

SINA KHOSHOKHAN

sina@colorado.edu | (303)492-2289

Leeds School of Business, University of Colorado Boulder
995 Regent Dr, Room 468F, Boulder, CO 80309

ACADEMIC POSITION

University of Colorado at Boulder, Leeds School of Business

Assistant Professor of Strategy & Entrepreneurship, August 2020 – present

Off tenure clock 2022

Boston University, Combating Antibiotic Resistant Bacteria Accelerator (CARB-X)

With joint affiliations at Boston University's Questrom School of Business and School of Law

Post-doctoral researcher, June 2019 – August 2020

EDUCATION

Boston University, Questrom School of Business

Ph.D. in Strategy & Innovation, 2019

Dissertation Title: Three Essays on Proprietary Rights and Innovation: Evidence from the Invalidated Gene Patents

Committee: Rosemarie Ziedonis (Questrom), Jeffrey Furman (Questrom), Iain Cockburn (Questrom), Samina Karim (D'Amore-McKim School, Northeastern University)

Sharif University of Technology, Graduate School of Management and Economics

M.S. in Management Science, 2012

University of Tehran, School of Engineering

B.S. in Mechanical Engineering, 2010

AWARDS, RESEARCH GRANTS, AND HONORS

- Academy of Management's Distinguished Paper Award in the "Knowledge, Learning, and Innovation Strategy" Track, STR Division, 2024
- Academy of Management's Outstanding Reviewer Award, STR Division, 2023
- Finalist for the Strategic Management Society Strategic Human Capital IG's Best Paper Award, 2022
- Nominee for the Strategic Management Society's Best Paper Award, 2022
- Nominee for the Strategic Management Society's Best Research Methods Award, 2022
- Finalist for the Academy of Management TIM Division's Best Dissertation Award, 2021
- Finalist for Industry Studies Association's Best Dissertation Award, 2020
- Ewing Marion Kauffman Foundation Dissertation Fellowship, 2018 (\$20,000)
- Academy of Management Robert Litschert Award for Best Student Paper, STR Division, 2018
- Strategy Research Foundation (SRF) Dissertation Research Grant, 2016 (\$10,000)
- Award for Outstanding Teaching by a Doctoral Student, Questrom School of Business, 2016 (based on student evaluation)
- Boston University Ph.D. in Management Fellowship, 2013-2018

RESEARCH

- When the Walls Come Down: Upstream Gene-Based Intellectual Property and Downstream Commercialization of New Diagnostic Tests (*Solo-authored; 2nd round of Revise & Resubmit at Management Science*)
- **Khoshsokhan, S.** (2024). The Costs They Are a-Rising: Commercialization Costs and the Innovation Process in Drug Development. *Academy of Management Proceedings* (Vol. 2024, No. 1, p. 18055). Valhalla, NY 10595: Academy of Management.

Work in Progress

- Mobility Constraints, Interfirm Collaboration, and the Dual Role of Knowledge Centrality (*with Thiago Soares and Jeffrey Reuer, In Preparation for Submission to the Strategic Management Journal*)
- Intellectual Property Rights, Market Thickness, and the Rate of Technology Licensing: Evidence from Drug Commercialization Deals (*In Preparation for Submission to the Strategic Management Journal*)
- Forty Years of Research on Intellectual Property and Innovation: Dominant Themes and New Horizons (*with Rosemarie Ziedonis*)

- Do Scientists Get a Free Pass? Gene Patents and Scientific Research in Biology
- Serendipity in Drug Development (*Data collection; with Janet Bercovitz*)
- An Exploration of the Patent Examiners' Tendency to Add Citations (*Data collection; with Tony Tong*)
- Failing Fast: FDA Project Termination Speed and Firm Innovativeness (*Data collection; with Ashton Hawk*)
- Novelty in Response to Similarities among Competing Products (*Data collection; with Samina Karim and Aseem Kaul*)

INVITED ACADEMIC PRESENTATIONS

- **S. Khoshshokhan**, “*Fuel of Interest or Shackle of Restriction: The Dual Role of Intellectual Property Rights in Shaping Scientific Research*”, The Annual Meeting of the Academy of Management, Chicago, Illinois, US, August 2024
- **S. Khoshshokhan**, “*The Costs They Are a-Rising: Commercialization Costs and the Innovation Process in Drug Development*”,
 - **The Annual Meeting of the Academy of Management**, Chicago, Illinois, US, August 2024
 - **Oxford Residence Week for Entrepreneurship Scholars**, Oxford, UK, June 2024
 - **Taiwan Symposium on Innovation Economics and Entrepreneurship**, Taipei, Taiwan, May 2024
 - **Max Planck Innovation & Entrepreneurship Seminar**, Munich, Germany, July 2024
 - **University of Utah Winter Strategy Conference**, Park City, Utah, US, February 2024
 - **Bocconi Assembly for Innovation and Cooperation**, Milan, Italy, December 2023
 - **Leeds School of Business Summer Faculty Brown Bag Series**, Boulder, Colorado, US, July 2023
- **S. Khoshshokhan**, “*Entrepreneurial Action in Addressing Grand Challenges: Evidence from Antimicrobial Resistance*”, **Lake Tahoe Conference**, Tahoe City, California, US, June 2023
- **S. Khoshshokhan**, “*Serendipity in Drug Developments*”, **Boston University’s Technology and Policy Research Initiative**, Boston, Massachusetts, US, April 2023
- **Inspire Institute of Education and Research**, Sao Paulo, Brazil, November 2022
- T. Soares, **S. Khoshshokhan**, “*Mobility Constraints, Interfirm Collaboration, and the Dual Role of Knowledge Centrality*”, **The Strategic Management Society**, London, UK, September 2022
- **S. Khoshshokhan**, “*Proprietary Rights and the Market for Technology: Evidence from Invalidated Gene Patents*”, **The Annual Meeting of the Academy of Management**, Boston, Massachusetts, US, August 2019, and
 - **Strategy Science Conference**, Salt Lake City, Utah, US, May 2019
 - **Druid Conference**, Copenhagen, Denmark, June 2019 (accepted for presentation)

- **SMS Annual Conference**, Minneapolis, Minnesota, US, October 2019
 - **Bates White Symposium**, Washington DC, US, May 2021
- R. Ziedonis, **S. Khoshsokhan**, *“Forty Years of Research on Intellectual Property and Innovation: Dominant Themes and New Horizons”*
 - **Keynote speech**, 3rd Research on Innovation, Science and Entrepreneurship Workshop (RISE3), Max Planck Institute for Innovation and Competition, Munich, Germany (Online Presentation), December 2020
 - **The Annual Meeting of the Academy of Management**, Held online, August 2021
- **S. Khoshsokhan**, *“Thoughts on the Academic Job Market: The Waiting Time”*, **The Annual Meeting of the Academy of Management**, Held online, August 2021
- **S. Khoshsokhan**, *“Do Patents Shape The Competitive Landscape?: Evidence From A Natural Experiment”*, **SMS Annual Conference**, Paris, France, September 2018 (accepted for presentation)
- **S. Khoshsokhan**, *“Proprietary Rights and Market Entry: Evidence from Invalidated Gene Patents”*, **Strategy Science Conference**, Philadelphia, Pennsylvania, US, June 2018, and
 - **CCC Innovation Brown Bag Series**, Online Presentation, January 2021
 - **NBER Productivity Lunch**, Cambridge, Massachusetts, US, November 2019,
 - **EPIP Conference**, Zurich, Switzerland, September 2019,
 - **Druid Conference**, Copenhagen, Denmark, June 2018 (accepted for presentation), and
 - **The Annual Meeting of the Academy of Management**, Chicago, Illinois, US, August 2018
- **S. Khoshsokhan**, *“Fuel of Interest? The Impact of Intellectual Property Rights on Innovation”*, **The Annual Meeting of the Academy of Management**, Atlanta, Georgia, US, August 2017
- **S. Khoshsokhan**, *“The Impact of Intellectual Property Rights on Cumulative Innovation: Evidence from Biotechnology Industry”*, **Consortium on Competitiveness and Cooperation (CCC)**, Philadelphia, Pennsylvania, US, March 2017
- **S. Khoshsokhan**, *“The Impact of Intellectual Property Rights on Cumulative Innovation: Evidence from Biotechnology Industry”*, **Druid Ph.D. Academy**, Odense, Denmark, January 2017

TEACHING EXPERIENCE

- Entrepreneurial Environments (ESBM-3700), Leeds School of Business, University of Colorado Boulder
 - Fall 2024 — 3 sections
 - Fall 2023 — 3 sections
 - Fall 2022 — 3 sections
- Strategic and Entrepreneurial Thinking (BCOR-2304), Leeds School of Business, University of Colorado Boulder
 - Spring 2022 — 6 sections
 - Spring 2021 — 6 sections

- Strategy, Innovation and Global Competition (SI422), Questrom School of Business, Boston University
 - Summer 2016 — 1 section
- **Teaching Assistant**
 - Technology Strategy (SI845), Questrom School of Business, Boston University, Fall 2017 (*Instructor: Matt Marx*)
 - Strategy, Innovation and Global Competition (SI422), Questrom School of Business, Boston University, Fall 2015 (*Instructor: Jeffrey Furman*)

RESEARCH SERVICE

- **Academic Adviser**
 - Yuping Li (*committee member*); In progress
 - Jae Young Cho (*committee member*); Initial placement: Yonsei University (Post-doctoral position)
 - Sandip Bisui (*committee member*); Initial placement: Purdue University, Krannert School of Management, Department of Strategic Management
 - Andrew Garofolo (*committee member*); Initial placement: Southern Georgia University, Parker College of Business, Department of Management
 - Nianchen Han (*committee member*); Initial placement: Nanyang Technological University in Singapore, Nanyang Business School, Division of Strategy, International Business, and Entrepreneurship
- **Academic Engagement**
 - Serving on the Academy of Management's STR division's Membership Engagement Committee, 2023-present
 - President of Questrom Doctoral Association (QDA), Boston University, 2015-2016
- **Conference/Seminar Organizer**
 - Advances in Patent Research Professional Development Workshop (Patent PDW), AOM, Boston, Massachusetts, US, August 2023
 - Faculty Mentor and Presenter at the TIM Doctoral Consortium, AOM, Boston, Massachusetts, US, August 2023
 - Advances in Patent Research Professional Development Workshop (Patent PDW), AOM, Seattle, Washington, US, August 2022
 - TIM Doctoral Research Development Workshop, AOM, Seattle, Washington, US, August 2022
 - CU Boulder Strategy & Entrepreneurship Internal Seminar Series (2020-present)
 - CCC Innovation Brown Bag Seminar Series, Online (2020-2021)
- **Ad hoc Reviewer**

- Organization Science; Strategic Management Journal; Research Policy; Journal of Comparative Economics, IEEE Transactions on Engineering Management; and Advances in Strategic Management
- **Conference Reviewer**
 - Academy of Management Annual Meeting, AOM TIM Best Dissertation Award, Strategic Management Society, DRUID Conference

INVITED DOCTORAL CONSORTIA

- AEA/ASSA Annual Meeting, Kauffman Entrepreneurship Mentoring Invitee, Chicago, Illinois, Winter 2018
- Strategy Research Foundation Workshop invitee, Houston, Texas, US, Fall 2017
- NBER Entrepreneurship Research Bootcamp selected participant, Cambridge, Massachusetts, US, Summer 2017
- Academy of Management TIM Doctoral Consortium selected participant, Anaheim, California, US, Summer 2016
- Academy of Management BPS Developing and Writing a Structured Draft Workshop, Vancouver, British Columbia, Canada, Summer 2015
- Strategy Research Initiative Ph.D. Bootcamp selected participant, New York City, New York, US, Summer 2015

NON-ACADEMIC EXPERIENCE

- 2012-2013: *Business consultant*, Mobile Communication Company of Iran (MCCI)
- 2009-2012: *Sales manager*, Multinational Trading Corporation (Iran-Canada)

Last Updated: October 2024