

2011 Faculty Fellows

[Melissa Cardon, PhD](#), Lubin School of Business

Entrepreneurial Passion: Sources and Sustenance co-authored with Michael J. Glauser

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Abstract: Entrepreneurial passion helps coordinate cognition and behavior of entrepreneurs, providing the fire that fuels innovation, persistence, and ultimate success. But where does entrepreneurial passion come from? Using a phenomenological approach, we conduct a qualitative study of 80 entrepreneurs and analyze their oral histories to explore the sources of entrepreneurial passion, as experienced by entrepreneurs. Our discovery process in the interviews suggests six major sources of entrepreneurial passion: passion for building/developing the venture, passion for people, passion for the product or service, passion for inventing, passion for competition, and passion for a social cause.

[Joseph Morreale, PhD](#), Professor, Economics, Dyson College of Arts and Sciences

The Impact of the "Great Recession" on the Financial Resources of Nonprofit Organizations

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Abstract: This research paper analyzes the impact of the recent Great Recession on nonprofit organizations. More specifically, it studies the impact of the recession on their ability to raise funds and remain financially viable. The four key research questions discussed are: What has been the overall impact of the Great Recession on nonprofit organizations?; How has the Recession impacted the fundraising capability of nonprofit organizations?; How well have different types of organizations weathered the Great Recession's impact on their revenue sources?; and What strategies have nonprofit organizations found to be useful in surviving this severe downturn? The study uses the most recent data on nonprofit financing from 2007-2010. The results show that nonprofits as a whole have seen general declines in contributions and funding. But there are clear differences in the impact of the eleven sectors studied. Moreover, the size of the organization matters as does its main source of revenue. The paper concludes with a set of strategies that have been successful at stemming the decline in nonprofit funding. The study provides valuable insight into the ability of nonprofit organizations to survive such difficult economic times and also to reveal the various practices that have been successfully utilized for their survival.

[Noushi Rahman, PhD](#), Professor, Management and Management Science, Lubin School of Business

Back to Square One: An Examination of Social Entrepreneurship Centers and Programs co-authored with Rebecca Tekula, PhD

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Abstract: Prominent social entrepreneurship (SE) centers and programs in North America, Europe, and Asia are examined in terms of their position in the institutional structure, initial and additional funding, teaching initiatives, research achievements, and outreach activities. Performance was computed using a transparent coding scheme. Low correlations with institutional endowment and SE center/program performance offer some evidence of discriminant validity of our rankings approach. Performance scores were used to rank-order SE centers and programs. Such an approach to examine SE center/program performance goes beyond the perception-based ranking instruments that popular magazines employ to evaluate subject-specific rankings. We examined data from 28 centers/programs, and in addition to an unweighted approach to rankings, we also computed regression-weighted rankings of these centers/programs. Implications for SE centers/programs, social entrepreneurs, SE scholars, and funders are discussed.

[Christelle Scharff, PhD](#), Professor, Computer Science, Seidenberg School of Computer Science and Information Systems

Teaching Mobile Solution Development in a Global Context: Comparing Solutions Proposed by Students in the Developed and Developing World co-authored with J.M. Pereira, R. Kay, and S. Hang

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Abstract: This paper presents and reflects on the different approaches of teaching mobile solution development at Pace University in the US and in different universities in Senegal in the last three years. The evolution of the objectives, contents, and targeted mobile technologies of the different courses are described based on our lessons learned and the state-of-the-art technologies and practices used in the industry. Students developed mobile solutions aimed at improving life on campus in the US and in Senegal, sometimes collaboratively. These initiatives permitted us to do a cross-cultural exploration of what students saw themselves as needing and how mobile technology can meet these needs given the nature of the specific and local constraints of their institutions, infrastructures, and cultures. This paper summarizes the findings of this exploration and presents recommendations for faculty interested in teaching mobile solution development in a global context.