Hossein Arjmandi
MIS PhD Candidate

UNIVERSITY OF GEORGIA

Terry College of Business
Department of Management Information

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February 12, 2026

Selection Committee
NBER Innovation Research Boot Camp 2026

Dear Committee Members,

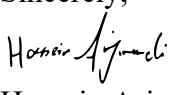
I am a fourth-year PhD student in Management Information Systems at the Terry College of Business, University of Georgia with research interests in the economics of innovation, technology evolution, and computationally-intensive theory construction. My work is heavily quantitative and uses large-scale text analysis to derive theoretically grounded constructs primarily from patent text and connect them to market outcomes.

My research centers on building "text-as-data" measures that let us observe *how* technologies evolve and commercialize at scale and the "valley of death," the stage where many innovations stall before reaching mainstream adoption. That agenda has already produced a *first-round major revision* at ***MIS Quarterly*** on technology market commercialization, and I am currently writing a second paper on how innovation mode shapes invention transfer.

Participation in the Boot Camp would help me refine this research, strengthen its positioning within innovation economics, and further develop it as I prepare for the 2026–2027 academic job market.

My recommendation letter will be submitted by **Dr. Hani Safadi**, *Associate Professor of MIS, Terry College of Business, University of Georgia*, at hanisaf@uga.edu.

Sincerely,



Hossein Arjmandi
MIS PhD Candidate
Terry College of Business
University of Georgia
harj@uga.edu
(945) 444-7623

Last updated on Feb 11, 2026

Curriculum Vitae

Hossein Arjmandi

Email: harj@uga.edu **Phone:** +1 945-444-7623

Education

2022 – Exp. 2027 **Ph.D. in Business Administration (Management Information Systems)**
Terry College of Business, University of Georgia, Athens, GA, U.S.A

2018 – 2021 **Master of Business Administration (E-commerce)**
Yazd University, Yazd, Iran.
GPA: 4/4 (19.02/20)
Thesis Title: "An Analysis of Online Customer Reviews Based on the Marketing Mix Using Artificial Intelligence"

2014 – 2018 **Bachelor of Business Administration (Marketing)**
Yazd University, Yazd, Iran.
GPA: 3.41/4 (16.20/20)

Research Interests

- Economics of Innovation
- Technology Evolution
- Computationally-Intensive Theory Construction

Research

1st round R&R Safadi, H., & **Arjmandi, H**. The Evolutionary Pathways of Technology Market Commercialization. ***MIS Quarterly***.

Working paper **Arjmandi, H**., Safadi, H. How Innovation Mode Shapes the Transfer of Inventions: Evidence from Inventor Teams. Analysis completed; manuscript in preparation (target: Information Systems Research).

Accepted Xu, M., **Arjmandi, H.**, Quigley, T., & Hyde, S. (2025). The machine learning data dilemma in strategy research: Building reliable models without consuming all data. To be presented at the Strategic Management Society Conference (SMS), San Francisco, CA.

Published **Arjmandi, H.**, & Zhao, X. (2024). Social Media Impact on FEMA Funding Programs. Proceedings of the Americas Conference on Information Systems (AMCIS), Salt Lake City, Utah.

Awards and Honors

May '25 Nominated for the SMS Annual Conference 2025 Research Methods Paper Prize for the paper *"The Machine Learning Data Dilemma in Strategy Research: Building Reliable Models Without Consuming All Data"*.

May '25	Nominated for the 2025 Transfer Advocate Award by the Office of Transfer Services, University of Georgia.
Nov '24	$12,500 grant for sustainability initiative at the Terry College of Business for the paper *"Equitable Disaster Relief: Investigating Social Media Use in FEMA's Decision-Making."*
Aug '24	Invited to the Americas Conference on Information Systems Doctoral Consortium, Salt Lake City, Utah, U.S.A.
Aug '23	Invited to the Academy of Management Doctoral Consortium, Communication, Digital Technology, and Organization Division, Boston, Massachusetts, U.S.A.

Service

Ad-hoc Reviewer

- Americas Conference on Information Systems (AMCIS)
- International Conference on Information Systems (ICIS)
- Hawaii International Conference on System Sciences (HICSS)
- Conference on Information Systems and Technology (CIST)
- European Conference on Information Systems (ECIS)
- Annual Meeting of the Academy of Management (AOM)
- Pacific-Asia Conference on Information Systems (PACIS)

Paper Session Chair — SIG ADIT 10: Adoption and Diffusion of Digital Technologies in Americas Conference on Information Systems (AMCIS) 2024

Academic Experience

Instructor of Record

Aug '24 – May '25 — Management Information Systems Department, Terry College of Business, University of Georgia, Athens, GA, U.S.A.

- **Teaching Data Management and Analytics – MySQL & Tableau (MIST 4610)**
- **Teaching effectiveness score:**
  - Fall 2024: 4.77/5
  - Spring 2025: 4.92/5 (section 1); 4.98/5 (section 2)

Research Assistant

June '23 – May '25 — Management Information Systems Department, Terry College of Business, University of Georgia, Athens, GA, U.S.A.
Under the supervision of Dr. Hani Safadi

Teaching Assistant

Jan '23 – May '25 — Management Information Systems Department, Terry College of Business, University of Georgia, Athens, GA, U.S.A.
Python Programming Skills for Business Analytics I & II
R Programming Skills for Business Analytics I & II

- Holding office hours and tutoring students

University of Georgia - PROD

Unofficial Academic Transcript

This is not an official transcript. Courses which are in progress may also be included on this transcript.

Transcript Data

STUDENT INFORMATION

Name
Hossein Arjmandi Herat

Birth Date
19-APR

Program

Doctor of Philosophy

College
College of Business

Major and Department
Business Administration, College of Business

INSTITUTION CREDIT

Term: Fall 2022

Academic Standing
Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
GRSC	7001	DR	GradFIRST Seminar	A	1.000	4.00	
MARK	9650	DR	Multivariate Statistics	A-	3.000	11.10	
MIST	9700	DR	Research Fundamentals	A-	3.000	11.10	I
MIST	9760	DR	Emerging IS Phenomena	A	3.000	12.00	I
MIST	9770	DR	Research Methods	A-	3.000	11.10	
MIST	9780	DR	MIS Workshop	S	1.000	0.00	I

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	14.000	14.000	14.000	13.000	49.30	3.79
Cumulative	14.000	14.000	14.000	13.000	49.30	3.79

Term: Spring 2023

Academic Standing
Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
GRSC	7770	DR	Graduate Teaching Seminar	S	1.500	0.00	
MGMT	9620	DR	Econometric for Strategic Mgmt	A	3.000	12.00	
MIST	8990	DR	Directed Study	A-	1.000	3.70	I
MIST	9710	DR	Digital Strategy & Innovation	A	3.000	12.00	
MIST	9777	DR	Big Data Research	A	3.000	12.00	
MIST	9780	DR	MIS Workshop	S	1.000	0.00	I

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	12.500	12.500	12.500	10.000	39.70	3.97
Cumulative	26.500	26.500	26.500	23.000	89.00	3.86

Term: Summer 2023

Academic Standing
Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
MIST	8990	DR	Directed Study	A	9.000	36.00	I

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	9.000	9.000	9.000	9.000	36.00	4.00
Cumulative	35.500	35.500	35.500	32.000	125.00	3.90

Term: Fall 2023

Academic Standing
Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
MGMT	9610	DR	Structural Equation Modeling	A	3.000	12.00	
MIST	9700	DR	Research Fundamentals	A	3.000	12.00	I
MIST	9760	DR	Emerging IS Phenomena	A	3.000	12.00	I
MIST	9780	DR	MIS Workshop	S	1.000	0.00	I
MIST	9790	DR	Machine Learning & Econometric	A	3.000	12.00	

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	13.000	13.000	13.000	12.000	48.00	4.00
Cumulative	48.500	48.500	48.500	44.000	173.00	3.93

Term: Spring 2024

Academic Standing

Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
MGMT	9850	DR	Job Affect	A	1.500	6.00	
MIST	8990	DR	Directed Study	A	4.500	18.00	I
MIST	9740	DR	Phd Qual Research	A	3.000	12.00	
MIST	9750	DR	User Behavior and Innovation	A-	3.000	11.10	

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	12.000	12.000	12.000	12.000	47.10	3.92
Cumulative	60.500	60.500	60.500	56.000	220.10	3.93

Term: Summer 2024

Academic Standing

Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
MIST	8990	DR	Directed Study	A	9.000	36.00	I

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	9.000	9.000	9.000	9.000	36.00	4.00
Cumulative	69.500	69.500	69.500	65.000	256.10	3.94

Term: Fall 2024

Academic Standing

Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
MIST	8990	DR	Directed Study	A	6.000	24.00	I
MIST	9000	DR	Doctoral Research	S	6.000	0.00	

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	12.000	12.000	12.000	6.000	24.00	4.00
Cumulative	81.500	81.500	81.500	71.000	280.10	3.94

Term: Spring 2025

Academic Standing

Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
MIST	9300	DR	Doct Dissertation	S	12.000	0.00	I

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	12.000	12.000	12.000	0.000	0.00	
Cumulative	93.500	93.500	93.500	71.000	280.10	3.94

Term: Summer 2025

Academic Standing

Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
MIST	8990	DR	Directed Study	A	9.000	36.00	I

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA

Current Term	9.000	9.000	9.000	9.000	36.00	4.00
Cumulative	102.500	102.500	102.500	80.000	316.10	3.95

Term: Fall 2025

Academic Standing

Good Standing

Subject	Course	Level	Title	Grade	Credit Hours	Quality Points	R
MIST	9300	DR	Doct Dissertation	S	12.000	0.00	I
MIST	9780	DR	MIS Workshop	S	1.000	0.00	I

Term Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Current Term	13.000	13.000	13.000	0.000	0.00	
Cumulative	115.500	115.500	115.500	80.000	316.10	3.95

TRANSCRIPT TOTALS

Transcript Totals (Doctoral)	Attempt Hours	Passed Hours	Earned Hours	GPA Hours	Quality Points	GPA
Total Institution	115.500	115.500	115.500	80.000	316.10	3.95
Total Transfer	0.000	0.000	0.000	0.000	0.00	0.00
Overall	115.500	115.500	115.500	80.00	316.10	3.95

COURSE(S) IN PROGRESS

Term: Spring 2026

Subject	Course	Level	Title	Credit Hours
MIST	9300	DR	Doct Dissertation	12.000
MIST	9780	DR	MIS Workshop	1.000

Essay

Research on adoption and diffusion mostly starts after a technology is already available to users, but many innovations fail earlier in the process. Commercialization is the critical transition point where an innovation moves from early development to broad adoption, and many technologies die in the "valley of death" before reaching that point. My research asks: How do the ways technologies evolve shape whether they get commercialized, and which evolution paths are most likely to succeed in the market?

The first project theorizes and tests how two technology evolution mechanisms shape technology market commercialization: *recombination* (combining prior technologies) and *structural deepening* (enhancing a prior technology). The paper argues that recombination helps commercialization by generating more effective solutions, while structural deepening helps commercialization by improving efficiency. It also predicts a substitution effect, meaning that pursuing both heavily at the same time can reduce returns. This mechanism-based view is meant to explain why technologies that look innovative can still struggle to become commercially ready, and why different innovation modes emerge from these evolution choices. To test our theory, the study uses a large dataset of U.S. IT patents filed from 2010 to 2019 and patent assignment records. The main findings align with the theory: both mechanisms are positively associated with commercialization, but their interaction is negative, consistent with substitution when pursued simultaneously.

A second paper in progress builds on the same theme by examining how innovation modes (i.e., incremental, modular, architectural, radical, based on the Henderson and Clark typology) shapes the transfer of inventions, with analysis completed and the manuscript in preparation.

The NBER Innovation Research Boot Camp would directly strengthen this line of work. I want to deepen my econometrics so that identification, robustness, and interpretation meet the standards expected in leading general-interest economics journals. I also want to broaden my grounding in innovation economics and innovation policy to position this theory more clearly within those debates and engage audiences beyond my home field, MIS. The structure of the boot camp and the surrounding NBER Summer Institute environment provide a strong setting to refine the theory, tighten empirical design, and receive focused feedback from scholars working at the frontier of innovation research. My intent is to fold Boot Camp feedback directly into my current two-paper pipeline and convert it into a third project designed for the NBER innovation audience within the next twelve months. Beyond that, I am eager to learn from the Boot Camp faculty, build a lasting network within the NBER innovation community, and translate that mentorship into a continuing stream of innovation research, especially as I prepare to enter the academic job market in the 2026–2027 cycle.

UNIVERSITY OF GEORGIA

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Department of Management Information Systems

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Athens, Georgia 30602
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hanisaf@uga.edu
www.terry.uga.edu/directory/mis/hani-safadi.html

February 12, 2026

To the Selection Committee,

I am pleased to recommend doctoral student Hossein Arjmandi for the NBER Innovation Research Boot Camp 2026. I have directly supervised Hossein's research on innovation and the evolution of technology since June 2023, so I can evaluate his work and trajectory firsthand.

Hossein is a strong fit for the Boot Camp because he already produces careful, quantitative research on the economics of innovation using large-scale text data and empirically grounded modeling. The Boot Camp's intensive instruction and exposure to the NBER innovation community would be especially valuable in helping Hossein further sharpen the rigor of his research design and strengthen how he frames and communicates his work to scholars who publish in top economics journals.

Hossein and I are conducting an ongoing research study on technology evolution, and we have one research paper under review on how these mechanisms lead to different pathways for its commercialization. This work builds on Brian Arthur's foundational work on the evolution of technology (Arthur, 2009).[1]

While working on his dissertation, Hossein demonstrated autonomy and independence, learning about patent research, data, and its idiosyncrasies. He thoroughly reviewed extant literature on innovation and demonstrated sound research skills in literature review, data collection, and data analysis. I believe his experience would also benefit other participants in the workshop.

The timing is also excellent, as he plans to enter the academic job market in the 2026–2027 cycle; engagement with the Summer Institute Innovation Policy meeting and related conversations would directly support his development and visibility.

Please do not hesitate to contact me if you need any further information.
Sincerely,

Hani Safadi
Associate Professor in MIS
Terry College of Business, The University of Georgia
hanisaf@uga.edu

[1] Arthur WB (2009) *The Nature of Technology: What It Is and How It Evolves*. Simon and Schuster.