

JANET BERCOVITZ

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Education

Haas School of Business, University of California at Berkeley

Ph.D. Business and Public Policy 1999
Field: Business and Public Policy with a Concentration in Strategy

Haas School of Business, University of California at Berkeley

M.B.A., 1988 Concentration in Strategy and Management of Technology

College of Chemistry, University of California at Berkeley

B.S., 1984 Concentration in Organic Chemistry.

Academic Positions

University of Colorado at Boulder

Leeds School of Business, Strategy & Entrepreneurship Group
Professor of Strategy & Entrepreneurship, 2017 – Present
Deming Professor of Entrepreneurship, 2019 – Present

University of Illinois at Urbana-Champaign

College of Business, Strategy & Entrepreneurship Group
Professor, 2017
Associate Professor (with tenure), 2009 – 2017
Miller Faculty Fellow in the Academy of Entrepreneurial Leadership, 2010 – 2012
Assistant Professor, 2005 – 2009
Institute of Genomic Biology
Associate Professor (with tenure), 2009 – 2015
Assistant Professor, 2006 – 2009

Imperial College London

Innovation and Entrepreneurship Group
Visiting Professor (sabbatical from UIUC), 2013 – 2014

Duke University

The Fuqua School of Business,
Associate Professor, 2001 – 2005
Assistant Professor, 1997 – 2000

Research Interests

Organizational Economics, Contractual Relationships, University-Industry Technology-Transfer, Entrepreneurship, Innovation Strategy, and Franchising.

Teaching Expertise

Strategy, Entrepreneurship, Economics of Organization, and Management of Technology

Articles in Refereed Journals

Chattopadhyay, Shinjinee and Janet Bercovitz. "When One Door Closes, Another Door Opens. . .for Some: Evidence from the Post-TRIPS Indian Pharmaceutical Industry." *Strategic Management Journal* (forthcoming).

Argyres, Nicholas, Janet Bercovitz, and Giorgio Zanarone. "The Role of Relationship Scope in Sustaining Relational Contracts in Interfirm Networks." *Strategic Management Journal* (forthcoming). (Finalist for Best Paper, SMS Special Conference Costa Rica, December 2017.)

Wright, Mike, Tatari, Valentina, Huang, Ken, Di Lorenzo, Francesco, and Janet Bercovitz, (2018) "Knowledge Workers in Context: Pushing the Boundaries of Theory and Methods," *Journal of Management Studies*, 55(1): 1-26.

Argyres, Nicholas and Janet Bercovitz. (2015) "Franchisee Associations as Sources of Bargaining Power? Some Evidence," *Journal of Economics and Management Strategy*, 24(4): 811-832.

Bercovitz, Janet and Beverly Tyler. (2014) "Who I Am and How I Contract: The Effect of Contractors' Roles on the Evolution of Contract Structure in University-Industry Research Agreements," *Organization Science*, 25(6): 1840-1859.

Agarwal, Rajshree, Jaideep Anand, Janet Bercovitz and Rachel Crossen. (2012) "Spillovers Across Organizational Architectures: The Role of Prior Resource Allocation and Communication in Post-Acquisition Coordination Outcomes," *Strategic Management Journal*, 33(6): 710-733.

Colyvas, Jeannette, Kaisa Snellman, Janet Bercovitz, and Maryann Feldman. (2012) "Disentangling Effort and Performance: A Renewed Look at Gender Differences in Commercializing Medical School Research," *Journal of Technology Transfer*, 37(4): 478-489.

Bercovitz, Janet and Maryann Feldman. (2011) "The Mechanisms of Collaboration in Inventive Teams: Composition, Social Networks, and Geography," *Research Policy*, 40(1): 81-93.

Rindfleisch, Aric, Kersi Antia, Janet Bercovitz et.al. (2010) "Transaction Costs, Opportunism, and Governance: Contextual Considerations and Future Research Opportunities," *Marketing Letters*, 21(3): 211-222.

Bercovitz, Janet and Maryann Feldman. (2008) "Academic Entrepreneurs: Organizational Change at the Individual Level," *Organization Science*, 19(1): 69-89.

Mayer, Kyle and Janet Bercovitz. (2008) "The Influence of Inertia on Contract Design: Contingency Planning in Information Technology Service Contracts," *Managerial and Decision Economics*, 29(2/3): 149-163.

Articles in Refereed Journals (continued)

Bercovitz, Janet and Maryann Feldman. (2007) "Fishing Upstream: Firm Innovation Strategy and University Research Alliances," *Research Policy*, 36(7): 930-948.

Bercovitz, Janet and Will Mitchell. (2007) "When is More Better? The Impact of Business Scale and Scope on Long-Term Business Survival, While Controlling for Profitability," *Strategic Management Journal*, 28(1): 61-79.

Argyres, Nicholas, Janet Bercovitz and Kyle Mayer. (2007) "Complementarity and Evolution of Contractual Provisions: An Empirical Study of IT Service Contracts," *Organization Science*, 18(1): 3-19.

Bercovitz, Janet, Sandy Jap, and Jackson Nickerson. (2006) "The Antecedents and Performance Implications of Cooperative Exchange Norms," *Organization Science*, 17(6): 724-740.

Bercovitz, Janet and Maryann Feldman. (2006) "Entrepreneurial Universities and Technology Transfer: A Conceptual Framework for Understanding Knowledge-Based Economic Development," *Journal of Technology Transfer*, 31: 175-188.

Feldman, Maryann, Johanna Francis, and Janet Bercovitz. (2005) "Creating a Cluster While Building a Firm: Entrepreneurs and the Formation of Industrial Clusters," *Regional Studies: The Journal of the Regional Studies Association*, 39(1): 129-141.

Feldman, Maryann, Irwin Feller, Janet Bercovitz, and Richard Burton. (2002) "Equity and the Technology Transfer Strategies of American Research Universities," *Management Science*, 48(1): 105-121.

Rosen, Christine, Sara Beckman, and Janet Bercovitz. (2002) "The Role of Voluntary Industry Standards in Environmental Supply Chain Management: An Institutional Economics Perspective," *Journal of Industrial Ecology*, 6(3-4): 103-123.

Feller, Irwin, Maryann Feldman, Janet Bercovitz, and Richard Burton. (2002). "The State of Practice for University Technology Transfer Activities," *Research Management Review*, 12(2): 8-16.

Rosen, Christine, Janet Bercovitz, and Sara Beckman. (2001) "Environmental Supply Chain Management in the Computer Industry: Part I: A Transaction Cost Economics Perspective." *Journal of Industrial Ecology*, 4(4): 83-104.

Bercovitz, Janet, Maryann Feldman, Irwin Feller, and Richard Burton. (2001) "Organizational Structure as a Determinant of Academic Patent and Licensing Behavior: An Exploratory Study of Duke, Johns Hopkins and Pennsylvania State Universities," *Journal of Technology Transfer*, 26: 21-35.

Chapters in Books

Bercovitz, Janet, Javier Changoluisa, Maryann Feldman, Dolores Modic. (2019) "Pay to Play: Connecting University Research Funding to Licensing Outcomes." In *Frontiers of Strategic Alliance Research: Negotiating, Structuring, and Governing Partnerships*, Contractor and Reuer (eds.) Cambridge University Press.

Chapters in Books (continued)

Goble, Lisa, Janet Bercovitz and Maryann Feldman, (2017) "Organizing for Innovation: Do TLO Characteristics Correlate with Technology Transfer Outcomes?" in Process Approach to Academic Entrepreneurship: Evidence from Around the Globe, Fini and Grimaldi (eds.) World Scientific Publishing.

Feldman, Maryann, Pierre Desrochers and Janet Bercovitz. (2014) "Knowledge for the World: A Brief History of Technology Transfer at Johns Hopkins University," in Building Technology Transfer within Research Universities: An Entrepreneurial Approach, O'Shea and Allan eds., Cambridge University.

Michael, Steven and Janet Bercovitz. (2009) "A Strategic Look at the Organizational Form of Franchising," in Economic Institutions of Strategy, J. Nickerson and B. Silverman (eds.) Emerald Publishing, 193-220.

Mars, Mathew, Janet Bercovitz, and Barclay James. (2009) "Towards Measuring the Social and Economic Value of University Innovation: A Survey of the Literature," in JAI Press-Advances in the Study of Entrepreneurship, Innovation, and Economic Growth, 19: 1-25.

Bercovitz, Janet and Maryann Feldman. (2007). "Academic Entrepreneurs and Technology Transfer: Who Participates and Why?," in Perspectives on Innovation, Malerba and Brusoni, eds. Cambridge, New York: Cambridge University Press, 381-398.

Feldman, Maryann, Irwin Feller, Janet Bercovitz, and Richard Burton. (2006) "Equity and Technology Transfer Strategies of American Research Universities," (originally published in *Management Science*, 48(1): 105-121) in Technological Entrepreneurship: Institutions and Agents Involved in University Technology Transfer, Don Siegel, Eds. Edward Elgar Publishing.

Bercovitz Janet E.L. (2004). "The Organizational Choice Decision in Business-Format Franchising," in Economics and Management of Franchising Networks, Cliquet, Hendrikse, Tuunanen, and Windsperger, eds. New York: Physica-Verlag, 38-65.

Feldman, Maryann, Irwin Feller, Janet Bercovitz, and Richard Burton. (2002). "University Technology Transfer and the System of Innovation," in Institutions and Systems in the Geography of Innovation, Maryann Feldman and Nadine Massard eds., Kluwer Academic Publishers, 55-77.

Feldman, Maryann, Irwin Feller, Janet Bercovitz, and Richard Burton. (2001) "Understanding Evolving University-Industry Relationships", in Technology Policy for the Knowledge-Based Economy, Maryann Feldman and Al Link eds., Kluwer Academic Publishers.

Beckman, Sara, Christine Rosen, and Janet Bercovitz. (2001) "Environmentally Sound Supply Chain Management: Implementation in the Computer Industry," in the Handbook of Environmentally Conscious Management. (Christian Madu, Ed.) Kluwer Academic Publishers, 363-383.

Bercovitz, Janet E.L., John M. de Figueiredo, and David J. Teece. (1997) "Firm Capabilities and Managerial Decision-Making: A Theory of Innovation Biases," in Technology Learning: Oversights and Foresights, Raghu Garud, Praveen R. Nayar, and Zur Shapira eds., Cambridge, UK: Cambridge University Press.

Chapter Reprinted in Teece, David J. (2000). Managing Intellectual Capital: Organizational, Strategic, and Policy Dimensions, New York, NY: Oxford University Press.

Williamson, Oliver E., and Janet E.L. Bercovitz (1996). "The Modern Corporation as an Efficiency Instrument: The Comparative Contracting Perspective," in The American Corporation Today, Carl Kaysen, ed., Oxford, UK: Oxford University Press.

Published Reports and Proceedings

Feldman, Maryann and Janet Bercovitz. (2010). "Organizational Structure as a Determinant of Academic Patenting and Licensing Behavior: A Survey of American Research Universities," report for the *Committee on Management of University Intellectual Property: Lessons from a Generation of Experience, Research, and Dialog*. The National Research Council.

Bercovitz, Janet, Andrea Martens, and Jeff Savage. (2013). "Connecting Remittances and Entrepreneurship in Mexico: Financial Resources and Social Institutions," *Academy of Management Proceedings*.

Bercovitz, Janet. (2002). "The Option to Expand: The Use of Multi-Unit Opportunities to Support Self-Enforcing Agreements in Franchise Relationships," *Academy of Management Proceedings*.

Bercovitz, Janet. (1999). "An Analysis of the Contract Provisions in Business-Format Franchise Agreements," *Franchising Beyond the Millennium: Learning Lessons from the Past, Proceedings, 13th Conference of the Society of Franchising*.

Book Reviews

Bercovitz, Janet E.L. (1995). A Review of Teams, Markets, and Systems: Business Innovation and Information Technology, by Claudio Ciborra, *Journal of Economic Literature*, Vol. XXXIII: 261-262.

Working Papers and Active Research Projects

Graddy-Reed, Alex, Feldman, Maryann, and Janet Bercovitz. "The Distribution of Indirect Cost Recovery in Academic Research," (*R&R Science and Public Policy*).

Bercovitz, Janet, Denisa Mindruta, Maryann Feldman, and Vald Mars. "Stars and their Constellation: Great Person or Great Team." Nominated for Best Paper, SMS Special Conference: Strategy Challenges in the 21st Century: Innovation, Entrepreneurship and Cooperation (June 2016: Rome Italy)

Feldman, Maryann and Janet Bercovitz. "Open Science." *Working Paper – Invited for Submission, SMR*.

Bercovitz, Janet, Maryann Feldman, and Alex Graddy-Reed. "Does It Matter Who Signs the Check: Sponsor Influence on Academic Research Agreements and Practices." *Working Paper*.

Su, Grace, Janet Bercovitz, and Joseph Mahoney. "How do Contract Designs and Outlet Ownership Arrangements Facilitate Innovations in Franchise Restaurant Systems?" *Working Paper*.

Working Papers and Active Research Projects (continued)

Bercovitz, Janet, Jeff Savage, and Andrea Martens. "Migrant Experience and Entrepreneurial Intent." *Working Paper*.

Guo, Shiao-Ling, Fabrice Lumineau, and Janet Bercovitz. "The Role of CEO Experience in Franchise Contract Design." *Working Paper*.

Embry, Elizabeth and Janet Bercovitz. "New Money, New Friends." *Working Paper*.

Jones, Jessica and Janet Bercovitz. "Front Range Entrepreneurial Ecosystem." *Data Collection*

Invited and Refereed Presentations

Strategic Management Society Annual Conference (October 2019: Minneapolis, MN), "Stakeholder, Strategy and Institutional and Organizational Economics."

Strategic Management Society Annual Conference (October 2019: Minneapolis, MN), "New Money, New Friends: Can Innovation Communities be Contracted?" (with E. Embry).

Academy of Management Meetings (August 2019: Boston, MA), "The Role of Relationship Scope in Sustaining Relational Contracts in Interfirm Networks," (with N. Argyres and G. Zancarone)

Society of Institutional and Organizational Economics (SIOE) Annual Conference (June 2019: Stockholm, Sweden). "The Role of Relationship Scope in Sustaining Relational Contracts in Interfirm Networks," (with N. Argyres and G. Zancarone)

The Vienna Conference on Strategy, Organizational Design, and Innovation (June 2019: Vienna, Austria). "The Role of Relationship Scope in Sustaining Relational Contracts in Interfirm Networks," (with N. Argyres and G. Zancarone)

TIM Mid-Winter Meeting (January 2019: Zurich, Switzerland), "Does Who Signs the Check Matter? Sponsor Influence on the Structure of Academic Research Agreements," (with M. Feldman and A. Graddy-Reed).

University of Colorado Boulder Cross-Campus Entrepreneurship Research Group (November 2018). "When One Door Closes, Another Door Opens. . .for Some: Evidence from the Post-TRIPS Indian Pharmaceutical Industry, (with S. Chattopadhyay)

University of Connecticut Strategy Seminar (October 2018: Storrs, CT). "When One Door Closes, Another Door Opens. . .for Some: Evidence from the Post-TRIPS Indian Pharmaceutical Industry, (with S. Chattopadhyay)

SMR Open Innovation Workshop (October 2018: Berkeley, CA). "Open Innovation," (with M. Feldman)

Strategic Management Society Annual Conference (September 2018: Paris, France). "Cooperative Strategy: What Next?"

Strategic Management Society Annual Conference (September 2018: Paris, France). "The Role of CEO Experience in Franchise Contract Design," (with S-L Guo and F. Lumineau)

4th Workshop on Relational Contracts (September, 2018: Chicago, IL). "The Role of Relationship Scope in Sustaining Relational Contracts Between Firms," (with N. Argyres and G. Zanarone)

Academy of Management Meetings (August 2018: Chicago, IL). "Contracting Research: Where Has It Been and Where Is It Going."

Society of Institutional and Organizational Economics (SIOE) Annual Conference (June 2018: Montreal, Canada). "New Models and New Practices in the Private Funding of Academic Research."

The Institutional and Organizational Economic Academy (May 2018: Cargese, Corsica). "Organizing Technology Transfer: Contracts in Context."

The Organization, Economics, and Policy of Scientific Research (April 2018: Bath, UK). "The Real Costs of Academic Research," (with M. Feldman and A. Graddy-Reed).

Strategic Management Society Special Conference: Collaborative Strategies: New Thinking about Alliances, Mergers and Acquisitions (December 2017: San Jose, Costa Rica). "The Role of Relational Contracts in Inter-Firm Relationships: Theory and Evidence on Multi-Unit Franchising," (with N. Argyres and G. Zanarone)

NSF Workshop on Organizational Issues in Technology Transfer at Federal Laboratories (November 2017: Phoenix, AZ). "Organizational Issues in Technology Transfer."

Association for Public Policy Analysis and Management (APPAM) 39th Annual Fall Research Conference (November 2017: Chicago, IL), "Pay to Play: Connecting University Research Funding to Licensing Outcomes." (with J. Changoluisa, M. Feldman, and D. Modic).

Strategic Management Society Annual Conference (October 2017: Houston, TX). "Strategic Repositioning of Indian Pharmaceutical Firms in Response to TRIPS." (with S. Chattopadhyay).

MOC-TIM Conference (June 2017: ETH, Zurich, Switzerland). "Strategic Repositioning of Indian Pharmaceutical Firms in Response to TRIPS." (with S. Chattopadhyay).

Centre on Entrepreneurship and Innovation (CREI@Bath) Inaugural Workshop (March 2017: Bath UK). "The Road to Pastuer's Quadrant." (with E. Seo).

Frontiers of Alliance Research (October 2016: Rutgers University, Newark, NJ). "Pay to Play: Connecting University Research Funding to Licensing Outcomes." (with J. Changoluisa, M. Feldman, and D. Modic).

Strategic Management Society Annual Conference (September 2016: Berlin, Germany). "Pay to Play: Connecting University Research Funding to Licensing Outcomes." (with J. Changoluisa, M. Feldman, and D. Modic).

SMS Pre-Conference on New Directions in Alliance Governance Research (September 2016: Berlin, Germany). "Using Contracts to Document Institutional Entrepreneurship and Trace the Emergence of New Organizational Forms."

Academy of Management Meetings (August 2016: Anaheim, CA). "Multi-Unit Franchising as a Relational Contracting Mechanism." (with N. Argyres and G. Zanarone).

Entrepreneurship Scholars Research Lecture, Saïd Business School, Oxford University (July 2016: Oxford, UK). "Stars and Their Constellations: Great Person Or Great Team?" (with D. Mindruta and M. Feldman).

Society of Institutional and Organizational Economics (SIOE) Annual Conference (June 2016: Paris, France). "Multi-Unit Franchising as a Relational Contracting Mechanism." (with N. Argyres and G. Zanarone).

SMS Special Conference: Strategy Challenges in the 21st Century: Innovation, Entrepreneurship and Cooperation (June 2016: Rome Italy). "Stars and Their Constellations: Great Person Or Great Team?" (with D. Mindruta and M. Feldman). *Best Paper Finalist*.

The 10th Workshop on the Organization, Economics, and Policy of Scientific Research (May 2016: Turino, Italy). "Stars and Their Constellations: Great Person Or Great Team?" (with D. Mindruta and M. Feldman).

Wharton Technology and Innovation Conference (April 2016: Philadelphia, PA). "Stars and Their Constellations: Great Person Or Great Team?" (with D. Mindruta and M. Feldman).

INSEAD Doriot Entrepreneurship Conference (October 2015: Foutainbleau, France). "Stars and Their Constellations: Great Person Or Great Team?" (with D. Mindruta and M. Feldman).

Organizations in Society: The Public Policy Implications of Sociological and Economic Approaches to Organizational Analysis. (September 2015: Deer Valley, Utah). "Organizational Economics: An Integrated Package of Social and Economic Issues," (with B. Tyler)

Academy of Management Meetings (August 2015: Vancouver, Canada). "Putting the Organization Back into Alliance Contract Design: Exploring Internal Roles and Routines," (with B. Tyler).

Academy of Management Meetings (August 2015: Vancouver, Canada). "Stars and Their Constellations: Great Person Or Great Team?" (with D. Mindruta and M. Feldman).

2015 Industry Studies Conference (May 2015: Kansas City, MO). "Strategic Repositioning of Indian Pharmaceutical Firms in Response to TRIPS." (with S. Chattopadhyay).

2015 FinKT Knowledge Transfer and Entrepreneurship (April 2015: Rimini, Italy). "Does It Matter Who Signs the Check: Sponsor Influence on Academic Research Agreements and Practices." (with A. Graddy-Reed and M. Feldman).

Strategic Management Society Annual Conference (October 2014: Madrid, Spain). "Embracing Plan B: Strategic Repositioning in Response to an Innovation Regime Change." (with S. Chattopadhyay).

Strategic Management Society Extension Conference on Public-Private Governance, Social Value & Innovative Organizational Design (September 2014: Paris, France), "Does It Matter Who Signs the Check: Sponsor Influence on Academic Research Agreements and Practices." (with A. Graddy-Reed and M. Feldman).

Academy of Management Meetings (August 2014: Philadelphia, PA), "Theoretical Perspectives of Academic Entrepreneurship: Current and Future Directions."

Academy of Management Meetings (August 2014: Philadelphia, PA), “Dynamics in Academic Research Funding and Implications for Translational Efforts,” (with M. Feldman, M. Roach, A. Graddy-Reed).

Academy of Management Meetings (August 2014: Philadelphia, PA), “Designing Alliance Agreements – Paper and Research Development Workshop,” (with B. Tyler).

Strategic Management Society, Special Conference, Micro-Foundations for Strategic Management Research: Embracing Individuals, (June 2014: Copenhagen Denmark), “Micro-Foundations of Contract Management: Organizational Roles, Relational Learning, and Contract Structure” (with B. Tyler)

2014 Summer Residence Week for Entrepreneurship Scholars (July 2014: Oxford UK), “The Evolving Research Enterprise” (with M. Feldman).

NSF Science of Science Policy Workshop (June 2014: Ann Arbor Michigan), “Does It Matter Who Signs the Check: Sponsor Influence on Academic Research Agreements and Practices.” (with A. Graddy-Reed and M. Feldman)

Beyond Spillovers? Channels and Effects of Knowledge Transfer from Universities, Workshop at the University of Kassel (March 2014: Kassel Germany), “Who I Am and How I Contract: The Effect of Contractors’ Roles on the Evolution of Contract Structure in University-Industry Research Arrangements.” (with B. Tyler)

Copenhagen Business School, Research Seminar (January 2014: Copenhagen, DK)
Aston University, Research Seminar (February 2014; Birmingham, UK)
Imperial College, London, Research Seminar (February 2014: London, UK)
London Business School, Research Seminar (March 2014: London, UK)
University of Bologna, Research Seminar (May 2014: Bologna, Italy)
“Who I Am and How I Contract: The Effect of Contractors’ Roles on the Evolution of Contract Structure in University-Industry Research Agreements,” (with B. Tyler).

Academy of Management Meetings (August 2013: Orlando, FL). “Does It Matter Who Signs the Check: Sponsor Influence on Academic Research Agreements and Practices,” (with M. Feldman and A. Graddy-Reed).

Academy of Management Meetings (August 2013: Orlando, FL). “To Market, To Market: Founding Team Structure and Commercialization Success of Academic Start-ups,” (with J. Savage)

International Society for New Institutional Economics (ISNIE) 17th Annual Conference (June 2013: Florence, Italy). “Beyond the Dyad: Taking Stock and Looking Forward,” (with J. Chung and J. Mahoney).

Israel Strategy Conference (December 2012: Tel Aviv, Israel). “The Connection Between Remittances and Entrepreneurship in Mexico: Financial Resources, Human Capital, and Social Institutions,” (with A. Martens, and J. Savage)

Dupont Summit 2012 (December 2012: Washington, DC). “The Evolving Research Enterprise: The Role of Foundations and Strategic Funding,” (with M. Feldman, A. Grady-Reed, M. Roach).

Strategic Management Society 32nd Annual International Conference (October 2012: Prague).
"Franchising Taking Stock, Looking Ahead," (with G. Su and J. Mahoney).

Strategic Management Society 32nd Annual International Conference (October 2012: Prague),
"Teaching Strategic Entrepreneurship," Interest Group Panel, Organizer.

The National Academy of Sciences (September 2012: Washington, DC), "The Evolving Research Enterprise: The Role of Foundations & Strategic Funding," (with M. Feldman).

IACCM Member Meeting (June 2012; London, UK). "The Evolution of Sustainability Issues in Critical Contract and Commercial Relationships," (with B. Tyler).

Strategic Management Society 31st Annual International Conference (November 2011: Miami, FL),
"The Connection Between Remittances and Entrepreneurship in Mexico," (with A. Martens).
- Also Presented in S&E Internal Seminar UIUC (September 2011)

Association for Public Policy Analysis & Management Fall Research Conference (November 2011: Washington, DC), "Partnering for Innovation: How Motivations and Connections Drive Project Results," (with M. Feldman)

Washington University at St. Louis, Research Seminar (October 2011: St. Louis, MO). "Who I Am and How I Contract: The Effect of Contractors' Roles and Responsibilities on the Evolution of Contract Structure in University-Industry Research Agreements," (with B. Tyler).

Universities as Economic Drivers: Measuring Success, SUNY Conference on Critical Issues in Higher Education (September 2011: Buffalo, NY), "Becoming Entrepreneurial: The Role of Relationships in University Technology Transfer"

Academy of Management Meetings (August 2011: San Antonio, TX), Research on Universities and Commercialization: Contributions to Management Research Professional Development Workshop, "From Organizations to Individuals in the Study of Universities," (with M. Feldman)

Urban Development Conference (December 2010: Rotterdam, Netherlands). "Entrepreneurism and Collaboration," (with M. Feldman)

Strategy and the Design of Organizational Architecture, SMJ Special Issue Conference (October 2010: Cambridge, MA). "Spillovers Across Organizational Architectures: The Role of Prior Formal and Informal Interaction in Post-Acquisition Coordination Outcomes," (with R. Agarwal, (presenter), J. Anand, and R. Croser).

HEC Workshop on Academic Entrepreneurship (September 2010: Paris, France). "The Mechanisms of Collaboration in Inventive Teams: Composition, Social Networks, and Geography," (with M. Feldman).

Contracts, Procurement and Public-Private Arrangements" Conference (June 2010: Paris, France). "Who I Am and How I Contract: Roles, Relational Capital and Evolution of Contract Structure in University-Industry Research Agreements," (with B. Tyler).

ACAC Conference, (May 2010: Atlanta, GA). "Efficiency or Market Power in Franchise Contracts," (with N. Argyres).

Industry Studies Association (May 2010: Chicago, IL). "Who I Am and How I Contract: Roles, Relational Capital and Evolution of Contract Structure in University-Industry Research Agreements," (with B. Tyler).

Ninth Meeting of the University-Industry Demonstration Partnership (UIDP) Regulatory and Governmental Policies Affecting U-I Collaborations (August 2009: St. Louis, MO) "The Evolution of Sponsored Research Agreements in On-going Relationships."

2009 Gordon Cain Conference, Technology Transfer and Diffusion in Comparative Perspective at the Chemical Heritage Foundation. (March 2009: Philadelphia, PA) "Becoming Entrepreneurial: The Role of Relationships in University Technology Transfer."

Erin Anderson B2B Research Conference (October 2008: Philadelphia, PA). "Accumulation of Relational Capabilities in Multi Level Relationships: Evidence from Sponsored Research Agreements," (with B. Tyler).

Purdue University, Research Seminar (September 2008: West LaFayette, IN). "Accumulation of Relational Capabilities in Multi Level Relationships: Evidence from Sponsored Research Agreements," (with B. Tyler).

Academy of Management Meetings (August 2008: Anaheim, CA). "The Mechanisms of Collaboration in Inventive Teams: Composition, Social Networks, and Geography," (with M. Feldman).

Academy of Management Meetings. (August 2008: Anaheim, CA). "The Impacts of Efficiency and Market Power on Contract Structure: Evidence from Franchising," (with N. Argyres).

Academy of Management Meetings (August 2008: Anaheim, CA). "Business Growth in Different Institutional Environments: Evidence from East Asian Firms," (with A. Chakrabarti and W. Mitchell).

Academy of Management Meetings (August 2008: Anaheim, CA). Pre-Conference Developmental Workshop Panelist, "Research on Universities: Studying Knowledge-Creating Collaboration," Academy of Management BPS Division.

European Group for Organizational Studies, EGOS (July 2008: Amsterdam, The Netherlands). "The Mechanisms of Collaboration in Inventive Teams: Composition, Social Networks, and Geography," (with M. Feldman).

Brick-Dime Workshop: The Organization, Economics, and Policy of Academic Research (July 2008: Turin, Italy). "The Mechanisms of Collaboration in Inventive Teams: Composition, Social Networks, and Geography," (with M. Feldman).

Promise of the Prairie (April 2008: Chicago, IL). "The Research Team in Context."

CAS Oslo Workshop (March 2008: Oslo, Norway). "The Mechanisms of Collaboration in Inventive Teams: Composition, Social Networks, and Geography," (with M. Feldman).

University of Utah, Research Seminar (March 2008: Salt Lake City, UT). "Accumulation of Relational Capabilities in Multi Level Relationships: Evidence from Sponsored Research Agreements," (with B. Tyler).

Arizona Conference on Measuring the Social Value of Innovation (February 2008: Tucson, AZ).
"Towards Measuring the Social and Economic Value of University Innovation: A Survey of the Literature," (with M. Mars and B. James).

World Universities Network – Chicago Meeting (October 2007: Chicago, IL). "Institutionally-Supported Interdisciplinary Research Teams for Encouraging Innovation and Entrepreneurship. (Panelist).

Academy of Management Meetings. (August 2007: Philadelphia, PA). "Stars and Their Constellations: Great Person or Great Team," (with M. Feldman).

Academy of Management Meetings. (August 2007: Philadelphia, PA). Pre-Conference Developmental Workshop Organizer and Panelist, "Research on Universities: Data and Methodologies," Academy of Management, BPS Division, 2007.

Academy of Management Meetings. (August 2007: Philadelphia, PA). Pre-Conference Developmental Workshop Panelist, "Putting Industry Structure Back in the Strategy Picture," Academy of Management, BPS Division, 2007.

International Society of New Institutional Economics 11th Annual Conference. (June 2007: Reykjavik, Iceland) "Efficiency or Market Power in Franchise Contracts," (with N. Argyres).

Annual Meeting of the Association of American Geographers. (April 2007: San Francisco, CA).
"Academic Entrepreneurs: Teams and External Inventors," (with M. Feldman).

Academy of Management Meetings. (August 2006: Atlanta, GA). "Contracting between Corporate Sponsors and Academic Researchers." (with B. Tyler).

Academy of Management Meetings. (August 2006: Atlanta, GA). "Is Academic Entrepreneurship a Team Sport?" (with M. Feldman).

ExTra Workshop: Technology Transfer from Universities: A Critical Appraisal of Patents, Spin-offs and Human Mobility. (September 2006: Lausanne, Switzerland). "Sponsored Research Agreements: An Investigation into Contractual Relationships for Knowledge Transfer Between Academic Scientists and Corporate Sponsors." (with B. Tyler)

Strategic Management Society 26th Annual International Conference. (October 2006: Vienna, Austria).
"Knowledge Sources of Entrepreneurship: Academic Entrepreneurship: Characteristics of Successful Research Teams." (with M. Feldman)

The Center of Employment and Economic Growth: Social Science and Technology Seminar Series, Stanford University. (November, 2005: Palo Alto, CA). "Academic Entrepreneurs: Organizational Change at the Individual Level." (with M. Feldman).

College on Organization Science Conference at INFORMS. (November 2005: San Francisco, CA).
"Fishing Upstream: Firm Innovation Strategy and University Research Alliances." (with M. Feldman).

Strategic Management Society 25th Annual International Conference (October 2005: Orlando, FL).
"Effects of Prior Relationships on Contract Structure Between Corporate Sponsors and Academic Researchers." (with B. Tyler)

Technology Transfer Society Annual Conference. (September 2005: Kansas City, MO). "Is Academic Entrepreneurship a Team Sport?" (with M. Feldman).

International Society of New Institutional Economics 9th Annual Conference (September 2005: Barcelona, Spain). "Effects of Prior Relationships on Contract Structure Between Corporate Sponsors and Academic Researchers." (with B. Tyler)

DRUID Summer Conference (June 2005: Copenhagen, Denmark). "Firm Strategy or Industry Affiliation: Debate." (with A. McGahan, A Gambardello, and S. Winter)

4th Roundtable for Engineering and Entrepreneurship Research (December 2004: Atlanta, GA). "Fishing Upstream: Exploration and Exploitation of University Research by Canadian R&D Performers." (with M. Feldman).

International Society of New Institutional Economics 8th Annual Conference (September 2004: Tucson, AZ). "Academic Entrepreneurs: Social Learning and Participation in University Technology Transfer." (with M. Feldman)

Knowledge Clusters and Regional Development, Humphrey Institute of Public Affairs, University of Minnesota (September 2004: Minneapolis, MN). "Entrepreneurial Universities and Knowledge-Based Economic Development."

Academy of Management Meetings (August 2004: New Orleans, LA). "Evolving University-Industry Relationships from the Perspective of the Firm." (with M. Feldman).

Academy of Management Meetings (August 2004: New Orleans, LA). "Fishing Upstream: Exploration and Exploitation of University Research by Canadian R&D Performers." (with M. Feldman)

Schumpeter 2004 (June 2004: Milan, Italy). "Academic Entrepreneurs: Social Learning and Participation in University Technology Transfer." (with M. Feldman)

American Economic Association Annual Meeting (January 2004: San Diego, CA). "Technology Transfer and the Academic Department: Who Participates and Why?" (with M. Feldman).

Strategic Management Society 23rd Annual International Conference (November 2003: Baltimore, MD). "Performance Implications of Acquisition-based Growth Strategies Across Institutional Environments." (with A. Chakrabarti)

Strategic Management Society 23rd Annual International Conference (November 2003: Baltimore, MD). "Adoption of Strategic Initiatives: Technology Transfer and the Academic Department." (with M. Feldman).

3rd Annual Roundtable for Engineering and Entrepreneurship Research (November 2003: Atlanta, GA). "Technology Transfer and the Academic Department: Who Participates and Why?" (with M. Feldman).

International Society of New Institutional Economics 7th Annual Conference (September 2003: Budapest, Hungary). "The Influence of Relationships, Learning, and Inertia on Contract Design: The Extent of Contingency Planning in IT Services Contracts." (with K. Mayer).

Academy of Management Meetings (August 2003: Seattle, WA). "The Influence of Transaction Attributes and Relationship History on Contract Design." (with K. Mayer).

National Council of University Research Administrators Conference on University/Industry Collaborations (August 2003: San Francisco, CA). "Studies of the University/Industry Interface: Insights on Problems and Best Practices."

NBER Summer Institute (July 2003: Cambridge, MA). "Technology Transfer and the Academic Department: Who Participates and Why?" (with M. Feldman)

EMNet-Conference on Economics and Management of Franchising Networks (June 2003: Vienna, Austria). "The Option to Expand: The Use of Multi-Unit Opportunities to Support Self-Enforcing Agreements in Franchise Relationships."

Strategy Research Forum (May 2003: St. Louis, MO). "The Influence of Relationships, Learning, and Inertia on Contract Design." (with K. Mayer).

AAAS Meeting on University Technology Transfer Policies (March 2003: Washington, DC). "Equity and University Technology Transfer Strategies." (with M. Feldman, I. Feller, and R. Burton).

Strategic Management Society 22nd Annual International Conference (September 2002: Paris, France). "When is More Better? The Impact of Business Scale and Scope on Long-Term Business Survival, While Controlling for Profitability." (with W. Mitchell).

International Society of New Institutional Economics 6th Annual Conference (September 2002: Boston, MA). "The Antecedents and Performance Implications of Cooperative Exchange Norms." (with S. Jap and J. Nickerson)

Academy of Management Meetings (August 2002: Denver, CO). "The Option to Expand: The Use of Multi-Unit Opportunities to Support Self-Enforcing Agreements in Franchise Relationships."

American Chemical Society National Conference (April 2002: Orlando, FL). "Who Owns IP: Conflict over the Commercialization of Research in Academia."

College on Organization Science Conference at INFORMS (November 2001: Orlando, FL). "The Option to Expand: The Use of Multi-Unit Opportunities to Support Self-Enforcing Agreements in Franchise Relationships."

International Society of New Institutional Economics (September 2001: Berkeley, CA). "The Option to Expand: The Use of Multi-Unit Opportunities to Support Self-Enforcing Agreements in Franchise Relationships." (Presentation Cancelled due to 9/11 events)

Academy of Management Meetings (August. 2001: Washington, DC). "Understanding University-Industry Relationships." (with R. Burton, M. Feldman, and I. Feller)

National Academy of Sciences Conference Academic Intellectual Property: Effects of University Patenting and Licensing in Commercialization and Research (April 2001: Washington, DC). "Entrepreneurship And American Research Universities." (with R. Burton, M. Feldman, and I. Feller).

University Entrepreneurship & Technology Transfer, Georgia Institute of Technology (December, 2000: Atlanta, GA). "Equity and the Technology Transfer Strategies of American Research Universities." (with R. Burton, M. Feldman, and I. Feller)

International Society of New Institutional Economics (September 2000: Tübingen, Germany).
"Contractual Provisions as Safeguards in Business-Format Franchise Agreements."

National Academy of Sciences/University of Nottingham Anglo-American Conference on Policies to Promote Entrepreneurship in a Knowledge-Based Economy (September 2000: Nottingham, England).
"American Universities as Equity Partners: Understanding Evolving University-Industry Relationships."
(with R. Burton, M. Feldman, and I. Feller)

Academy of Management Meetings (August 2000: Toronto, Canada). "The Organizational Choice Decision in Business-Format Franchising."

Western Economic Association International Conference (July 2000: Vancouver, BC). "A Disaggregated Examination of University Patenting Behavior." (with R. Burton, M. Feldman, and I. Feller)

Organizational Issues in University-Industry Technology Transfer, Purdue University (June 2000: West Lafayette, IN). "Organizational Structure as a Determinant of Academic Patent and Licensing Behavior" (with R. Burton, M. Feldman, and I. Feller)

Academy of Management Meetings (August 1999: Chicago, IL). "University-Industry Technology Transfer: A Cross-Country Comparison."

Annual Society of Franchising Meetings (March 1999: Miami, FL). "An Analysis of the Contractual Provisions in Business-Format Franchise Agreements."

Association for Public Policy Analysis and Management Meeting (November, 1999: Washington, DC). "Understanding University-Industry Relationships: An Evolutionary Framework." (with R. Burton, M. Feldman, and I. Feller)

Academy of Management Meetings (August 1998: San Diego, CA). "An Analysis of the Contractual Provisions in Business-Format Franchise Agreements."

Academy of Management Meetings (August 1998: San Diego, CA). "Implementing Environmental Programs Across Dispersed Supply Chains: A Transaction Cost Analysis of Exchange Hazards in Green Supplier Relations." (with S. Beckman and C. Rosen)

Conference on University-Industry Research Relationships (August 1998: Durham, NC). "Comparing University-Industry Technology Transfer Activities in the United States and Denmark." (with N. Clausen, Odense University, Denmark)

Annual Society of Franchising Meetings (March 1998: Las Vegas, NV). "Externalities and the Choice of Ownership Mode in Business-Format Franchising."

Academy of Management Annual Meetings (August 1996: Cincinnati, OH) "Evolution of Distribution Systems in the US Malt Beverage Industry: An Historical Assessment of Efforts to Restore Efficiency." (with L. Bigelow)

The Conference on Technological Oversight and Foresight, New York University (March 1994: New York, NY), "Firm Capabilities and Managerial Decision-Making: A Theory of Innovation Biases," (with J. de Figueiredo and D. Teece).

Research Grants

National Science Foundation (NSF)/National Institute for Health (NIH) – Financing the Biomedical Research Enterprise (Co-Investigators: Alexandra Graddy-Reed and Maryann Feldman) 2020-2022.

Sloan Foundation – Does Who Signs the Check Matter? Sponsor Influence on the Structure of Academic Research Agreements (Co-Investigator: Maryann Feldman), 2014-2015.

Center for International Business Education and Research (CIBER) -- Innovation in the Pharmaceutical Industry Following a Shift in Patent Regime (Co-Investigator: Shinjinee Chattopadhyay), 2014-2015.

National Science Foundation (NSF) – The Evolving Research Enterprise (Co-Investigators: Maryann Feldman and Michael Roach), 2012-2014.

Center for International Business Education and Research (CIBER) – Connections between Remittances and Entrepreneurship in Mexico (Co-Investigator: Andrea Martens), 2010-2011.

PFI/Kauffman Grant, (Co-Investigator: Maryann Feldman), 2008.

AEL – Faculty Fellows in Entrepreneurship Grant, 2007.

National Science Foundation Grant – Evolving University-Industry Relationships from the Perspective of the Firm (Co-Investigator: Maryann Feldman). April 2003.

Hartman Center Grant (Co-investigator: Richard Burton). 2001.

Mellon Foundation Grant – Understanding University-Industry Relationships (Co-investigators: Maryann Feldman, Irwin Feller, and Richard Burton). January 1999

Teaching:

New Courses Developed and Taught

MBAX6160 – High Growth Ventures (University of Colorado)

PhD 543 – Entrepreneurship (University of Illinois)

PhD 545 – Management of Technology (University of Illinois)

PhD 590 – Inspiration to Output (University of Illinois)

BA 449/MBA 503 – Strategic Management; Undergraduate, MBA (U. of Illinois)

BA446/BA 590 – Entrepreneurship; Undergraduate, MBA, Executive MBA.

(New syllabus 2005 – U. of Illinois)

MSA 590 – Economics of Strategy; Master of Accounting Program (U. of Illinois)

MS-Tech 543 – Technology Strategy; Master of Tech. Management, Executive MBA
(U. of Illinois)

MBA 491 -- Managing Radical Innovation (Mini-Course: Duke University)

WEMBA 430 – Strategy; Executive MBA (Duke University)

MBA 491.42/WEMBA 432 – Entrepreneurship and New Venture Growth; MBA
Executive MBA, (Duke University)

Teaching Awards

List of Teachers Ranked as Excellent by their Students, University of Illinois at Urbana-Champaign, 2016, 2015, 2013, 2012, 2011, 2010, 2009, 2006.

Nominated for the Campus Excellence in Graduate and Professional Teaching Award, 2016

Other Teaching Activities:

Guest Lecture – Social Innovation Execution (2018)

IOEA Workshop (2018)

Wrigley Executive Education Program (2010)

Certificate in Entrepreneurial Management (CEM) for Life Scientists (2009, 2010)

Professional Science Management (PSM) (2010-2013)

Seminar on Entrepreneurship for Business Minors (2009)

U.S. Business Internship Program for Young Middle Eastern Women (Summer 2004)

Business Plan Development for Social Entrepreneurs (SESI—Summer 2007, 2008)

Doctoral Student Committees:

Jessica Jones (dissertation committee member), YOG: 2020 Expected

Kun Zhang (dissertation committee member), YOG: 2020 Expected

Francisco Morales (dissertation committee member), YOG: 2020 Expected

Wen Zheng (dissertation committee member), YOG: 2019

Minjae Lee (dissertation committee member), YOG: 2019

Jiyoon Chung (dissertation committee member), YOG: 2018, The Chinese U. of Hong Kong, Shenzhen

Shiau-Ling Guo (dissertation committee member, Purdue), YOG: 2018, National Chengchi University

Tobin Hanspal (outside examiner, Copenhagen Business School), 2017

Jeff Savage (Chair), YOG: 2017, University of South Carolina

Brent Fegley (dissertation committee member), YOG: 2016

Brad Skousen (dissertation committee member), YOG: 2016, The Ohio State University (visiting)

Grace Su (Co-Chair), YOG: 2017, Saint Ambrose University

Chih Lui (dissertation committee member), YOG 2014, RTI

Marleen McCormick (Co-Chair), YOG: 2013, Butler University

Minyoung Kim (dissertation committee member), YOG: 2012, University of Kansas

I-Chen (Kim) Wang (dissertation committee member), YOG: 2012, Suffolk University

LiHong Qian (dissertation committee member), YOG: 2011, Portland State University

Martin Ganco (dissertation committee member), YOG: 2010, University of Minnesota

Denisa Mindruta, (dissertation committee member), YOG: 2008, HEC

Anetta Fortune, (dissertation committee member, Duke), YOG: 2004, Drexel

Tim Carroll, (dissertation committee member, Duke), YOG: 2003, Georgia Tech

Habilitation to Supervise Research Committee:

Armelle Maze (jury member), University Grenoble Alpes: 2017

Internal Service

University of Colorado

Department

DCPC – 2017-Present

SEO Group PhD Coordinator – 2017-Present

Member, SE Search Committee – 2017- Present

Member, MBA Curriculum Task Force: Experiential Learning – 2018

Presenter, Leeds Business Insights – 2018

Presenter, Women in Business – 2018-2019
Member, PUEC for Ashton Hawk – 2019
Member, PUEC for Nathalie Moyen -- 2019
Member, PUEC for Cynthia Banks – 2018
Grade Appeal Committee – 2018
Chair, PUEC for Promotion to Full Professor, Tony Tong – 2017

University

VCAC – 2017-Present
Hiring Committee, Technology Transfer – 2017-Present

University of Illinois

Department

Graduate Studies Committee/Group PhD Coordinator – 2014-2017
iMBA Faculty Advisory Committee – 2016-2017
Academic Appeals Committee – 2015-2016
Department Advisory Committee – 2012-2013
Group Coordinator – 2010
Co-Chair Search Committee – 2010
College of Business Limited Status Committee – 2010-2013
Education Policy Committee – 2009-2010
Strategy Seminar Coordinator Spring 2006 – Spring 2007; Fall 2008
Organizer – PhD Seminar, Internal Presentations

University

Entrepreneurship Roundtable – 2011-2017
Behavioral & Social Sciences Area, Fellowship Board Area Committee – 2015-2016
Behavioral & Social Sciences Area, Fellowship Board Area Chair – 2016-2017
IGB Bio-Bel Planning: Organizer Promise of the Prairie Symposium – 2008
Academy of Entrepreneurial Leadership – Coordinating Faculty Fellow – 2010-2012

Professional Service

Editorial Boards

Journal of Technology Transfer (Associate Editor), 2011 – Present
Innovation: Organization and Management (Associate Editor), 2017 – Present
Journal of Management Studies, Special Issue on Knowledge Worker Mobility (Co-Editor), 2016-2017
Strategic Management Review, Special Issue on Open Innovation (Co-Editor), 2018-Present
Organization Science, 2007 – Present
Strategic Management Journal, 2007 – Present
International Journal of Strategic Change Management, 2007 – Present
Research Policy, 2014 – Present
Academy of Management Review, 2017 – Present

Editorial Service (Including Ad Hoc Reviews and Proceedings)

Academy of Management Journal, Academy of Management Review, Administrative Science Quarterly, Economics of Innovation and New Technology, European Journal of Law and Economics, IEEE Transactions in Engineering Management, Industrial and Corporate Change, Journal of Business Research, Journal of Business Venturing, Journal of Economic Behavior and Organization, Journal of Economic and Management Strategy, Journal of Law, Economics and

Organization, Journal of Management and Governance, Journal of Management, Journal of Management Studies, Journal of Marketing Channels, Journal of Productivity Analysis, Management Science, Minerva, Organizational Behavior and Human Decision Processes, Research Policy, Strategic Entrepreneurship Journal

Conference Reviewing:

Academy of Management, EMNET, International Society of New Institutional Economics (ISNIE), Society of Franchising Annual Conference, Strategic Management Society

Other Review Services

Reviewer for NSF Grants/NSF Panel, ORA Grants, AEL Grants, SMS Doctoral Research Grants
Reviewer for Best Paper Prize: *Academy of Management, Strategic Management Society*
External Assessment Committee – Maersk Chair in Entrepreneurship

Membership in Academic and Professional Organizations:

Academy of Management, EMNET, Informs, International Society for New Institutional Economics/Society for Institutional & Organizational Economics, Strategic Management Society

Positions in Academic Organizations:

Academy of Management, Technology and Innovation Management (TIM) Division – PDW Chair, 2018/19, Program Chair 2019-2020 (5-year leadership track)
International Society of New Institutional Economics/Society for Institutional and Organizational Economics (SIOE) – Treasurer (2015—present)
International Society of New Institutional Economics – Board Member (2005-2007)
Strategic Management Society – Cooperative Strategies Interest Group, Associate Program Chair (2016); Program Chair (2017), Chairperson (2018)
Strategic Management Society – Track Chair Special Conference: *Collaborative Strategies: New Thinking about Alliances, Mergers and Acquisitions* (2017)
Strategic Management Society – Cooperative Strategies Interest Group Rep. at Large (2014-2015)
Strategic Management Society – Entrepreneurship Interest Group Rep. at Large (2007, 2012)
BPS Executive Board Member, Academy of Management (2009-2010)
Organizer BPS Doctoral Consortium Academy of Management (2009-2010)
EMNET – Scientific Committee (2004-2005; 2007)

Additional Professional Activities

Discussant, APPAM Fall Conference (2019)
Invited Workshop Participant, Institute of Women's Policy Research (IWPR) Workshop on Diversity and Innovation: New Research and Policy Solutions (2019)
Faculty Participant, Paper Development Workshop – Stakeholders, Partnerships, and Competitive Advantage, Strategic Management Society (2019)
Conference Organizer, SMR Open Innovation Special Conference (2018)
Reader, #GiveFirst Colloquium, University of Colorado Boulder (2018)
Panelist, SMS Extension Workshop: Hybrid Organizing, Innovation and Social Value Creation: New Perspectives for Strategy (HEC Paris, 2018)
Faculty Participant, STR Doctoral Consortium, Academy of Management Meetings (2018)
Faculty Participant, Junior Faculty Consortium, Strategic Management Society Special Conference: *Collaborative Strategies: New Thinking about Alliances, Mergers and Acquisitions* (2017)

Faculty Participant, Paper Development Workshop – Knowledge and Innovation and Cooperative Strategies, Strategic Management Society (2017-2018)
Panelist, Annual Institutions and Innovation Conference (2017)
Faculty Participant, TIM Junior Faculty Consortium, Academy of Management (2012, 2013, 2015)
Faculty Participant, Doctoral Consortium, Strategic Management Annual Conference (2016) and SMS Special Conference: *Strategy Challenges in the 21st Century: Innovation, Entrepreneurship and Competition* (2016)
Co-Organizer and Facilitator, Paper Development Workshop – Knowledge and Innovation and Cooperative Strategies, Strategic Management Society (2015, 2016)
Co-Organizer and Facilitator, Professional Development Workshop on “The Dyad in Context: Developing & Managing a System of Vertical Partnerships,” Academy of Management (2012)
Organizer and Facilitator, Interest Group Panel on “Teaching Strategic Entrepreneurship,” Strategic Management Society (2012)
Faculty Participant, Early Career Workshop, Industry Studies Association (2010, 2014)

Professional Employment/Consulting Experience:

1990-1993	Law and Economics Consulting Group. Emeryville, Ca. <i>Outside Consultant.</i> Provided economic analysis for anti-trust and intellectual property litigation.
1988-1990	Technology Forecasters. Berkeley, Ca. <i>Market Analyst/Consultant.</i> Conducted extensive primary market research and wrote detailed custom market reports and business plans for numerous electronics and biotechnology companies. Published articles and presented technical papers.
1985-1986	American Pharmaseal, A Division of Baxter Travenol. Irwindale, Ca. <i>Chemist.</i> Monitored and documented worker exposure to airborne carcinogenic residue in accordance with OSHA regulations.