

**J. Jeffrey Gish, Ph.D.**  
Department of Management  
College of Business Administration  
University of Central Florida

Address: 12744 Pegasus Drive, Orlando, FL 32816-1400  
Phone: +1 (407) 823-3209  
Email: [jgish@ucf.edu](mailto:jgish@ucf.edu)  
Web: <https://business.ucf.edu/person/jeff-gish>

---

## ACADEMIC APPOINTMENTS

---

**University of Central Florida** 2019 to present  
*College of Business Administration, Department of Management*  
Assistant Professor of Entrepreneurship

---

## EDUCATION

---

**University of Oregon** 2019  
*Doctor of Philosophy, Management*

**Washington State University**  
*Master of Engineering and Technology Management* 2006  
*Bachelor of Arts – Magna cum laude – Phi Beta Kappa* 2001

---

## PUBLICATIONS

---

**Gish, J.**, Wagner, D., Grégoire, D., & Barnes, C. (in-press) Sleep and entrepreneurs' abilities to imagine and form initial beliefs about new venture ideas. *Journal of Business Venturing* available online ahead of print. doi:10.1016/j.jbusvent.2019.06.004

Williamson, A., Battisti, M., Leatherbee, M. & **Gish, J.** (2019) Rest, zest, and my innovative best: Sleep and mood as drivers of entrepreneurs' innovative behavior. *Entrepreneurship Theory & Practice* 43(3), 582-610. doi:10.1177/1042258718798630

**Gish, J.**, & Wagner, D. (2016). The affective implications of sleep. In J. Barling, C. M. Barnes, E. Carleton, & D. T. Wagner (Eds.), *Sleep and Work* (pp. 101-123). New York, NY: Oxford University Press. doi:10.1093/acprof:oso/9780190217662.003.0006

## WORKS IN PROGRESS

---

Gunia, B., **Gish, J.**, & Mensmann, M. The weary founder: Sleep problems and entrepreneurial motives. *Under review: **Entrepreneurship Theory & Practice***.

**Gish, J.**, Lanahan, L., & Beck, J. Economic inequality and niche entrepreneurship: Evidence from the brewery industry. *Primary target: **Management Science*** Revising for submission.

*Won Best Submission Award at the 2019 Sustainability, Ethics and Entrepreneurship Conference in Miami, FL.*

Parmigiani, A., **Gish, J.**, & Terborg, J. Experience on the line: The impact of organizational and shared experience of interdependent and independent workgroups on performance. *Primary target: **Journal of Management*** Revising for submission.

**Gish, J.**, Read, S., & Barnes, C. Managing entrepreneurial uncertainty with eyes wide open: Sleep's influence on state, effect, and response uncertainty. *Primary target: **Academy of Management Review*** Writing stage.

**Gish, J.**, Gupta, A., & Barnes, C. CEO Political ideologies and their influence on organizational culture: A multilevel investigation of Fortune 500 companies. *Primary target: **Administrative Science Quarterly*** Data Analysis Stage.

**Gish, J.**, Marshall, D., & Seibert, S. Harnessing the entrepreneurial spirit: The moderating role of innovative climate on the relation of entrepreneurial intent to turnover. *Primary target: **Journal of Applied Psychology*** Writing stage.

**Gish, J.** Entrepreneur optimism bias: Can business planning ground entrepreneurial optimism? *Primary target: **Entrepreneurship Theory & Practice*** Data collection stage.

Marshall, D., Dibrell, C., **Gish, J.**, Davis, W., & Johnson, P. The upside of being down: Negative affect, temporal focus, and bricolage for entrepreneurs. *Primary Target: **Undecided**, research presented at BCERC 2018*

## PRESENTATIONS

---

**Gish, J.\***, Lanahan, L., & Beck, J. (2019, August). Economic inequality and niche entrepreneurship: Evidence from the brewery industry. To be presented at the *Academy of Management Annual Conference, Boston, MA*.

- Gish, J.\***, Lanahan, L., & Beck, J. (2019, March). Economic inequality and niche entrepreneurship: Evidence from the brewery industry. Presented and **won Best Submission Award** at the *Sustainability, Ethics, and Entrepreneurship (SEE) Annual Academic Research Conference, Miami, FL*.
- Gish, J.\***, Marshall, D., & Seibert, S. (2018, August). Harnessing the entrepreneurial spirit: The moderating role of innovative climate on the relation of entrepreneurial intent to turnover. Seibert, S. & **Gish, J.** (Co-chairs). Presented at the *Academy of Management Annual Conference, Chicago, IL*.
- Gunia, B., & **Gish, J.\*** (2018, August). The weary founder: Sleep problems and entrepreneurial motives. Presented at the *Academy of Management Annual Conference, Chicago, IL*.
- Marshall, D.\*, Dibrell, C., **Gish, J.**, Davis, W., & Johnson, P. (2018, June). The upside of being down: Negative affect, temporal focus, and bricolage for entrepreneurs. Presented at the *Babson College Entrepreneurship Research Conference, Waterford, Ireland*.
- Gish, J.**, Gupta, A.\*, & Barnes, C. (2018, March). Management influence on organizational culture: Evidence from TMT campaign contributions and online employee reviews. Presented at the *University of Washington Foster Department of Management & Organizations, Seattle, WA*.
- Gunia, B.\*, & **Gish, J.** (2017, November). The weary founder: Sleep problems and entrepreneurial motives. Presented at the *Johns Hopkins University Institute for Applied Economics, Global Health, and the Study of Business Enterprise, Baltimore, MD*.
- Gish, J.\***, Wagner, D., Barnes, C., & Grégoire, D. (2017, August). *Sleepwalking into bad opportunities: Sleep and entrepreneur opportunity evaluation*, Randolph, A. (Chair). Presented at the *Academy of Management Annual Conference, Atlanta, GA*.
- Parmigiani, A.\*, **Gish, J.**, & Terborg, J. (2017, March) Experience on the line: The impact of organizational and shared experience of interdependent and independent workgroups on performance. Presented at the *Strategic Management Society Special Conference on Human Capital, Milan, Italy*.
- Gish, J.\*** (2016, August). *Failing to plan but not planning to fail: A theory of business planning and entrepreneurial optimism bias*, Mueller, B. (Chair), Presented at the *Academy of Management Annual Conference, Anaheim, CA*.
- Gish, J.\***, Wagner, D., Grégoire, D., & Barnes, C. (2016, June). *Money never sleeps but entrepreneurs should: Entrepreneur opportunity recognition and sleep*, Berkman, E. (Chair), presented at the *University of Oregon, Department of Psychology, Eugene, OR*.

**Gish, J.\*** (2016, March). *Failing to plan but not planning to fail: A theory of business planning and entrepreneurial optimism bias*, Persons, B. (Chair). Presented at the *Western Academy of Management Annual Conference, Portland, OR*.

**Gish, J.\*** (2016, February). *Failing to plan but not planning to fail: A theory of business planning and entrepreneurial optimism bias*, Dassonville, P. (Chair). Presented at the *University of Oregon Graduate Research Forum, Eugene, OR*.

Wagner, D.\*, & **Gish, J.** (2015, September). *Losing sleep leads to finding bias in faculty hiring*. Part of the symposium: *Love, Stress, and Work: The social context and consequences of sleep*, Sbarra, D. A. (Chair). Presented at the *51st Annual Meeting of the Society for Experimental Social Psychology, Denver, CO*.

\*denotes the presenter(s)

## TEACHING EXPERIENCE

---

MKTG 445, Entrepreneurial marketing Instructor's role: 4.8/5.0	2018
MGMT 335, Launching new ventures Instructor's role: 4.7/5.0 <i>Management department commendation for teaching, 2017</i>	2017
BA 316, Principles of management (organizational behavior) Instructor's role: 4.5/5.0 <i>Management department commendation for teaching, 2015</i>	2015

## POPULAR MEDIA

---

Orlando Business Journal – <https://www.bizjournals.com/bizwomen/news/latest-news/2019/08/leep-helps-entrepreneurs-gain-an-edge.html> August 15, 2019.

Orlando Business Journal – <https://www.bizjournals.com/orlando/news/2019/08/12/ucf-researcher-entrepreneurs-boardroom-success.html> August 12, 2019.

Psych Central – <https://psychcentral.com/news/2019/08/06/restful-sleep-may-be-vital-for-entrepreneurs/149241.html> August 6, 2019.

Thrive Global – <https://thriveglobal.com/stories/giving-the-entrepreneurial-spirit-the-rest-it-needs/> August 6, 2019.

Science Daily – <https://www.sciencedaily.com/releases/2019/08/190805112208.htm> August 5, 2019.

Willamette Angels Conference – CEO Power Talks.

<https://www.youtube.com/watch?v=NLMOIImoVA0g> May 17, 2018.

Fall back to good sleep. <https://business.uoregon.edu/news/fall-back-to-good-sleep> November 8, 2016.

## **WORKSHOPS AND CONSORTIA**

---

West Coast Research Symposium (2018) Doctoral Student Consortium. Seattle, WA.  
 Academy of Management (2018) OB Doctoral Student Consortium. Chicago, IL.  
 Academy of Management (2017) RM Doctoral Student Consortium. Atlanta, GA.  
 Society for I-O Psychology (2017) OB Doctoral Student Consortium. Orlando, FL  
 Academy of Management (2016) ENT Doctoral Student Consortium. Anaheim, CA.  
 Western Academy of Management (2016) Doctoral Student Consortium. Portland, OR.  
 West Coast Research Symposium (2015) Doctoral Student Consortium. Seattle, WA.  
 Academy of Management (2015) New Doctoral Student Consortium. Vancouver, BC.

## **HONORS AND AWARDS**

---

Best Reviewer Award – Academy of Management Annual Meeting	2019
Best Submission Award – Sustainability, Ethics, and Entrepreneurship Conference	2019
Research Award – Robin & Roger Best PhD Research Award \$2,500	2019
Research Award – Robin & Roger Best PhD Research Award \$3,750	2018
Dissertation Award – University of Oregon Dissertation Research Fellowship	2018–19
One of only eleven merit-based university-wide awards given for dissertations with potential for high impact in student's field and beyond. Approx. \$71,000 in total support	
Research Award – Robin & Roger Best PhD Research Award \$1,000	2017
Teaching Award – Management Department Commendation	2017
Research Award – Kageyama Endowment Fund \$2,500, with David Wagner	2016
Research Award – Robin & Roger Best PhD Research Award \$1,900	2016
Teaching Award – Management Department Commendation	2015
Research Award – Kageyama Endowment Fund \$1,750, with David Wagner	2015
Lundquist College of Business Ph.D. Fellowship	2014–18

## **REVIEWER SERVICE**

---

Personnel Psychology	2017–present
Journal of Business Venturing	2018–present
Journal of Occupational and Health Psychology	2019–present
International Journal of Entrepreneurial Behavior and Research	2017
Academy of Management Annual Meeting	2015-present
Western Academy of Management Annual Meeting	2016

## **ACADEMIC SERVICE**

---

Willamette Valley Capital (angel investing fund), Research Director	2017–2019
Lundquist College of Business Ph.D. Program Committee, Student Representative	2015–2018

University of Oregon Tuition and Fee Advisory Board	2016–2017
Academy of Mgmt. Entrepreneurship Division Columnist, Guest Contributor	2016–2017
University of Oregon Graduate School Advisory Board	2014–2016
University of Oregon Graduate Research Forum, Session Moderator	February 2015
AACSB Accreditation Committee, Management PhD Student Representative	January 2016

### **PROFESSIONAL AFFILIATIONS**

---

Academy of Management (ENT, OB, and RM divisions)	2015–present
Society for Industrial and Organizational Psychology	2017–present
Western Academy of Management	2015–2019

### **WORK EXPERIENCE**

---

Assistant Professor of ENT, <i>University of Central Florida</i> , Orlando, FL	2019–present
Dissertation Research Fellow, <i>University of Oregon</i> , Eugene, OR	2018–2019
Research Assistant, <i>University of Oregon</i> , Eugene, OR	2014–2018
President & GM, <i>Falling Up, Inc.</i> , Spokane and Seattle, WA	2006–2013
High School Teacher, <i>Stockton Unified School District</i> , Stockton, CA	2001–2004

---