evacuation pilot and maintenance officer. Honorable discharge.

### **Research**

#### **Refereed Journal Publications**

Fiet, J., Norton, W., Clouse, V. (2007) "Systematic Search as a Source of Technical Innovation: An Empirical Test", Journal of Engineering and Technology Management, 24(4), 329-346.

Nixon, R.D., Bishop, K., Clouse, V.G.H., Kemelgor, B.H. (2006) "Prior Knowledge and Entrepreneurial Discovery: A Classroom Methodology for Idea Generation", International Journal of Entrepreneurship Education, 4.

Clouse, V. & Bracker, J. (1994) "Modeling New Venture Decisions: A Behavioral Decision Theory Approach", Journal of International Business and Entrepreneurship, 3(1&2), 83-109.

Bracker, J., Clouse, V. & Thacker, R. (1994) "Teleconference Business Forums: An Approach to Linking Entrepreneurs and Potential Investors", Entrepreneurship and Regional Development, 6, 259-274.

Clouse, V.G.H. (1991) "A Decision-Based Approach to the Investigation of New Venture Activity", Technovation, 11(4), 205-217.

Clouse, V.G.H. & Gupta, Y.P. (1990) "Just-in-Time and the Trucking Industry: Implications of the Motor Carrier Act", Production and Inventory Management Journal, 31(4), 7-12.

Clouse, V.G.H. (1990) "Modeling the New Venture Decision Process: A New Approach to Teaching Entrepreneurial Skills", Journal of Education for Business, 65(8), 363-367.

Clouse, V.G.H. (1990) "A Controlled Experiment Relating Entrepreneurial Education to Students' Start-Up Decisions", Journal of Small Business Management, 28(2), 45-53.

### **Books and Book Chapters**

Fiet, J.O., Clouse, V.G.H., Norton, W.I., Jr. (2004) Systematic search by repeat entrepreneurs. In (John Butler, Ed.) Opportunity Identification and Entrepreneurial Behavior – A Volume in Research in Entrepreneurship and Management. Greenwich, CT: Information Age Publishing, pp. 1-27.

Bracker, J. & Clouse, V. (1994), Franchising in the Economy 1991-1993. International Franchise Association, Washington, DC.

### **Refereed and Published Proceedings**

Nixon, R.D., Bishop, K., Clouse, V.G.H. (2005) "Systematic Search: Idea Generation in Undergraduate Entrepreneurship Courses", Proceedings of International Council on Entrepreneurship Education Annual Conference.

Nixon, R.D., Bishop, K., Clouse, V.G.H., & Kemelgor, B.H. (2003) "From Experiment to Entrepreneurial Education: Prior Knowledge and Entrepreneurial Discovery", Proceedings of the 48th World Conference of the International Council for Small Business.

Fiet, J.O., Clouse, V. & Norton, B. (2003) "An Examination of Constrained, Systematic Search by Serial Entrepreneurs (summary)", Frontiers For Entrepreneurship Research.

Fiet, J.O., Norton, B. & Clouse, V. (2002) "A Test of a Model of Discovery by Technically Trained Employees (summary)", Frontiers For Entrepreneurship Research.

Bracker, J. & Clouse, V. (1994) “Virgin Angels, Business Forums and Teleconferencing: An Empirical First Look (summary)”, Frontiers For Entrepreneurship Research.

Clouse, V.G.H. (1989) “The Impact of Entrepreneurship Education on the New Venture Decision Process: An Empirical Assessment”, Proceedings of the 34th World Conference of the International Council for Small Business. This paper received the "Best Paper Award - United States Category".

Clouse, V.G.H. & Zimmerer, T.W. (1988) “A Decision Based Approach to the Investigation of New Venture Activity”, Proceedings of the Southern Management Association.

Clouse, V.G.H. (1986) “The Application of an Expert System in the Small Business Lending Environment”, Proceedings of the Southern Chapter of the Institute of Management Sciences.

Clouse, V.G.H. (1985) “A Simulation Analysis of the Clemson University Small Business Development Center”, Proceedings of the Southern Chapter of the Institute of Management Sciences.

### **Refereed Conference Presentations and Papers**

Feit, J., Nixon, R., Patel, P., Clouse, V., Norton, W. (2007). “Prescriptive entrepreneurship”, Academy of Management Annual Meeting.

Nixon, R., Bishop, K., Clouse, V. (2005). “Systematic search: Idea generation in undergraduate entrepreneurship courses”, International Entrepreneurship Education Annual Conference.

Nixon, R., Bishop, K., Clouse, V. & Kemelgor, B. (2003). “From experiment to entrepreneurial education: Prior knowledge and entrepreneurial discovery”, ICSB 48<sup>th</sup> World Conference.

Fiet, J., Clouse, V. & Norton, W. (2003). “An examination of constrained, systematic search by serial entrepreneurs”, 23<sup>rd</sup> Annual Babson Entrepreneurship Research Conference.

Fiet, J., Norton, W. & Clouse, V. (2002). “A Test of How Aspiring Corporate Entrepreneurs Can Discover Wealth-Generating Innovations”, 22<sup>nd</sup> Annual Babson Entrepreneurship Research Conference.

Bracker, J. & Clouse, V. (1999) "Teleconferenced Business Forums: YPO Virgin Angels and Budding Entrepreneurs", 19<sup>th</sup> Annual Babson Entrepreneurship Research Conference.

Bracker, J. & Clouse, V. (1994) “Virgin Angels, Business Forums and Teleconferencing: An Empirical First Look”, 14<sup>th</sup> Annual Babson Entrepreneurship Conference.

Clouse, V.G.H. (1988) “The New Venture Startup - A Decision Modeling Approach to Teaching Critical Skills to Prospective Entrepreneurs”, The United States Association for Small Business and Entrepreneurship National Meeting.

## **Research Under Review**

Fiet, J., Norton, W., Clouse, V. Search and Discovery by Repeatedly Successful Entrepreneurs. Submitted December 2008 to Strategic Entrepreneurship Journal.

## **Research Grants**

Cardinal Challenge Business Plan Competition Grant funded at \$150,000 by Brown-Forman, Inc., 2008-2010 with Jane Goldstein.

Business Plan Competition Grant funded at \$100,000 by Commonwealth Industries, Inc., 2003-2006 with Robert Nixon.

BellSouth Foundation Research Grant, Spring, 1991, \$17,125, with Jeffrey Bracker and Rebecca Thacker.

BellSouth Foundation Research Grant, Fall, 1990, \$6,000, with Rebecca Thacker and Yash Gupta.

Commission on Academic Excellence Summer Research Grant, University of Louisville, Summer, 1990, \$5,000.

Business School Research Grant, University of Louisville, Summer, 1989, \$2,500.

Business School Research Grant, University of Louisville, Fall, 1987, \$3,000.

## **Service**

### **COB and University Service**

Served on a wide array of College of Business as well as University of Louisville committees. I currently serve on the following committees:

Team Lead – IMBA – The MBA for Entrepreneurial Thinking Program Committee;

COB Professional MBA Program Committee;

UfoL Proof of Concept Grant Committee.

I serve as the COB liaison to the MetaCyte Business Lab, Louisville's biotechnology business incubator.

## **Consulting Activities**

Activities span all size organizations and primarily emphasize strategic thinking, opportunity discovery, and new venture development. Activities both pro bono( PB) and compensated(C). Clients include:

Agora Interactive (PB)  
LG&E (C)  
Air Direct (PB)  
Ohio Valley Asphalt (C)  
Art Kits for Kids (C)  
Trans Financial (acquired by Star Bank) (C)  
META Associates (C)  
Zeon Chemicals (C)  
Kentucky Bankers Association (C)  
Kentucky Wood Floors (C)  
Cabbage Patch Settlement (PB)  
Spot Distributing Company (PB)  
Twenty-Four Carrot Corporation (PB)  
Oliver Rubber Company (C)  
The Cobb Group (acquired by Ziff Davis) (C)  
City of Louisville (C)  
Greater Louisville Inc. (C)  
MobileFit (PB)  
OrthoData Technologies (PB)  
MetroMojo (PB)  
Xpertice, LLC (PB)

## **Honors and Awards**

2005 College of Business Faculty Excellence Award.

2002 Nominated by Dean Robert L. Taylor of the College of Business and Public Administration for the University of Louisville Trustees Award.

2001 Nominated by Dean Robert L. Taylor of the College of Business and Public Administration for the University of Louisville Trustees Award.

1999-00 College of Business and Public Administration Outstanding Achievement Award. This award recognizes my work with the college's PaineWebber / bCatalyst New Venture Competition, my work with teams that go to regional, national, and international business plan competitions, and for helping new ventures grow.

1999 Nominated by Dean Robert L. Taylor of the College of Business and Public Administration for the University of Louisville Trustees Award.

1999 Creativity and Innovation in Entrepreneurship Education Award from MOOT CORP International Business Plan Competition. MOOT CORP has been recognized by Business Week as the “Super Bowl of Business Plan Competitions”.

1998-99 College of Business and Public Administration Graduate Teaching Award.

1997-98 College of Business and Public Administration Faculty Excellence Award.

1997 Nominated by Dean Robert L. Taylor of the College of Business and Public Administration for the University of Louisville Trustees Award.

1994 Nominated by the Integrative MBA students for the University of Louisville Trustees Award.

1991-92 Maker's Mark Distillery Faculty Award.

1990-91 Academic Year University of Louisville School of Business Faculty Excellence Award in recognition of teaching and service activities in new venture development.

1990-91 Academic Year University of Louisville Department of Management Outstanding Teaching Award.

1991 Alternate faculty participant in the Richard D. Irwin/Beta Gamma Sigma National Seminar.

1990-91 Maker's Mark Distillery Faculty Award.

1990 Elected by the University of Louisville Graduate Council to serve as a member of the Graduate Faculty.

1989-90 Academic Year University of Louisville School of Business Excellence in Undergraduate Teaching Award.

1989-90 Academic Year University of Louisville Department of Management Outstanding Research Award.

1990 Nominated by the School of Business at the University of Louisville for the President's Initiative for Research Award.

1989 Received the "Best Paper Award - United States Category" at the 34th World Conference of the International Council for Small Business.

1986 Recognized by the College of Commerce and Industry at Clemson University for outstanding service as the Small Business Institute Director and Assistant/Acting Director of the Small Business Development Center for the period 1980 - 1986.

**Academic and Professional Associations**

Beta Gamma Sigma  
United States Association for Small Business and Entrepreneurship  
Academy of Management

**References** - Furnished Upon Request

1/14/09