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## Research & Publications

### Dr Allan O'Connor

### June, 2015

#### Research: Publications, Articles and Reports

##### *Unpublished Thesis*

**O'Connor, A.** 2009 *Enterprise, Education and Economic Development: An exploration of entrepreneurship's economic function in the Australian government's education policy*, dissertation submission for the completion of the Doctor of Philosophy degree at The Australian Graduate School of Entrepreneurship, Swinburne University of Technology, Melbourne, Australia, June 2007.

##### *Refereed Journal Articles*

- ◆ Li, H., Corral de Zubielqui, G. & **O'Connor A.** (in press) 'Entrepreneurial networking capacity of cluster firms: a social network perspective on how shared resources enhance firm performance', *Small Business Economics*, accepted 24th March 2015.
- ◆ Roos, G. & **O'Connor A.** 2015, 'Government Policy Implications of Intellectual Capital: An Australian Manufacturing Case Study', *Journal of Intellectual Capital*, Vol. 16, Iss. 2, pp. 364-389.
- ◆ **O'Connor, A.**, Du, K. & Roos, G. (in press) 'The intellectual capital needs of a transitioning economy: A case study exploration of Australian sectoral changes', *Journal of Intellectual Capital*, accepted 4th Dec, 2014.
- ◆ Corral de Zubielqui, G., Lindsay, N. & **O'Connor, A.**, 2014, 'How product, operations, and marketing sources of ideas influence innovation and firm performance in Australian SMEs', *International Journal of Innovation Management*, Vol. 18, No. 2, Available at DOI: 10.1142/S1363919614500170.
- ◆ Burton, K.N., **O'Connor, A.** & Roos G. 2013, 'An empirical analysis of the IC Navigator approach in practice – A case study of five manufacturing firms', *Knowledge Management Research and Practice*, Vol. 11, pp. 162-174.
- ◆ Foley, D. & **O'Connor, A.** 2013, 'Social Capital and the Networking Practices of Indigenous Entrepreneurs', *Journal of Small Business Management*, Vol. 51, No. 2, pp. 276-296.
- ◆ **O'Connor, A.** 2013, 'A Conceptual Framework for Entrepreneurship Education Policy: Meeting Government and Economic Purposes', *Journal of Business Venturing*, Vol. 28, pp. 546-563.
- ◆ **O'Connor, A.** & Greene F. 2012, 'Is there an association between business and entrepreneurship education and differing entrepreneurial groups in Australia? Evidence from GEM Australia', *Small Enterprise Research*, Vol. 19, Iss. 1, pp. 5-15.
- ◆ Hindle, K., Yencken, J. & **O'Connor, A.** 2011, 'An entrepreneurship policy framework for high-growth firms: navigating between policies for picking winners and market failure', *International Journal of Entrepreneurial Venturing*, Special Edition: Technological Entrepreneurship: Opportunity for High Growth Firms, Vol. 3, No. 4, pp. 324-343.
- ◆ **O'Connor, A.** & Yamin, S. 2011 'Innovation and Entrepreneurship: Managing the Paradox of Purpose in Business Model Innovation', *Int. J. Learning and Intellectual Capital*, Vol. 8, No. 3, pp. 239-255.

- ◆ **O'Connor, A.,** Roos, G. & Vickers-Willis, T. 2007 'Evaluating the innovation capacity of a public sector organization: an Australian case study', *European Journal of Innovation Management*, Vol. 10, No 4, pp. 532-538.
- ◆ **O'Connor, A.,** Cherry, N. & Buckley P. 2007 'Defining entrepreneurship as a 'domain of practice': Implications for theory and research for policy and education', *International Journal of Entrepreneurship and Small Business*, Vol. 4, No. 5, pp. 654-678.
- ◆ **O'Connor, A.** & Ramos, J. 2006 'Empowering Entrepreneurship Through Foresight And Innovation: Developing A Theoretical Framework For Empowerment In Enterprise Programs', *Journal of Developmental Entrepreneurship*, Vol. 11, No. 3, pp. 207-231.

#### *Book Chapters*

- ◆ **O'Connor, A.** & Roos G. (2015) 'Innovation and Entrepreneurship: Building the Systems and Strategies for South Australia', in Roos, G. & O'Connor, A. (eds), *Integrating Innovation: South Australian Entrepreneurship Systems and Strategies*, The University of Adelaide Press: Adelaide, Australia. Available at: <http://www.adelaide.edu.au/press/titles/integrating-innovation/>.
- ◆ Roos G. & **O'Connor, A.** (2015), 'The idea of integrating innovation: entrepreneurship and a systems perspective', in Roos, G. & O'Connor, A. (eds), *Integrating Innovation: South Australian Entrepreneurship Systems and Strategies*, The University of Adelaide Press: Adelaide, Australia. Available at: <http://www.adelaide.edu.au/press/titles/integrating-innovation/>.
- ◆ Li, H. & **O'Connor, A.** (2015), 'Do clusters matter to the entrepreneurial process? Deriving a Conceptual Model from the Case Study of Yalumba', in Roos, G. & O'Connor, A. (eds), *Integrating Innovation: South Australian Entrepreneurship Systems and Strategies*, The University of Adelaide Press: Adelaide, Australia. Available at: <http://www.adelaide.edu.au/press/titles/integrating-innovation/>.
- ◆ Corral De Zubielqui, G, Pi-Shen Seet , P. & **O'Connor, A.** (2015), 'Intellectual Capital System Perspective: A Case Study of Government Intervention in Digital Media Industries', in Roos, G. & O'Connor, A. (eds) , *Integrating Innovation: South Australian Entrepreneurship Systems and Strategies*, The University of Adelaide Press: Adelaide, Australia. Available at: <http://www.adelaide.edu.au/press/titles/integrating-innovation/>.
- ◆ **O'Connor, A.** (in press) 'Questioning the ethics of university entrepreneurship curriculum', in Hoskinson, S. & Kuratko, D. (Eds), 'Advances in the Study of Entrepreneurship, Innovation, and Economic Growth, Vol 25, accepted 2nd Feb, 2015.
- ◆ **O'Connor, A.,** Corral De Zubielqui, G., Li, H. & Dissanayake, M. 2014, 'Supporting Entrepreneurship in High Cost Economies: What Can Governments Do?' in Roos, G. & Kennedy, N. (Eds) *Global Perspectives on Achieving Success in High and Low Cost Operating Environments*, IGI Global, Hershey, USA, pp. 290-392.
- ◆ Balan-Vnuk, E., Dissanyake, M. & **O'Connor A.** 2014, 'Policy analysis for entrepreneurship education in necessity-based contexts: A Sri Lankan case study', in Brewer J., Dwyer, G. & Gibson, S.W.(Eds) *Necessity Entrepreneurs: Micro-enterprise and Economic Development*, Edward Elgar Publishing Company, pp. 160-182.

#### *Refereed Conference Papers*

- ◆ **O'Connor A.** & Reed, G. 2015 'Promoting regional entrepreneurship Ecosystems: The Role of the University Sector in Australia', presented at the ACERE Regional Research Exchange, Adelaide, SA, Australia, February 2015.
- ◆ Li, H., Corral de Zubielqui, G. & **O'Connor A.** 2015 'Modes of Innovation and Links to Entrepreneurial Management in the Australian Wine Industry', presented at the ACERE Regional Research Exchange, Adelaide, SA, Australia, February 2015.

- ◆ Dissanayake, M., **O'Connor A.** & Roos G. 2015 'How does a Government business support program influence business growth? The case of a business model innovation program in Australia', presented at the *ACERE Regional Research Exchange*, Adelaide, SA, Australia, February 2015.
- ◆ Roos, G. & **O'Connor A.** 2014 'The Contribution of Intellectual Capital to Servitization of Manufacturing Firms - An Empirical Study', presented at the *11th International Conference on Intellectual Capital, Knowledge Management & Organisational Learning*, The University of Sydney, Sydney, Australia, 6-7th November, 2014.
- ◆ Li, H. & **O'Connor A.** 2012 'The Dynamic Mechanism of Industrial Clusters for Entrepreneurial Opportunities and Entrepreneurial Behaviour: Deriving a Conceptual Model', presented at the *ACERE Regional Research Exchange*, Fremantle, WA, Australia, February 2012.
- ◆ Gregson, G., Cooper S. & **O'Connor, A.** 2012 'Entrepreneurial development and Capacity Building in a University Pre-Incubation Program', presented at the *ACERE Regional Research Exchange*, Fremantle, WA, Australia, February 2012.
- ◆ **O'Connor A.**, Seet, P-S., Ahmad, N.H. Mukhtar, D. 2011 'Business incubation and entrepreneurial competencies: an exploration of relationships', presented at the *AGSE Regional Research Exchange*, Swinburne University of Technology, Australia, February 2011.
- ◆ Powe, I & **O'Connor, A.** 2010 'Institutional policies for innovation to achieve sustainable development: an analysis of the Australian Wine Industry', presented at the *AGSE Regional Research Exchange*, University of the Sunshine Coast, Australia, February 2010.
- ◆ Xu, T., Lindsay, N. & **O'Connor, A.** 2010 'Toward the development of an "ESE" Scale for Chinese villagers', presented at the *7th AGSE International Entrepreneurship Research Exchange 2010*, Coolumb, University of the Sunshine Coast, February.
- ◆ Xu, T., Lindsay, N. & **O'Connor, A.** 2010 'An extended application of entrepreneurial self-efficacy in a family business Chinese village context' presented at *IFERA 2010 Family Business Forum*, Zhuhai, China, February.
- ◆ **O'Connor, A.**, Burnett, H. & Hancock G. 2009 'Converging Entrepreneurship Education with Business Incubation: An Exploration of the Development Process for Entrepreneurs' presented at the *AGSE Regional Research Exchange*, University of Adelaide, Australia, February 2009.
- ◆ **O'Connor, A.** & Cherry, N. 2009 'An Analysis of Government Policy Communication on Entrepreneurship Education in Australia' presented at the *AGSE Regional Research Exchange*, Adelaide, Australia, February 2009. **Awarded Runner-up for Best Paper for Qualitative Research Methods.**
- ◆ Ballan, P., Lindsay N. & **O'Connor, A.** 2009 'Innovation Capability: Contrasting a Service Industry with the Manufacturing Sector' presented at the *AGSE Regional Research Exchange*, Adelaide, Australia, February 2009.
- ◆ **O'Connor A.** & Ramos, J., Hayward, P. 2008 'Foresight, Social Innovation and Entrepreneurship: Some Issues for Education', *The History and Future of Social Innovation Conference*, University of South Australia, Adelaide, Australia, June 2008.
- ◆ Cherry, N., Buckley P. & **O'Connor, A.** 2008 'Entrepreneurship education: the value of bricolage and reflexivity' presented at the *AGSE Regional Research Exchange*, Melbourne, Australia, February 2008.
- ◆ **O'Connor, A.** & Greene, F. 2007 'Does Entrepreneurship Education Support Australian Enterprise?' – presented at the Small Enterprise Conference, Auckland, New Zealand, Sept. 2007.
- ◆ Hayward, P., Ramos, J. & **O'Connor A.** 2007 'Towards Human and Social Innovation: Not Wanting to Know in Order to Create', *AGSE Regional Research Exchange*, Brisbane, Australia.
- ◆ **O'Connor, A.** & Roos, G. 2006 'Developing a Conceptual Schematic to Evaluate Organizational Innovative Capacity' International R&D Management Conference 2006, Creativity, Innovation and Entrepreneurship in R&D Management, Taipei & Hsinchu, Taiwan.
- ◆ **O'Connor, A.**, Mawson F. & Langworthy, A. 2006 'Embedding Entrepreneurship in a Regional Milieu through Youth Enterprise Programs', *29<sup>th</sup> Institute for Small Business &*

*Entrepreneurship Conference, International Entrepreneurship*, Cardiff, Wales, UK.

- ◆ **O'Connor, A.** & Campbell, A. 2006 'Exploring the effects of failure and learning on non-linear thinking' *51<sup>st</sup> International Council for Small Business World Conference, Unique Solutions for Unique Environments*, Melbourne, Australia
- ◆ Yencken, J., **O'Connor, A.** & Hindle K. 2006 Encouraging high expectation entrepreneurship: the implications of Australian policy practices, *51<sup>st</sup> International Council for Small Business World Conference, Unique Solutions for Unique Environments*, Melbourne, Australia
- ◆ Langworthy, A., Mawson, F. & **O'Connor, A.** 2006 'Are We Fostering The Skills of our Future Entrepreneurs? A Study of Young People in Education in the Outer East of Melbourne' *51<sup>st</sup> International Council for Small Business World Conference, Unique Solutions for Unique Environments*, Melbourne, Australia
- ◆ **O'Connor, A.**, Cherry, N. & Buckley P. 2006 'Defining entrepreneurship as a 'domain of practice': Implications for theory and research for policy and education' *AGSE Regional Research Exchange*, Auckland, New Zealand. **Awarded Best Paper in Entrepreneurial Education**
- ◆ Ramos, J. & **O'Connor, A.**, 2004 'From social foresight to social entrepreneurship: pathways to sustainability' presented at *AGSE-Babson Research Exchange*, Melbourne, Australia.
- ◆ Yamin, S. & **O'Connor, A.**, 2002 'Discovering the Nexus between Entrepreneurship and Innovation - A Grounded Theory Approach', presented at the *Quality Innovation Knowledge Conference*, Kuala Lumpur, Malaysia.

#### *Non-Refereed Conference Papers/Abstracts Presented*

- ◆ **O'Connor A.** & Reed, G. 2014 'Innovating for Entrepreneurship in a Regional Milieu/Ecosystem: The Role of the University Sector', presented at the *Trans-Atlantic Policy Consortium*, Bloomington - June 23-24, 2014.
- ◆ **O'Connor A.** & Du, K. 2014 'The slow leakage of value from transitioning economies: An alternate case for innovation & entrepreneurship', presented at the '*China Free Trade (Port) Zone and the Liberalization of Services Industry International Forum*', Tianjin University of Commerce, May 23-24, 2014.
- ◆ Sim, T.S. & **O'Connor A.** 2014 'An Exploratory Study of Polytechnic-Small-Medium-Enterprise (Poly-SME) Technology Transfer (TT) Processes', presented at the *ACERE Regional Research Exchange*, Sydney, NSW, Australia, February 2014.
- ◆ Dissanayake, M. & **O'Connor A.**, 2013 'How do capabilities of the entrepreneurs vary across the different stages of the firm? Evidence from the literature', presented at the *ACERE Regional Research Exchange*, Brisbane, Qld, Australia, February 2013.
- ◆ **O'Connor, A.** & Ramos, J., 2005 'Foresight, Innovation and Enterprise: Learning Tools for Empowerment' *AGSE Regional Research Exchange*, Melbourne, Australia.
- ◆ Buckley, P., Lasky, B. & **O'Connor, A.**, 2004 'Transitions In The Australian Economy And Demography – Implications For A Formal Entrepreneurship Education Program' *efmd 34th EISB Conference, New Economy Comes of Age - Implications for Ageing Entrepreneurs, Enterprises and Economies*, Turku, Finland.
- ◆ **O'Connor, A.** & McKaskill, T., 2004 'Training Industrial Research Students in Opportunity Recognition Skills: Does it affect entrepreneurial intention?' *AGSE-Babson Research Exchange*, Melbourne, Australia.
- ◆ Yamin, S. & **O'Connor, A.**, 2004, 'The dichotomous effects of innovation and entrepreneurial cultures on scale and scope dimensions of organisational growth: a conceptual framework', *25th McMaster World Congress*, Hamilton, Canada.
- ◆ Yamin, S. & **O'Connor, A.**, 2002, 'Value-Preneuring: A New Insight Into Entrepreneurial Endeavours', *efmd 32nd EISB Conference, New Frontiers Between Small & Large Firms*, Sophia Antipolis, France.
- ◆ **O'Connor A.**, 1996, 'Innovation, Profitability & the HVAC Industry', presented at the Australian Institute of Airconditioning and Heating Conference, Adelaide, Australia.

### *Research Reports*

- ◆ **O'Connor, A.**, Corral de Zubielqui, G. Li, H. & Dissanayake, M. 2013 Entrepreneurial Characteristics Filters and Determinants Report. Preparation and delivery for Department of Manufacturing, Innovation, Trade, Resources and Energy, South Australian Government.
- ◆ Langworthy, A., Mawson, F., & **O'Connor, A.** (2007). Are we fostering enterprising young people? Student aspirations in Outer Eastern Melbourne. Lilydale: Centre for Regional Development, Swinburne University of Technology.
- ◆ Hindle, K. & **O'Connor, A.** 2006 'Entrepreneurial Participation in Australia in 2005: A Summary of Salient Data from the 2005 GEM Australia National Adult Population Survey', Australian Graduate School of Entrepreneurship Research Report Series, Vol. 3, No. 1. Melbourne: Swinburne University of Technology.
- ◆ **O'Connor, A.** & Hindle, K. 2006 'Entrepreneurial Motivation in Australia in 2005: A Summary of Salient Data from the 2005 GEM Australia National Adult Population Survey', Australian Graduate School of Entrepreneurship Research Report Series, Vol. 3, No. 2. Melbourne: Swinburne University of Technology.
- ◆ **O'Connor, A.** & Hindle, K. 2006 'Entrepreneurial Innovation in Australia in 2005: A Summary of Salient Data from the 2005 GEM Australia National Adult Population Survey', Australian Graduate School of Entrepreneurship Research Report Series, Vol. 3, No. 3. Melbourne: Swinburne University of Technology.
- ◆ Hindle, K. & **O'Connor, A.** 2006 'Entrepreneurial Growth in Australia in 2005: A Summary of Salient Data from the 2005 GEM Australia National Adult Population Survey', Australian Graduate School of Entrepreneurship Research Report Series, Vol. 3, No. 4. Melbourne: Swinburne University of Technology.
- ◆ **O'Connor, A.** & Hindle, K. 2006 'Entrepreneurial Finance in Australia in 2005: A Summary of Salient Data from the 2005 GEM Australia National Adult Population Survey', Australian Graduate School of Entrepreneurship Research Report Series, Vol. 3, No. 5. Melbourne: Swinburne University of Technology.
- ◆ Hindle, K. & **O'Connor, A.** 2006 'Entrepreneurial Capacity in Australia in 2005: A Summary of Salient Data from the 2005 GEM Australia National Adult Population Survey', Australian Graduate School of Entrepreneurship Research Report Series, Vol. 3, No. 6. Melbourne: Swinburne University of Technology.
- ◆ **O'Connor, A.** 2006 'Entrepreneurship participation policy: activating an untapped source of spin-off ventures', Australian Graduate School of Entrepreneurship Research Report Series, Vol. 3, No. 9. Melbourne: Swinburne University of Technology.
- ◆ **O'Connor, A.** 2006 'Comparing the innovative propensity of Australian private business owners with other GEM high-income nations', Australian Graduate School of Entrepreneurship Research Report Series, Vol. 3, No. 11. Melbourne: Swinburne University of Technology.
- ◆ Hindle, K. & **O'Connor, A.** 2005 'Westpac GEM Australia: a Study of Australian Entrepreneurship in 2004', Australian Graduate School of Entrepreneurship Research Series, Vol 2, No. 1, Swinburne University of Technology, Melbourne, Australia.

### *Non-refereed Articles*

- ◆ **O'Connor, A.** 2001 'Valuation of Technology Businesses', Proceedings Chapter, Commercialise 2001, The Victorian State Government Department of Innovation Industry & Regional Development, The Science, Technology and Innovation Division, Marysville, Australia, October.
- ◆ **O'Connor, A.** 2002, 'Innovation and the Corporate Sector', Proceedings Chapter, Commercialise 2002, The Victorian State Government Department of Innovation Industry & Regional Development, The Science, Technology and Innovation Division, Werribee, Australia, October.