

## MARIA FIGUEROA-ARMIJOS

Kogod School of Business

American University

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### ACADEMIC APPOINTMENTS

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American University – Kogod School of Business

Professorial Lecturer of Management, 2015-present

Academic Director of Sustainability Management Program, 2017-present

Lehigh University – College of Business and Economics

Professor of Practice of Economics, 2013-2015

### EDUCATION

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Ph.D. University of Missouri-Columbia, 2013  
Public Policy, focus on Entrepreneurship and Regional Economic Development  
Dissertation: *Three essays on entrepreneurship and alternative economic development policies*

M.Sc. University of Missouri-Columbia, 2009  
Applied Economics  
Minor: International Development  
Thesis: *Adapting to Climate Change in the Bolivian Highlands*

B.Sc. (Honors) EARTH University, Costa Rica, 2004  
Sustainable Development  
Thesis: *Description and analysis of the transformation of the horticulture supply system in the supermarket sector of Costa Rica*  
Entrepreneurial project: *ENFICORO, Farm to Table sustainably and locally raised pork*

### RESEARCH INTERESTS

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Entrepreneurship and Regional Economic Development

Entrepreneurship Policy

Regional Innovation

Entrepreneurial Finance and Crowdfunding

Corporate Social Responsibility

## PEER-REVIEWED PUBLICATIONS

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**Figueroa-Armijos, M., & Valdivia, C.** (2017). Sustainable innovation to cope with climate change and market variability in the Bolivian Highlands. *Innovation and Development*, 7(1), 17-35. DOI: <http://dx.doi.org/10.1080/2157930X.2017.1281210>

**Figueroa-Armijos, M., & Johnson, T.G.** (2016). Entrepreneurship policy and economic growth, solution or delusion? Evidence from a state initiative. *Small Business Economics*, 47(4), 1033-1047. DOI: <http://link.springer.com/article/10.1007/s11187-016-9750-9>

**Figueroa-Armijos, M., & Johnson, T.G.** (2013). Entrepreneurship in rural America across typologies, gender and motivation. *Journal of Developmental Entrepreneurship*, 18(2). DOI: <http://dx.doi.org/10.1142/S1084946713500143>

**Figueroa-Armijos, M., Dabson, D., & Johnson, T.G.** (2012). Rural entrepreneurship in a time of recession. *Entrepreneurship Research Journal*, 2(1). DOI: [10.2202/2157-5665.1044](https://doi.org/10.2202/2157-5665.1044)

Attracted regional media attention (interviews): KOMU-TV News 08/09/2012, KBIA 91.3 FM radio 08/01/2012, KCUR 89.3 FM radio 08/14/2012, and Columbia Daily Tribune newspaper 08/04/2012. Also cited in other popular media and blogs.

**Figueroa-Armijos, M., Alvarado, I., & French, J.** (2005). Description and analysis of the transformation of the horticulture supply system in the supermarket sector of Costa Rica," *Tierra Tropical: Sostenibilidad, Ambiente y Sociedad*, 1(1).

## BOOK CHAPTERS

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**Figueroa-Armijos, M., & Valdivia, C.** (2012). Market access and resilience in the Bolivian Highlands (In Spanish). In Elizabeth Jimenez (Ed.), *Adaptation and Climate Change in the Bolivian Highlands*. La Paz, Bolivia: CIDES-UMSA.

## BOOK REVIEWS

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**Figueroa-Armijos, M.** (2017). Book Review: Women's entrepreneurship in global and local contexts (edited by Diaz-Garcia, C., Brush, C.G., Gatewood, E.J., & Welter, F.). *Growth and Change*, forthcoming.

## MANUSCRIPTS UNDER REVISION AND REVIEW

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*Note: Full manuscript titles redacted to protect blind peer-review.*

da Motta Veiga, S.P. & **Figueroa-Armijos, M.** Career choice and entrepreneurship. Under review, *Journal of Vocational Behavior*.

**Figueroa-Armijos, M., & Berns, J.P.** Social responsibility in crowdfunding. Under review, *Journal of Business Venturing*.

Berns, J.P., **Figueroa-Armijos, M.**, da Motta Veiga, S.P., & Dunne, T. Dynamics of prosocial crowdfunding. Under review, *Small Business Economics*.

**Figuroa-Armijos, M.** Territorial innovation. Revise and Resubmit, *Regional Studies*.

**Figuroa-Armijos, M.,** & Valdivia, C. Latino entrepreneurship. Revise and Resubmit, *Population, Space and Place*.

**Figuroa-Armijos, M.,** & Berns, J.P. Entrepreneurial finance. Revise and Resubmit, *Journal of Business Venturing*.

## WORKING MANUSCRIPTS

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"What drives environmental entrepreneurship? The role of informal institutions in the sustainable regional economy," Target: *Journal of Business Venturing*.

"The sharing economy and business performance," Target: *Academy of Management Journal*.

## WORK IN PROGRESS

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Recession and millennials.

The transgenerational entrepreneurship effect.

Recruitment and entrepreneurship.

Draining entrepreneurs: How national institutional frameworks deter entrepreneurial success.

## RESEARCH REPORTS

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**Figuroa-Armijos, M.,** Johnson, T.G., & Stallmann, J.I. (2012, Feb 28). International Comparative Rural Policy Studies (ICRPS) Summer Institute 2004-2011 Participants Survey Report. Rural Policy Research Institute (RUPRI), University of Missouri.

Johnson, T.G., Dabson, B., Miller, K., **Figuroa-Armijos, M.,** Kelrick, P., & Gautam, S. (2011, Jan 25). Transportation, Economic Development and Quality of Life in Rural America. Project report, University of Missouri.

Robinson, D., Johnson, T.G., Mendoza, J., **Figuroa-Armijos, M.,** & Vila-Brunet, N. (2010, February 5). Applying recognized economic measures to Department of Homeland Security Critical/Key Infrastructure Sectors. Project Report, University of Missouri.

## POLICY BRIEFS

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**Figuroa-Armijos, M.,** Dabson, B., & Johnson, T.G. (2013, Jan). Rural entrepreneurship in a time of recession. Institute of Public Policy, University of Missouri.

Dabson, B., Johnson, T.G., Wesemann, A., **Maria Figuroa-Armijos, M.,** & Stallmann, J.I. Assessing the impact of Missouri's Tax Credits. (2013, January). Submission to the Missouri Tax Credit Review Commission, Institute of Public Policy, University of Missouri.

## REFEREED CONFERENCE PRESENTATIONS

- Figuroa-Armijos, M.** (2017). Entrepreneurship policy and territorial innovation: An examination of the manufacturing and knowledge intensive sectors in the United States," Annual Meeting of the *North American Regional Science Council (NARSC)* and the *Regional Science Association International*, Vancouver, BC.
- Figuroa-Armijos, M., & Berns, J.P.** (2017). The Role of Gender, Rurality, and Teams in Prosocial Crowdfunding," Annual Meeting of the *North American Regional Science Council (NARSC)* and the *Regional Science Association International*, Vancouver, BC.
- Berns, J.P., **Figuroa-Armijos, M.**, da Motta Veiga, S.P., & Dunne, T. (2016). Crowdfunding from the heart? Unraveling the drivers and outcomes of globally crowdfunded entrepreneurship. Annual Meeting of the *North American Regional Science Council (NARSC)* and *Regional Science Association International (RSAI)*, Minneapolis, MN.
- Figuroa-Armijos, M.** (2015). What drives environmental entrepreneurship? The role of informal institutions in the sustainable regional economy," Annual Meeting of the *North American Regional Science Council (NARSC)* and *Regional Science Association International (RSAI)*, Portland, OR.
- Figuroa-Armijos, M.**, Johnson, T.G., & Berns, J.P. (2015). Institutions and the Financing of Entrepreneurial Ventures: The Role of Entrepreneurship Policy and Public Start-Up Capital," *Academy of Management Conference*, Vancouver, BC, Canada.
- Berns, J.P., Dunne, T., **Figuroa-Armijos, M.**, & da Motta Veiga, S.P. (2015). Funding from the head or the heart: An examination of entrepreneurial crowdfunding lending. *Academy of Management Conference*, Vancouver, BC, Canada.
- Figuroa-Armijos, M.** (2014). Sustaining regional innovation: Start-up and expansion capital in family businesses. *Southern Regional Science Association (SRSA)* Conference, San Antonio, TX.
- Figuroa-Armijos, M.**, & Johnson, T.G. (2013). The additionality of public start-up capital on U.S. entrepreneurial performance," Annual Meeting of the *North American Regional Science Council (NARSC)* and *Regional Science Association International (RSAI)*, Atlanta, GA.
- Figuroa-Armijos, M.**, Valdivia, C.B., & Higgins, K. (2013). Latino entrepreneurship in three new settlement communities in the Midwest: A comparative study. *Southern Regional Science Association (SRSA)* Conference, Washington DC, April 2013 and Cambio de Colores Conference, St Louis, MO.
- Figuroa-Armijos, M.**, & Johnson, T.G. (2012). Optimizing public spending in an age of scarcity: Tax credit policy and economic development in Missouri. *Association for Public Policy Analysis and Management (APPAM)* Conference, Baltimore, MD.
- Maria Figuroa-Armijos.** (2012). Toward a sustainable economy: A system dynamics model of entrepreneurship and regional wealth. *Academy of Management Conference*, Boston, MA.

- Figuroa-Armijos, M.** (2012). The effect of US renewable energy policy on regional entrepreneurial outcomes and economic growth. *International Symposium on Society and Resource Management*, Edmonton, AB, Canada.
- Figuroa-Armijos, M., Dabson, B., & Johnson, T.G.** (2011). Rural entrepreneurship in a time of recession. Annual Meeting of the *North American Regional Science Council (NARSC) and Regional Science Association International (RSAI)*, Miami, FL.
- Figuroa-Armijos, M., Johnson, T.G., & Dabson, B.** (2011). Entrepreneurship policy and tax credits: Does it matter for Kansas counties. *Rural Wealth Creation and Livelihoods Conference*, Washington, DC.
- Figuroa-Armijos, M., & Johnson, T.G.** (2011). Women entrepreneurship in rural America: Necessity and opportunity from a three-rural typology comparison. *7<sup>th</sup> Mason Entrepreneurship Research Conference (MERC)*, Washington, DC.
- Figuroa-Armijos, M.** (2011). Necessity and opportunity entrepreneurship in America: A study on gender, rurality, and unemployment. *50<sup>th</sup> Southern Regional Science Association (SRSA) Conference*, New Orleans, LA.
- Figuroa-Armijos, M., Johnson, T.G., & Dabson, B.** (2010). The effect of entrepreneurship policy on economic growth: Network Kansas. Annual Meeting of the *North American Regional Science Council (NARSC) and Regional Science Association International (RSAI)*, Denver, CO.
- Figuroa-Armijos, M., & Valdivia, C.B.** (2008). Strategies to develop market access that contribute to resilience in the Bolivian Highlands, Case study: PMCA and BAP for Chuño and Tunta. *American Agricultural Economics Association (AAEA) Annual Meeting*, Orlando, FL.
- Alvarado, I., & **Figuroa-Armijos, M.** (2004). Education and its effect in the development of the entrepreneurial profile in youth from agricultural sectors: Case study," *VII International Entrepreneurship Conference*, Entrepreneurship Center, Escuela Superior de Economía y Negocios (ESEN), El Salvador.

## INVITED PRESENTATIONS

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The Baugh-Ratio Colloquium for Young Social Scientists: Policy for Innovative Entrepreneurship, Sweden, August 2017  
University College Dublin, Ireland 2017  
USDA Economic Research Service, USA 2016  
ULB - Solvay Brussels School of Economics and Management, Belgium 2016  
KU Leuven - Research Center for Globalization, Innovation, and Competition, Belgium 2016  
School of Business, George Mason University, USA 2015  
Sawyer School of Business, Suffolk University, USA 2013  
School of Public Affairs, City University of New York Baruch College, USA 2013

## POSTERS

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Stallmann, J.I., **Figuroa-Armijos, M.**, Johnson, T.G., & Steel, B.S. (2012). International Comparative Rural Policy Studies. *North American Colleges and Teachers of Agriculture/National Institute of Food and Agriculture (NIFA) Division of Community and Education (DOCE) Joint Meeting*, River Falls, WI.

**Figuroa-Armijos, M.**, & Valdivia, C.B. (2012). Adapting to climate and market variability: The case of native potatoes in Bolivia, “*Adapting to Climate Change: Gaining the Advantage*” Conference, University of Missouri, Columbia, MO.

**Figuroa-Armijos, M.**, & Valdivia, C.B. (2008). Strategies to develop market access that contribute to resilience in the Bolivian Highlands, Case study: PMCA and BAP for Chuño and Tunta. *Sustainable Agriculture and Natural Resources Management-Collaborative Research Support Program (SANREM-CRSP) Annual Meeting*, Philippines.

## ACADEMIC RECOGNITIONS & AWARDS

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- ADVANCE NSF Small Grant for Interdisciplinary Collaboration and Leadership, 2014
- Eugene Mercy, Jr. President’s Fund for Faculty Development, Lehigh University, 2013
- Doctoral Consortium, USASBE, San Francisco, CA, 2013
- Entrepreneurship Doctoral Consortium, Academy of Management, Boston, MA, 2012
- Fellow, Preparing Future Faculty, Graduate School, University of Missouri, 2012
- Dr. John D. Bies International Travel Scholarship, MU Graduate School, 2012
- Ecuador’s Representative, Third Hemispheric Forum for Young Leaders in Agricultural Entrepreneurship, Inter-American Institute for Cooperation on Agriculture (IICA) and University of Nebraska-Lincoln, 2010
- Full Scholarship. Endowment Peter Gilmore & EARTH University Endowment, 2001-04
- Award for Outstanding Professional Performance. EARTH University, Costa Rica, 2002
- Representative to “Central America towards Río + 10: Promoting Central American civil society participation in the World Summit for Sustainable Development, Johannesburg 2000” Workshop, Central American Association for the Indigenous and Rural Coordination of Agriculture and Forestry (ACICAFOC), Costa Rica, 2002

## TEACHING EXPERIENCE

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Université libre de Bruxelles, Solvay Brussels School of Economics and Management, Belgium  
GEST S454: Business and Economics Ethics (MSc Management Science)

- Spring 2017 (160 students), Teaching effectiveness /7

American University, Kogod School of Business

MGMT 201: Global Corporate Citizenship

- Fall 2016 (33 students), Teaching effectiveness 6.55/7
- Spring 2016 (34 students), Teaching effectiveness 6.5 /7
- Fall 2015 (35 students, two sections), Teaching effectiveness 6.5/7

American University, School of International Service

SISG 764: International Economics (MA International Relations)

- Summer 2016, Spring 2016

The Catholic University of America, Busch School of Business and Economics

ECO 102: Microeconomics

- Fall 2016 (19 students), Teaching effectiveness 6.9/7
- Spring 2016 (4 students), Teaching effectiveness 7/7
- Fall 2015 (6 students), Teaching effectiveness 7/7

ECO 101: Macroeconomics

- Fall 2016 (35 students), Teaching effectiveness 6.7/7
- Spring 2016 (29 students), Teaching effectiveness 6.8/7
- Fall 2015 (3 students), Teaching effectiveness 6.7/7

Lehigh University, College of Business and Economics

ECO 311: Environmental Economics

- Spring 2015 (28 students), Teaching effectiveness 4.7/5
- Spring 2014 (28 students), Teaching effectiveness 4.1/5

ECO 1: Principles of Economics

- Spring 2015 (198 students, taught in auditorium), Teaching effectiveness 4.5/5
- Fall 2014 (217 students, 2 sections), Teaching effectiveness 4.6/5
- Spring 2014 (202 students, taught in auditorium), Teaching effectiveness 4.3/5
- Fall 2013 (82 students, taught in auditorium), Teaching effectiveness 4.5/5

**UNIVERSITY SERVICE**

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Lehigh:

Panelist, Climate Engineering Symposium

Panelist, "Our Dynamic Planet" with Dr. Kathy Sullivan, NOAA Under-Secretary of Commerce for Oceans and Atmosphere and former NASA astronaut

Panelist, Community Climate Dialogue, Lehigh Valley Alliance for Sustainable Communities

Panelist, Geoengineering Solutions to Climate Change

Committee Member CBE, Williams Essay Contest

MU and EARTH:

Graduate Professional Council, University of Missouri 2008-09

Engineers without Borders, University of Missouri 2008-09

Student Council, EARTH University 2003-04

**SERVICE TO THE FIELD**


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Ad Hoc reviewer	<i>Small Business Economics, Economic Development Quarterly, Sustainability, Entrepreneurship Research Journal</i>
Ad Hoc reviewer	2012 International Family Business Research Academy Annual Conference
Volunteer reviewer	2012-2017 Academy of Management (AOM) Conference, ENT Division
Session Chair	2016 APPAM Regional Student Conference; 2015 AoM; 2013-2014 SRSA Conference; 2013 NARSC; 2012 ISSRM
Discussant	2015 AOM Conference, ENT Division; 2010-2017 NARSC

**PROFESSIONAL DEVELOPMENT** (not mentioned elsewhere)

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- Entrepreneurship Early-Career Development Consortium, Academy of Management, Vancouver, BC, August 2015
  - European Union Policies and Institutions one-week Seminar, Brussels, Belgium, 2011
  - International Comparative Rural Policy Studies (ICRPS) two-week Summer Institute, University of the Highlands and Islands, Inverness, Scotland, 2009
  - World Agricultural Forum, St Louis, MO, 2009
  - 20<sup>th</sup> Gateway Entrepreneurship Research Conference, John Cook School of Business, St. Louis University, St. Louis, MO, 2009
  - Entrepreneurship: Where theory and practice meet Conference, McQuinn Center for Entrepreneurship, St Louis, MO, 2008
  - International Comparative Rural Policy Studies (ICRPS) two-week Summer Institute, University of Missouri, Columbia, MO, 2008
  - Washington International Renewable Energy Conference (WIREC), Washington DC, 2008

**OTHER ACADEMIC EXPERIENCE**


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University of Missouri	2009-2013
Graduate Research Assistant, Community Policy Analysis Center	
USDA-Rural Development Division Missouri project	2008-2009
Research Assistant	
SANREM CRSP, USAID project	2006-2009
Graduate Research Assistant	
Technical University of Machala, Ecuador	2005-2006
Assistant Professor, Agricultural Economics	
EARTH University, Costa Rica	2002-2004
Research Assistant, Entrepreneurial Projects Program	

**PROFESSIONAL EXPERIENCE**


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Lehigh University, Office of the Provost	2013-2015
Director, Office of Fellowship Advising	
Municipality of Machala, Ecuador	2005-2006
Chief, Solid Waste Mgmt Division (300+employees)	



July, 2017

Kalsec Inc., Kalamazoo, MI  
Intern for Latin American Business

2003

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## **PROFESSIONAL AFFILIATIONS**

Member, Academy of Management (AOM), Entrepreneurship Division (ENT)  
Member, North American Regional Science Council (NARSC) & Regional Science Association  
International (RSAI)  
Founding Scholar, Entrepreneurship Research Society (ERS)

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## **LANGUAGES**

English (Fluent), Spanish (Native), Portuguese (Beginner)

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## **REFERENCES**

Available upon request.