NBER Entrepreneurship Grant Research Proposal

"The Prevalence and Drivers of Entrepreneurial Bootstrapping"

Jason Davis (INSEAD), Ben Hallen (University of Washington), Pai-Ling Yin (Stanford/University of Southern California)

This project merges two unique datasets to study the prevalence and drivers of entrepreneurial bootstrapping. We define bootstrapping as the funding of entrepreneurship through debt/savings or organic growth, in contrast to equity investment. Systematic observation of bootstrapping is rare; indeed, the ability to identify the set of firms outside of those who receive venture capital is difficult enough to observe. However, by focusing on the mobile app market, where arguably the population of apps are observed on the app stores as proof of concept before seeking venture capital, we are able to identify app developers who received funding from those who did not. Furthermore, we believe we can observe who chose to forego funding (bootstrapping) from those who were not selected by financial investors.

A handful of studies contrast funded versus non-funded ventures (Hellman & Puri, 2000; Shane & Stuart, 2002; Baum & Silverman, 2004; Davila, Foster, & Gupta, 2003). The percent unfunded ranges from 50-70% in focal samples on expensive sectors (biotechnology, university licensing). These studies confirm that performance and human capital increase the likelihood of raising. How prevalent is bootstrapping among high-growth ventures more generally? Other than lower-performance, what drives bootstrapping? Where might bootstrapping make sense? When are performance benefits of venture capitalists (VCs) / angels dampened? How do bootstrapping entrepreneurs overcome financial constraints / "soft" advantages of investments?

The ideal dataset to answer these questions comprises a large population that may not have raised *yet* and granular performance data. Through the generosity of Pitchbook, we have venture funding details on mobile apps, which we then merge to a historical dataset of mobile apps from iTunes previously employed by Davis and Yin (Yin, Davis, & Muzyrya 2014; Bresnahan, Davis, & Yin 2015). The mobile apps dataset captures *all* entrepreneurs that launch a mobile app for the iPhone over 5 years (iTunes is the only authorized distribution channel for iPhone apps). This data has numerous measures of performance at a daily level and recorded from the inception of the app, including star ratings and reviews by users and rankings of the apps each day based on the number of downloads and on gross revenues.

This setting is well-suited for studying bootstrapping, since it is attractive to VCs as a large, growing, potentially disruptive market in which a VC could help a developer with

marketing and additional feature development (Hallen, 2008). It is also a setting where bootstrapping is viable, since the launch and development and distribution of an app requires limited capital.

Preliminary results based on the mobile app ecosystem from December 2012 through March 2015 (272,861 developers with 1,354,630 apps) suggest more nuance is needed in response to the classic portrayal of highest-quality ventures sorting into VC funding. Bootstrapping is indeed prevalent, even among the high growth mobile apps. A history of revenue-generating performance tends to increase the likelihood of bootstrapping, rather than acting as a signal to attract venture financing, suggesting that early revenue growth is an important and under-examined alternative to venture capital. We plan to further investigate the impact of competitive intensity and industry turbulence in the different categories of apps, the interaction between innovative search, scaling, and resource acquisition, and the source of bootstrapping decisions (entrepreneurial choice or venture capital availability?).

Our research methodology will mix methods, combining quantitative econometric analysis of large scale data on apps and funding with qualitative case studies of entrepreneurs. We plan to use the grant to support travel to collaborate and interview mobile app entrepreneurs and to hire research assistants.

References

Baum, Joel A.C. & Brian Silverman, "Picking Winners or Building Them? Alliance, Intellectual, and Human Capital as Selection Criteria in Venture Financing and Performance of Biotechnology Startups," *Journal of Business Venturing*, 19:3 (May 2004) pp. 411-436.

Bresnahan, Timothy F., Jason P. Davis, & Pai-Ling Yin, "Economic Value Creation in Mobile Applications," *The Changing Frontier: Rethinking Science and Innovation Policy*, Adam Jaffe and Benjamin Jones, eds., University of Chicago Press, Chicago, 2015.

Davila, Antonio, George Foster, & Mahendra Gupta, "Venture Capital Financing and the Growth of Startup Firms," *Journal of Business Venturing*, 18:6 (November 2003) pp. 689-708.

Hallen, Benjamin J., "The Causes and Consequences of the Initial Network Positions of New Or ganizations: From Whom do Entrepreneurs Receive Investments," *Administrative Science Quarter ly*, 53:4, (December 2008) pp. 685–718.

Hellman, Thomas & Manju Puri, "The Interaction between Product Market and Financing Strategy: The Role of Venture Capital," *Review of Financial Studies*, 13:4 (October 2000) pp. 959-984.

Shane, Scott & Toby Stuart, "Organizational Endowments and the Performance of University Start-ups," *Management Science*, 48:1 (January 2002) pp. 154-170.

Yin, Pai-Ling, Jason P. Davis, & Yulia Muzyra, "Entrepreneurial Innovation: Killer Apps in the iPhone Ecosystem," *American Economic Review*, 104:5 (May 2014) pp. 255-59.

Pai-Ling Yin

366 Galvez St, Stanford, CA 94305 pyin@stanford.edu 650/724-8187

Pai-Ling Yin is a Social Science Research Scholar at the Stanford Institute for Economic Policy Research. She co-founded the Mobile Innovation Group (MIG: mig.stanford.edu) with Tim Bresnahan of Stanford and Jason Davis of INSEAD, studying all the aspects of the mobile app ecosystem, from industry evolution to platform competition to entrepreneurial strategy. MIG was awarded a 3 year NSF grant.

In August 2016, Pai-Ling will be an Associate Professor of Clinical Entrepreneurship in the Greif Center for Entrepreneurship at the University of Southern California's Marshall School of Business. She will also be the Director of the Technology Commercialization Initiative.

Pai-Ling received a PhD in Economics from Stanford and was a professor of strategy at both Harvard Business School and MIT Sloan School of Management. She has written numerous cases on technology and strategy and research papers on platform competition (eBay, trading exchanges) and diffusion of innovation. She is also the co-owner of a FitLab Pilates in Cambridge, MA.

Her close work with industry has led her to partner local firms with students at Stanford. In her strategy course for undergrads, students work with a firm to analyze a strategic problem and present recommendations. Partners have included Intel, Swift Navigation (GPS devices), Gooru (educational platform), EQI (outsourcing), and Unspoken Tales (mobile gaming). Intel implemented recommendations from their project, and a student started a business from his project.

Pai-Ling also organizes a speaker series and field trips to local firms (Facebook, Intel, Google, Square, Airbnb, Lookout Security, DocuSign, consulting, startups, venture capital) to help current and prospective economics majors understand the wide range of opportunities available given their field of study, connect them to area alumni, and articulate the assets they bring to tech firms with their non-tech backgrounds. Despite recent declines in all majors relative to computer science, enrollments in economics increased 15% the first year of the speaker series.

Education

Stanford University, Stanford, CA
Ph.D. Economics, 2005, "Using Surveys to Measure Information in Auctions: Evidence for Rational Behavior, Informative Prices, and the Importance of Credibility in eBay Computer Auctions," Advisors: Tim Bresnahan, Pat Bajari, Susan Athey.

London School of Economics and Political Science
M.S. Regulation, emphasis in Utilities & Telecommunications, 1997

Indiana University, Bloomington, IN
B.A. Economics and French, *summa sum laude*, 1995
B.S. Mathematics, *summa cum laude*, 1995

Professional Experience

2016	**University of Southern California Marshall School of Business** Associate Professor of Clinical Entrepreneurship and Director of the Technology Commercialization Initiative, Greif Center for Entrepreneurship
2013-2016	**Stanford Institute for Economic Policy Research** Social Science Research Scholar
April-June 2014	**Stanford Department of Economics** Assistant Visiting Professor
2010-2013	**MIT Sloan School of Management** Richard S. Leghorn (1939) Career Development Professor of Management in Technological Innovation, Assistant Professor of Technological Innovation, Entrepreneurship & Strategic Management
2007-2010	**MIT Sloan School of Management** Assistant Professor of Strategy
2004-2007	**Harvard Business School** Assistant Professor of Strategy

Honors and Professional Activities

- National Science Foundation (NSF) Grant 1431276, three-year-award for "Strategy and Organization of Mobile Innovation and Entrepreneurship," shared with colleagues, Tim Bresnahan and Jason Davis.
- Best Paper Award at the Atlanta Competitive Advantage Conference, May 20-22, 2014 for "Experimentation Strategies and Entrepreneurial Innovation: Inherited Market Differences from the iPhone Ecosystem."
- MIT Sloan Karl Chang (1965) Innovation Fund
- Edward B. Roberts (1957) Fund
- Associate Editor, *Information Economics and Policy*
- Guest Editor, Special Issue on The Economics of Information and Communication Technologies, *International Journal of Industrial Organization*, 2013
- Scientific Committee, ICT Conference, Munich, Oct. 14-16, 2013

- Scientific Committee, Consortium on Financial Systems and Poverty's RFP process for "Applying Economic Theory to a New Industry: Mobile Banking in Developing Countries", Nov 2012
- EARIE Young Economists Essay Award, Amsterdam, The Netherlands, 2006
- NSF Graduate Fellowship in Economics, 1998-2001
- Truman Scholar, 1994
- Herman B Wells Scholar, 1991

Publications

"Mobile Applications, The Economics of" with Timothy Bresnahan, Jason Davis and Tim Jaconette, *The New Palgrave Dictionary of Economics*. Online Edition, Eds. Steven N. Durlauf and Lawrence E. Blume. Palgrave Macmillan, 2015.

"Economic Value Creation in Mobile Applications" with Timothy F. Bresnahan and Jason P. Davis, *The Changing Frontier: Rethinking Science and Innovation Policy*, edited by Adam Jaffe and Benjamin Jones, University of Chicago Press, Chicago, 2015.

"Entrepreneurial Innovation: Killer Apps in the iPhone Ecosystem" with Jason P. Davis and Yulia Muzyrya, *American Economic Review*, 104:5 (May 2014) pp. 255-59.

"Competition between Exchanges: A Research Agenda" with Estelle Cantillon, *International Journal of Industrial Organization* (May 2011) pp. 329-336.

"Reallocating innovative resources around growth bottlenecks" with Timothy F. Bresnahan, *Industrial and Corporate Change* 19:5 (October 2010) pp. 1589-1627.

"Empirical Tests of Information Aggregation," *International Journal of Industrial Organization* Vol. 25, Issue 6 (December 2007) pp. 1179-1189.

"Standard Setting in Markets: The Browser War" with Timothy F. Bresnahan, *Standards and Public Policy*, edited by Shane Greenstein and Victor Stango, Cambridge University Press, 2007.

"Innovation and Incumbent Industry Structure: TiVo," *Industry and Firm Studies*, edited by Victor J. Tremblay and Carol Horton Tremblay, Routledge, 2007

"Economic and Technical Drivers of Technology Choice: Browsers" with Timothy F. Bresnahan, *Annales d'économie et de statistique* No. 79:80 (2005) pp. 629-670.

"Building Firm Trust Online" with Detlef Schoder, *Communications of the ACM* 43:12 (December 2000) pp. 73-79.

Papers in Progress or Under Review

"Experimentation Strategies and Entrepreneurial Innovation: Inherited Market Differences from the iPhone Ecosystem" with Jason Davis and Yulia Muzyrya, 2015 (R&R at *Strategic Management Journal,* ACAC 2014 Best Paper Award).

"Competition between Exchanges: Lessons from the Battle of the Bund" with Estelle Cantillon, 2015 (R&R at *American Economic Review*).

"Demand Heterogeneity, Inframarginal Multihoming, and Platform Market Stability: Mobile Apps" with Timothy Bresnahan and Joe Orsini, 2015.

"Paying Incumbents and Customers to Enter an Industry: Buying Downloads" with Timothy Bresnahan and Xing Li, 2015.

"Escalation of Commitment and the Scope of New Firms: Entrepreneurial Diversification in the iPhone Application Ecosystem" with Jason Davis and Yulia Muzyrya, 2015.

"Information Acquisition and Consumer Choice" with Timothy F. Bresnahan and Timothy Landvoigt, 2013.

"Anticompetitive Price Effects of Competition and Uncertainty," 2010.

"Uncertainty or Heterogeneity? Identifying the Source of Variation through Surveys," 2008.

"Information Dispersion and Auction Prices," 2009 (EARIE Young Economists Essay Award 2006).

HBS Course Materials

"Technology Strategy," *Core Curriculum: Strategy*, Ramon Casadesus-Masanell, editor, forthcoming.

"Cellular Service" with Abigail Tinker, Harvard Business School Case 707-424 and Harvard Business School Teaching Note 707-576.

"SAP: Industry Transformation (A)" with Andrei Hagiu, Daniela Beyersdorfer and Vincent Marie Dessain," Harvard Business School Case 707-435 and Harvard Business School Teaching Note 707-578, with Andrei Hagiu.

"Online Auction Markets," Harvard Business School Case 705-411 and Harvard Business School Teaching Note 705-577.

"Bringing OTC back to the Exchange: Euronext.liffe's launch of ABC" with Estelle S. Cantillon, Harvard Business School Case 706-489.

"Bringing OTC Back to the Exchange: Euronext.liffe's Launch of ABC (TN)" with Estelle S. Cantillon, Harvard Business School Teaching Note 706-490

"Principles of Microeconomics for Strategists" with Felix Oberholzer-Gee and Elizabeth Raabe, Harvard Business School Online Case Products 705-801.

"Principles of Microeconomics for Strategists Tutorial" with Felix Oberholzer-Gee and Elizabeth Raabe, Harvard Business School Courseware 705-801.

"A Note on Applying Dimensional Analysis to Understand Cost Drivers," Harvard Business School Note 706-492.

"Interpretation of Elasticity Calculations," Harvard Business School Note 705-412.

"Ice-Fili (Abridged)" with Michael G. Rukstad and John R. Wells, Harvard Business School case 705-441.

"QUALCOMM, Inc. 2004" with David B. Yoffie and Elizabeth Kind, Harvard Business School Case 705-401.

"PalmSource, Inc." with David B. Yoffie and Christina L. Darwall, Harvard Business School Case 704-473.

"Strategic Inflection: TiVo in 2005" with David B. Yoffie and Barbara J. Mack, Harvard Business School Case 706-421.

"Strategic Inflection: TiVo in 2003 (A & B) TN" with David B. Yoffie, Harvard Business School Teaching Note 704-497.

"Strategic Inflection: Tivo in 2003 (A)" with David B. Yoffie and Christina L. Darwall, Harvard Business School Case 704-425.

"Strategic Inflection: TiVo in 2003 (B)" with David B. Yoffie and Christina L. Darwall, Harvard Business School Case 704-429.

"Strategic Inflection: TiVo in 2003 (B)" with David B. Yoffie and Christina L. Darwall, Harvard Business School Course Software 704-751.

Teaching

Stanford	Economics and Strategy (undergraduate)	2014-present
Stanford	Stanford Economics Alumni Speaker Series	2014-present
MIT	Competitive Strategy (MBA)	2008-2013
MIT	Doctoral Seminar in Technology and Strategy	2010
HBS	Technology Strategy (MBA)	2005-2007
HBS	Strategy (MBA)	2003-2005

Executive Education

Accenture 2015-present
IBM Global Sales (Boston Toronto Group) 2012-present
Chinese-speaking programs (bilingual) 2012-present
China Telecom
Peking University HSBC Business School EMBA
Hubei Science & Technology
Taiwan University EMBA
Jiaotong Executive Development Program
Sun Yat-sen University
EPOCH

Press

Marketplace radio interviews on exchanges and technology (2011-present)
Cited in Salz, Peggy-Anne, and InMobi. *Apponomic: The Insider's Guide to a Million Dollar App Business* (London: Tyson Press, 2014)
WGBH "Innovation Hub" radio interview on online commerce, 2012
"Lessons from the battle of the Bund" with Estelle Cantillon, *Vox*, September 2, 2008.
"What Are the Lessons of the Blu-Ray/HD-DVD Battle?" *New York Times*, Freakonomics Blog, March 4, 2008.

References

Prof. Tim Bresnahan, Stanford, tbres@stanford.edu
Prof. Michael Cusumano, MIT Sloan, cusumano@mit.edu
Prof. Jason Davis, INSEAD, Jason.davis@insead.edu

Benjamin L. Hallen

Curriculum Vita (March 15, 2016)
Foster School of Business, University of Washington, Seattle, WA
Email: bhallen@uw.edu

EDUCATION

Ph.D. in Strategy, Organizations, and Entrepreneurship, Stanford University, Department of Management Science and Engineering, June 2007

- Dissertation: "The Origin of Network Positions: How Entrepreneurs Raise Funds"
- Winner of Technology and Innovation Management (TIM) Division's Best Dissertation Competition (2008)
- Finalist in Business Policy and Strategy (BPS) Division's Dissertation Competition (2008) and Organization Science Dissertation Proposal Competition (2006)
- Dissertation Committee: Kathleen Eisenhardt (chair), Riitta Katila, Thomas Byers, Pamela Hinds

Master of Computer Science, University of Virginia, 2002

Bachelor of Science in Electrical Engineering (with highest distinction), University of Virginia, 2000

ACADEMIC EMPLOYMENT

University of Washington, Foster School of Business
August 2014 – Present Assistant Professor of Management and Organization

London Business School
July 2011 – July 2014 Assistant Professor of Strategy and Entrepreneurship

Robert H. Smith School, University of Maryland
July 2007 – June 2011 Assistant Professor of Management and Organization

RESEARCH, METHODS, AND TEACHING INTERESTS

My *research interests* focus on the strategies by which entrepreneurs and other low-power actors "break in" to market networks and gain early support. Through this research, I seek to contribute to strategy, organizational theory, and entrepreneurship by developing a more strategic view on how individuals and managers advantageously shape surrounding and important networks.

My *methodological interests* focus on the complementary combination of inductive field-based methods and statistical, quantitative methods. Specifically, I am interested in the use inductive field-studies to develop insights that extend and push extant theories in unexpected ways. Then, using my computer science background, I seek to construct, integrate, and manipulate novel and complex relational databases to further develop and test these insights using statistical analyses.

My *teaching interests* include entrepreneurship (both core courses and venture finance), strategy, organizational behavior, and the management of technology.

AWARDS, GRANTS, AND FELLOWSHIPS

Winner of "Faculty of the Program Award" from both the Monday and Wednesday Sections of Class 14 of the Technology Management MBA Program, University of Washington, June 2015 (one of two faculty recipients by student vote).
Winner of "Faculty of the Quarter Award" from both the Monday and Wednesday Sections of the Technology Management MBA Program, University of Washington, March 2015.
Winner of Technology and Innovation Management (TIM) Division's Best Paper Award for 2014 Academy of Management Conference for "Do Accelerators Accelerate?", 2014.
Best Teacher Award, Masters in Management Programme (as voted on by students), London Business School, Spring 2013
Research and Materials Development Fund (£9300) for studying "How Entrepreneurs 'break into' and improve their positions within key industry networks", London Business School, Spring 2012.
Deloitte Institute of Innovation and Entrepreneurship Grant (£3,375) for studying "Open Tournaments vs. Social Networks: A Study of the Impact of Venture Accelerators on Entrepreneurial Fundraising", London Business School, Fall 2011.
Kauffman Firm Survey Grant ($12,000) for studying "Regional Variance in Entrepreneur Approaches to Venture Building," Ewing Marion Kauffman Foundation, 2010.
Teaching Award for Top 15% Teaching Performance (based on student evaluations), R. H. Smith School of Business, University of Maryland, for teaching undergraduate strategy (BMGT 495) in Spring 2009.
Winner of Technology and Innovation Management (TIM) Division's Best Dissertation Competition, 2008.
Finalist in Business Policy and Strategy (BPS) Division's Dissertation Competition, 2008.
Dingman Center for Entrepreneurship Research Competition (University of Maryland): Best Published Paper, 2008.
Graduate Research Board Summer Support Award ($8,750) from the University of Maryland, 2008.
Distinguished Student Paper Award from the Business Policy and Strategy Division at the Academy of Management Annual Meeting, 2007.
Finalist in Organization Science Dissertation Proposal Competition, 2006.
Ewing Marion Kauffman Foundation Dissertation Fellowship, 2006.
Heitz Fellowship at Stanford University, 2005.
Stanford School of Engineering Fellowship, 2002.
Recipient of Dean's Fellowship for Masters at University of Virginia, 2000-2001.
1st Place finish in Darden School of Business Fall 2000 Business Concept Competition, 2000.
Selected as one of 50 Lawn Residents at University of Virginia. Awarded to 4th year undergraduates based on academic record and community involvement. Declined in order to graduate a year early. 2000.
Miller Award for Outstanding Electrical Engineering Student at the University of Virginia. 2000.
Tau Beta Pi (Engineering Honors Society), 1999.
Virginia Engineering Foundation's Biomimicry Research Award, 1999.
Rodman Scholar (Engineering Honors Program) at the University of Virginia.

PUBLICATIONS

Y. Sekou Bemiss, Rory McDonald, Benjamin Hallen, and Emily Cox Pahnke (2015) "Entrepreneurial Beacons as Founding Triggers: The Yale Endowment, Run-ups, and the Growth of Venture Capital" (Strategic Management Journal, *Forthcoming*)

- An early version of this paper was published in the Academy of Management Meeting 2010 OMT Division best paper proceedings.

Hallen, Benjamin and Emily Cox Pahnke (2015) "When Do Entrepreneurs Accurately Evaluate Venture Capital Firms' Track Records? A Bounded Rationality Perspective" (Academy of Management Journal, *Forthcoming*)

Cox Pahnke, Emily, Rory McDonald, Dan Wang, and Benjamin Hallen (2015) "The Liability of Leakage: How Indirect Ties to Competitors Impact Innovation in Entrepreneurial Firms" (Academy of Management Journal, *Forthcoming*)

Hallen, Benjamin, Riitta Katila, and Jeff Rosenberger (2014) "How do Social Defenses Work? A Resource Dependence Lens on Technology Ventures, Venture Capitalists, and Corporate Relationships" *Academy of Management Journal*, August 2014.

Hallen, Benjamin and Kathleen Eisenhardt (2012) "Catalyzing Strategies and Efficient Tie Formation: How Entrepreneurs Obtain Venture Capital Ties" *Academy of Management Journal*, February 2012.

- An early version of this paper was included in the Academy of Management Meeting 2008 best paper proceedings under the title of "How Entrepreneurs Form Relationships"

Hallen, Benjamin (2008) "The Causes and Consequences of the Initial Network Positions of New Organizations: From Whom do Entrepreneurs Receive Investments" *Administrative Science Quarterly* 53: 685–718.

- Received a distinguished student paper award from the BPS division at the 2007 AOM conference and was included in the 2007 Academy of Management BPS Division Best Paper Proceedings.

Computer Science Publications:

Sullivan, Kevin., Griswold, William., Cai, Yuanfang., and Hallen, Benjamin. (2001) "The Structure and Value of Modularity in Software Design", ACM SIGSOFT Symposium on the Foundations of Software Engineering, Vienna.

Luebke, David and Hallen, Benjamin. (2001) "Perceptually Driven Simplification for Interactive Rendering", Rendering Techniques, Ed. Steven Gortler and Karol Myszkowski, Springer-Verlag, London.

CONDITIONALLY ACCEPTED / WORKING PAPERS

Zhang, Lei, Anil Gupta, and Benjamin Hallen (2015) "The Conditional Importance of Prior Ties: A Group-Level Analysis of Venture Capital Syndication" (Conditionally accepted, Academy of Management Journal)

Hallen, Benjamin, Christopher Bingham, and Susan Cohen (2016) "Do Accelerators Accelerate? Learning, Sponsorship, and Success in New Ventures"

- Winner of Technology and Innovation Management (TIM) Division's Best Paper Award for 2014 Academy of Management Conference.

Davis, Jason and Benjamin Hallen (2015) "Agentic Networks and Entrepreneurial Action: Implications for Resource Acquisition, Product Innovation, and Market Emergence"

Hallen, Benjamin (2015) "Moving on Up: Status Climbing and the Dynamics of Young Ventures Raising from Higher-Status Venture Capital Firms"

PAPERS IN DEVELOPMENT

Hallen, Benjamin, Rory McDonald, and Christopher Bingham (2015) "Fundraising Sequences: Why Entrepreneurs Benefit from Simultaneously Raising from Angels and Venture Capitalists" (Revising a prior working paper with new data and substantially revised theory)

Hallen, Benjamin, Jason Davis, and Pai-Ling Yin (2015) "Venture Bootstrapping and Why Some Ventures Do Not Raise Venture Capital: Examining Funding Patterns amongst the Population of Mobile App Developers" (Data analysis stage)

Hallen, Benjamin (2015) "Entrepreneurship and the Benefits of 'Off-the-Shelf' Resources." (Data collection stage)

PRESENTATIONS

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **Voyager Capital Investment Team Offsite**, September 2015. (Invited presenter)

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **Buerk Center for Entrepreneurship Advisory Board Meeting**, June 2015. (Invited presenter)

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **2015 Social Enterprise @ Goizueta Research Colloquium**, Emory University, May 2015. (Invited presenter)

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **University of Tennessee Seminar**, February 2015. (Invited presenter)

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **University of Colorado Boulder Law School**, December, 2014. (Invited presenter)

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **Strategic Management Society Israel**, March, 2014.

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **University of North Carolina Seminar**, January, 2014 (Invited presenter)

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **University of Washington Seminar**, January, 2014 (Invited presenter)

"Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success" **University of Warwick Strategy Seminar**, October 9, 2013 (Invited presenter)

"Comparison of Super Angels and Venture Capital Firms as Entrepreneurial Investors: Assessing the Extent and Limits of Organizational Advantage," West Coast Research Symposium, **University of Washington**, September, 2013 (Selected presenter)

"Unpacking the Effects of Social Defenses: The Formation of Corporate Venture Capital Relationships," Smith Entrepreneurship Conference, **University of Maryland**, April, 2013 (Selected presenter)

"Unpacking the Effects of Social Defenses: The Formation of Corporate Venture Capital Relationships," Network Evolution Conference 3.0, **INSEAD**, Fontainebleau, October 22-23, 2012 (Selected presenter)

"Unpacking the Effects of Social Defenses: The Formation of Corporate Venture Capital Relationships," Strategic Management Society 2012, Prague, October 6-9, 2012

"A Study of Entrepreneurs Evaluating Venture Capital Firm Quality: How do Past Performance, Status, and Other Signals Really Influence Perceived Quality?", Oxford Reputation Symposium 2012, **Oxford University**, Oxford, September 6-8, 2012 (Invited presenter)

"Unpacking the Effects of Social Defenses: The Formation of Corporate Venture Capital Relationships," West Coast Research Symposium, **University of Southern California**, Los Angeles, September 7-8, 2012 (Selected presenter – note that co-author presented as I was invited to speak at Oxford on same dates)

"Multi-Method Research in Entrepreneurship" (Invited presenter to PDW organized by ENT division) Academy of Management 2012, Boston, August 3-7, 2012

"Unpacking the Effects of Social Defenses: The Formation of Corporate Venture Capital Relationships," Academy of Management 2012, Boston, August 3-7, 2012

"How Audiences Vary in Using Past Performance and Status-Affiliation Signals: A Study of Entrepreneurs Evaluating Venture Capitalists' Quality" **Imperial Innovation and Entrepreneurship Seminar**, London, November 9, 2011

"How Audiences Vary in Using Past Performance and Status-Affiliation Signals: A Study of Entrepreneurs Evaluating Venture Capitalists' Quality" **INSEAD Entrepreneurship Seminar**, Singapore, May 16, 2011

"The Interplay of Legal, Temporal, and Social Defenses in Network Tie Formation: How Laws, Owners, and Villages Influence Entrepreneur Use of Corporate Venture Capital" Wharton Technology Conference, **Wharton**, April 22-23, 2011

"How Audiences Vary in Using Past Performance and Status-Affiliation Signals: A Study of Entrepreneurs Evaluating Venture Capitalists' Quality" **University of North Carolina**, Chapel-Hill, January 19, 2011

"How Audiences Vary in Using Past Performance and Status-Affiliation Signals: A Study of Entrepreneurs Evaluating Venture Capitalists' Quality" **London Business School**, London, January 14, 2011

"How Audiences Vary in Using Past Performance and Status-Affiliation Signals: A Study of Entrepreneurs Evaluating Venture Capitalists' Quality" Mid-Atlantic Strategy Colloquium, **University of Maryland**, College Park, MD, November 12-13, 2010

"How Audiences Vary in Using Past Performance and Status-Affiliation Signals: A Study of Entrepreneurs Evaluating Venture Capitalists' Quality" West Coast Research Symposium, **University of Oregon**, Eugene, OR, August 27-28, 2010

"Catalyzing Strategies and Efficient Tie Formation: How Entrepreneurs Obtain Venture Capital Ties," Sumantra Ghoshal Conference on Managerially Relevant Research, **London Business School**, London, UK, May 16-17, 2010

"Individuals and Organizations as Competing Economic Actors: A Comparison of 'Super' Angels and Venture Capitalists as Early-Stage Venture Investors." Darden Entrepreneurship and Innovation Research Conference**, University of Virginia (Darden)**, Charlottesville, VA, April 30 - May 1, 2010

"Individuals and Organizations as Competing Economic Actors: A Comparison of 'Super' Angels and Venture Capitalists as Early-Stage Venture Investors." Smith Entrepreneurship Research Conference, **University of Maryland**, College Park, MD, April 9-10, 2010

"Entrepreneurs, Cross-Market Partner Evaluations, and Network Routers: How do Entrepreneurs Identify High-Quality Venture Capitalists?" Winter Research Conference, **Brigham Young University and University of Utah**, Park City, UT, February 25-27, 2010 (Invited Presenter)

"Catalyzing Strategies and Efficient Network Tie Formation: How Entrepreneurs Obtain Venture Capital," **University of Chicago Seminar**, Chicago, IL, February 24, 2010 (Invited presenter)

"Institutional Beacons as Alternative Paths to Cognitive Legitimacy: The Rise of Venture Capital, IPOs, and Yale," Strategic Management Society Conference, Washington, DC, September 11-14, 2009

"Can Entrepreneurs Believe Their Impressions of Venture Capitalists? Does it Matter? Entrepreneur Evaluations and Network Safety Nets," Strategic Management Society Conference, Washington, DC, September 11-14, 2009

"Institutional Beacons as Alternative Paths to Cognitive Legitimacy: The Rise of Venture Capital, IPOs, and Yale," West Coast Research Symposium, **University of Washington**, Seattle, WA, September 11-12, 2009

"Can Entrepreneurs Believe Their Impressions of Venture Capitalists? Does it Matter? Entrepreneur Evaluations and Network Safety Nets," Academy of Management Annual Conference, Chicago, IL, August 7-12, 2009

"The Purchase of Embeddedness: Can Venture Capitalists Buy Prominent Network Positions?" Academy of Management Annual Conference, Chicago, IL, August 7-12, 2009

"Can Entrepreneurs Believe Their Impressions of Venture Capitalists? Does it Matter? Entrepreneur Evaluations and Network Safety Nets," Atlanta Competitive Advantage Conference, **Emory University, Georgia Tech, and Georgia State**, Atlanta, GA, May 19-21, 2009

"Can Entrepreneurs Believe Their Impressions of Venture Capitalists? Does it Matter? Entrepreneur Evaluations and Network Safety Nets," Smith Entrepreneurship Conference, **University of Maryland**, College Park, MD, May 1, 2009

"Catalyzing Strategies: How Entrepreneurs Accelerate Inter-Organizational Relationship Formation to Secure Professional Investments," **Northwestern Management and Organizations (MORS) Seminar**, Evanston, IL, December 8, 2008 (Invited presenter)

"Catalyzing Strategies: How Entrepreneurs Accelerate Inter-Organizational Relationship Formation to Secure Professional Investments," Network Evolution Conference, **INSEAD**, Fontainebleau, France October 24-25, 2008 (Invited presenter)

"Catalyzing Strategies: How Entrepreneurs Accelerate Inter-Organizational Relationship Formation to Secure Professional Investments," **Wharton Entrepreneurship Seminar**, Philadelphia, PA, October 7, 2008 (Invited presenter)

"Catalyzing Strategies: How Entrepreneurs Accelerate Inter-Organizational Relationship Formation to Secure Professional Investments," West Coast Research Symposium, **Stanford University**, Palo Alto, CA, September 5-6, 2008

"Catalyzing Strategies: How Entrepreneurs Accelerate Inter-Organizational Relationship Formation to Secure Professional Investments," Academy of Management Annual Conference, Anaheim, CA, August 10-13, 2008

"How Entrepreneurs Form Relationships with Other Organizations: The Securing of Investments from Venture Capital and Corporate Investors", Greif Research Symposium**, University of Southern California**, Los Angeles, CA, March 20-22, 2008 (Invited presenter)

"How Entrepreneurs Form Relationships with Other Organizations: The Securing of Investments from Venture Capital and Corporate Investors", Mid-Atlantic Strategy Colloquium, **University of Virginia (Darden)**, Charlottesville, VA, November 30-December 1, 2007

"The Origin of the Network Positions of New Organizations", Academy of Management Annual Conference, Philadelphia, PA, August 3-8, 2007

"The Origin of the Network Positions of New Organizations", West Coast Research Symposium, **University of Washington**, Seattle, WA, September 7-9, 2007

"How Entrepreneurs Form Relationships with Other Organizations", Smith Entrepreneurship Conference, **University of Maryland**, College Park, MD, April 19-21, 2007

"The Origin of the Network Positions of New Organizations", Annual Conference on Entrepreneurship, Venture Capital and Initial Public Offerings **Harvard Business School**, Boston, MA, December 8-9, 2006 (One of 10 papers selected out of over 140 submissions)

"The Origin of the Network Positions of New Organizations", Stanford Technology Ventures Program Research Seminar, **Stanford Management University**, Stanford, CA, November 16, 2006

"The Origin of the Network Positions of New Organizations" (Poster), West Coast Research Symposium, **University of Washington**, Seattle, WA, September 7-9, 2006

"The Origin of the Network Positions of New Organizations", Atlanta Competitive Advantage Conference, **Emory University, Georgia Tech, and Georgia State**, Atlanta, GA, June 15-17, 2006

"The Origin of the Network Positions of New Organizations", Smith Entrepreneurship Conference, **University of Maryland**, College Park, MD, April 22, 2006

MEDIA COVERAGE

Pitchbook, September 2015: 3 page interview summarizing recent research included in "Industry Report on Universities and Venture Capital: 2015-2016 Edition."

City AM, October 12, 2012: "Is Sir Richard Branson's personality the real reason Virgin Group is still shaking up UK Plc?" (200 word opinion quote)

Business Strategy Review, March 6 2012: "How Smart Firms Create Productive Ties". (Summary of 'Catalyzing Strategies' article in Academy of Management Journal.)

Bloomberg View, January 23 2012: "Startups Use Four Catalysts to Win Funding" (Article for Bloomberg "Business Class" series that summarizes academic research)

CNBC.com, October 28 2011: "Myths — And Realities — About Innovation" (Article for CNBC Special Report on the Future of Innovation)

TEACHING EXPERIENCE

University of Washington
Technology Management MBA
Mgmt 530: Entrepreneurship. Required course that introduces students to the principles of "being entrepreneurial" and details the challenges of starting new ventures. Course covers fundamentals of opportunity identification and innovation, competitive issues around pursuing new opportunities, and the unique challenges of new ventures (founder issues, venture finance, hiring, and social entrepreneurship). Also organized multiple guest speaker visits.

- Winter 2015 (2 sections of 38 and 40 Students; Evaluations: 4.8, 4.8)
- Received Faculty of the Quarter Award *and* Faculty of the Program Award (co-winner) from both sections separately based on student vote)

Undergraduate
Entre 370: Introduction Entrepreneurship. Elective course that introduces students to the principles of "being entrepreneurial" and details the challenges of starting new ventures. Course covers fundamentals of opportunity identification and innovation, competitive issues around pursuing new opportunities, and the unique challenges of new ventures (founder issues, venture finance, hiring, and social entrepreneurship). Also organized multiple guest speaker visits.

- Spring 2015 (2 sections of 44 and 32 students); Evaluations: 4.7, 4.8

London Business School
Masters in Management
Entrepreneurial Management. Required course that I designed and created for Masters in Management Programme. Introduces students to the principles of "being entrepreneurial" in the context of both established and nascent companies. Course covers fundamentals of opportunity identification and innovation, competitive issues around pursuing new opportunities, and the unique challenges of new ventures (founder issues, venture finance, hiring, and social entrepreneurship). Also organized weekly guest speakers to complement class case discussions.

- Spring 2014 (2 sections of 80 students each)
- Spring 2013 (Received "Best Teacher Award" in Masters in Management Programme by student vote; 2 sections of 75 students each)
- Spring 2012 (2 sections of 73 students and 72 students)

MBA / Executive MBA Curriculum
Financing the Entrepreneurial Business (Co-taught). Elective course introducing students to both entrepreneur and investor issues around entrepreneurial businesses use of financial capital, including strategic issues around how to raise, valuation, and identifying promising investment opportunities. Expanded course content to bring in additional connections to strategy, entrepreneurial finance, and social network literatures, and also introduced new cases.

- Winter 2012 (2 sections of 88 and 89 students; Co-taught with Martyn Williams and John Mullins)
- Fall 2012 (2 Sections of 79 and 79 students; Co-taught with Martyn Williams)
- Fall 2013 (2 sections of 75 students each; Co-taught with Martyn Williams)
- Spring 2014 (1 week intensive "Block Week" of 75 students; Co-taught with Martyn Williams)

Executive Education
Industry Change. Taught full-day session on the drivers and patterns of industry change. Covered technical evolution, business model evolution, and cognitive challenges around change.

- IBM Business and Industry Insights Programme, Winter and Fall 2013, 2014

University of Maryland
MBA Curriculum
BUSI 660 (Fall 2009, Spring 2011): Entrepreneurship and New Ventures. Core selective course that introduces students to entrepreneurship and low-power strategies in both new ventures and in established organizations. Course covered opportunity identification and analysis, building outside support, and managing the venture. (Note: Spring 2011 section was moved into the MBA core and was taken by all 1st year MBAs in full-time program)

- Fall 2009 (2 Sections of 43 and 50 students).
- Spring 2011 (3 Sections of 50, 50, and 51 students; taken by all 1st year MBAs in full-time program)

Undergraduate
BMGT 495 (Spring 2008, Spring 2009): Introduction to Business Policy. Strategy capstone course for senior undergraduate business majors. Taught using case methodology. Course covered strategic decision making, five forces, resource-based view, alliances.

- Spring 2009 (3 sections of 30 students each; Received Top 15% Teaching Performance Award)
- Spring 2008 (2.5 sections of 30 students each).

Stanford University, Teaching Assistantships
MS&E 270: Strategy in Technology-based Companies. Head teaching assistant for Kathleen Eisenhardt. Course covered the foundations of strategy, including industry structure, resource-based view, competitive interaction, and strategy as opportunity capture. Responsible for conducting classes (e.g., Standards and Network Effects), student review sessions, and company projects. Fall 2006.

MS&E 272: Venture Entrepreneurship. Head teaching assistant for Doug Mackenzie (Partner at Kleiner Perkins Caulfield and Byers and Adjunct Professor of Entrepreneurship). Course covered the valuation of

ventures, the structuring of venture investments, staged investments, and liquidity events. Responsible for conducting classes (e.g., the valuation of ventures), student review sessions, and grading. Spring 2006.

MS&E 180: Organizational Behavior. Teaching assistant for Kathleen Eisenhardt. Course covered individual motivation, group dynamics, organizational decision making, and organizational design. Responsible for conducting classes (e.g., effective team decision making), student review sessions, and grading. Fall 2003, Fall 2004.

E145: High-Technology Entrepreneurship. Head teaching assistant for Thomas Byers and Randy Komisar (Partner at Kleiner Perkins Caulfield and Byers and Adjunct Professor of Entrepreneurship). Course covered opportunity recognition and evaluation, gathering resources, and managing ventures. Responsible for conducting classes (e.g., team effectiveness, finance and valuations, and effective presentations), student review sessions, and grading. Winter 2004, Winter 2005.

University of Virginia, Teaching Assistantships
CS 216: Program and Data Representation. Head teaching assistant for Ruth Anderson. Coordinated 11 other teaching assistants for a 150 student class. Lead weakly lab section for 30 students. Spring 2001.

CS 414: Operating Systems. Teaching assistant for Sang Son. Fall 2000.

DOCTORAL STUDENT ADVISING AND COMMITTEES

Served on the dissertation committees of:
Daniel Malter, University of Maryland Ph.D. 2012 (Placement: Harvard Business School)
Lei Zhang, University of Maryland Ph.D. 2011 (Placement: University of South Florida)
Byungchae Jin, University of Maryland. 2011 (Placement: Simon Fraser University)
Azi Gera, University of Maryland Ph.D. 2009 (Placement: Drexel University)

INDUSTRY EXPERIENCE

Electronic Arts. Redwood City, California June 2003 – September 2003
Assistant to Director of Development
Performed an internal analysis of the effectiveness and value of Electronic Art's corporate executive development program. Analysis presented to CEO and other members of senior management. Work won national corporate university award (CUBIC Award, 2005).

Topik Solutions, Inc. Charlottesville, Virginia November 2000 – August 2002
Co-founder, Chief Technology Officer, Interim CEO
Co-founder of company pioneering context-based advertising in email newsletters. Oversaw product design and development. Promoted by board to interim CEO after founding CEO and COO were released. Company went onto secure nearly $1M in venture financing and reached profitability before being wound-down in 2007.

Eye Response Technologies, Inc. Charlottesville, Virginia
Summer Developer Summer 1999, Summer 2000
Early employee of start-up commercializing "eye-mouse" technology developed at the University of Virginia. Drafted early corporate business plan for CEO as it transitioned from a university research project to a technology and service-based startup. Also assisted with technology development. Company received angel backing and was acquired in 2010.

PROFESSIONAL AND SERVICE ACTIVITIES

Professional Activities and Associations

Strategic Management Society, Representative at Large to Knowledge and Innovation Track, 2016-2018 (Elected Position)
Business Policy and Strategy Division of the Academy of Management, Executive Committee, 2014-2016 (Elected Position)
Strategic Management Society, Representative at Large to Entrepreneurship and Strategy Division , 2012-2014 (Elected Position)
Member of Academy of Management BPS Research Committee 2009-2011 (1 of 10 New Members nominated and selected in 2009 by BPS executive committee).
Academy of Management, Reviewer for TIM Best Paper Awards (2012)
Membership in the Academy of Management, BPS, OMT, and ENT divisions (2005-Present).

Editorial Review Boards

Organization Science (2012 – Present)
Strategic Management Journal (2014 – Present)
Academy of Management Journal (2014 – Present)
Administrative Science Quarterly (2016 – Present)

Ad hoc Reviewer for

Administrative Science Quarterly (2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015)
Academy of Management Journal (2010, 2011, 2012, 2013, 2014, 2015)
Organization Science (2009, 2011, 2012, 2013, 2014, 2015)
Strategic Management Journal (2008, 2013, 2014, 2015)
Management Science (2009, 2012, 2014, 2015)
Strategic Entrepreneurship Journal (2009, 2010, 2011, 2012, 2013, 2014)
Research Policy (2009, 2010)
Academy of Management Annual Meetings (2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013)
Strategic Management Society Annual Meetings (2010, 2011)
Academy of Management BPS Best Dissertation Competition (2009, 2010)
Academy of Management TIM Best Dissertation Competition (2009)
Strategic Management Society Best Paper Prize (2013)
Organization Science Dissertation Competition (2009, 2010)

Symposium / Conference Organization

Professional Development Workshop for 2013, 2014, and 2015 AOM / BPS, TIM, and OMT Divisions: "Trends in Entrepreneurial Finance Research" Co-organized with Riitta Katila (Stanford) and Emily Cox Pahnke (University of Washington). Annual panel of senior scholars and journal editors discussing trends in the research area. Sample past participants include Toby Stuart (Berkeley), Suresh Kotha (U. of Washington), Timothy Pollock (Pennsylvania State), David Hsu (Wharton), Christoph Zott (IESE), Michael Hitt (Texas A&M), Lauren Huang (Wharton), Gary Dushnitsky (London Business School), and David Kirsch (Maryland). Every year session has had over 70 attendees and was standing room only.
BPS Jr Faculty Paper Development Workshop. Co-organizer for 2014, 2015. Invited and coordinated 20 senior faculty to offer feedback on the papers of junior scholars.
Symposium co-organizer for 2009 AOM / BPS Division: "Entrepreneurial Networks." Co-organized with Balagapol Vissa (INSEAD). Participants included Martin Kilduff (Oxford), Toby Stuart (Harvard), and Felipe Santos (INSEAD).
Workshop participant for 2009 AOM / BPS "Managing Your Dissertation Workshop."

University of Washington

Entrepreneurship Masters Committee (Organized by Dean) (2014-2016)
Co-organizing West Coast Research Symposium Doctoral Consortium (2015)
Organized Teaching Workshop for Management and Organizations Department (2015)

London Business School

Junior Faculty Recruiting Committee (2012-2013, 2013-2014)
Seminar Series Co-organizer (2013-2014)

Research Ethics Committee (2012-2013, 2013-2014)
Co-organizer of Entrepreneurship and Innovation Track, Sumantra Ghoshal Conference (2011-2012, 2012-2013)

University of Maryland
Smith Entrepreneurship Research Conference, Co-Chair (Spring 2010, Spring 2011)
Undergraduate "Entrepreneurship and Innovation" Honors College (through the Engineering school), Advisory Board (2010-2011)
MBA Business Plan Competition, Judge (2010)
University of Maryland $75K Business Plan Competition, Judge (2010)
Faculty Search Committee (Fall 2009)
Co-organizer of Strategy Brown Bag (Spring 2009, 2009-2010, 2010-2011)
Strategy PhD Admissions Coordinator (2007-2008, 2008-2009)
Co-organizer of Department Research Day (Fall 2008)

Stanford University
Coordinator, Stanford Technology Ventures Speaker Series
Organized, invited, and hosted academic speakers presenting research on strategy, organizational theory, and entrepreneurship.

JASON P. DAVIS
Curriculum Vitae
April 19, 2016 version
INSEAD
1 Ayer Rajah Avenue
Singapore 138676
Ph: +65 6799 5388
https://scholar.google.com/citations?user=GkalfV8AAAAJ
http://faculty.insead.edu/jason-davis/
http://mig.insead.edu

ACADEMIC POSITIONS

INSEAD	**Associate Professor of Entrepreneurship and Family Enterprise**	Sept 2013 –
Massachusetts Institute of Technology	**Associate Professor of Technological Innovation, Entrepreneurship, and Strategic Management**	July 2012 – Sept 2013
	Assistant Professor of Strategy	July 2007 – July 2012
	Theodore T. Miller Career Development Professorship	July 2008 – July 2011
Stanford University	**Visiting Scholar**	July 2010 – July 2011

EDUCATION

Stanford University	**Ph.D. in Management Science and Engineering** Dept. of Management Science and Engineering **Dissertation:** *Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy* **Dissertation Committee:** Kathleen Eisenhardt (Chair), Riitta Katila, Mark Granovetter	June 2007
Stanford University	**M.A. in Sociology** Dept. of Sociology	June 2005
California Institute of Technology	**M.S. in Computation and Neural Systems** Dept. of Computation and Neural Systems	June 2000
Massachusetts Institute of Technology	**S.B. in Brain and Cognitive Sciences** Dept. of Brain and Cognitive Sciences	June 1998

RESEARCH INTERESTS

My research is in the areas of strategy, organizations, and innovation. I study how organizations develop technological innovations and use them to compete in dynamic markets. Through detailed field studies of innovative relationships between established firms in the computing and communications industry, emerging field and survey research on entrepreneurial innovation on mobile application platforms, and theoretical research using computational simulation and formal models of organizational and network structures, I am trying to understand why some firms are much more successful in taking advantage of and creating innovations than others.

PROFESSIONAL AWARDS AND HONORS

- Winner, Administrative Science Quarterly Award for Scholarly Contribution, 2015
- Winner, ACAC Competitive Advantage Conference Best Paper Award, 2014
- NSF Grant #1431276 INSEAD PI "Mobile Innovation and Entrepreneurship," Total $706238, 2014
- ASQ Editor's Choice Collection Award: Top 10 "Networks and Knowledge" Papers, 2013
- Winner, Academy of Management Technology Innovation Management Emerging Scholar, 2012
- Honorable Mention Award for Granovetter Prize for Best Article in Economic Sociology, 2012
- Finalist for European Business School Best Paper Award in Innovation Management, 2012
- Theodore T. Miller Career Development Professorship, 2008-2011
- Winner, Academy of Management Newman Award for Best Paper from a Dissertation, 2009
- Winner, TIM Division Best Doctoral Dissertation Award, 2009
- Winner, TIM Division Best Paper Award, 2009
- Winner, OMT Division Best Paper Award, 2008

PUBLISHED, PROVISIONALLY ACCEPTED, AND FORTHCOMING RESEARCH PAPERS

1. **Davis, J. P.** (2016) "The Group Dynamics of Interorganizational Relationships: Collaborating with Multiple Partners in Innovation Ecosystems." Accepted at *Administrative Science Quarterly*

2. **Davis, J. P. and Eisenhardt, K. M.** (2011) "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." *Administrative Science Quarterly*, 56:159-201. (Winner, Newman Academy-Wide Award for Best Paper from a Dissertation; Winner, TIM Division Best Paper; AOM Best Paper Proceedings, TIM Division 2009; Honorable Mention Award for Granovetter Prize for Best Article in Economic Sociology 2012; Finalist for European Business School Best Paper Award in Innovation Management 2012; Winner ASQ Editor's Choice, 2013)

3. **Davis, J. P., Eisenhardt, K. M., & Bingham, C. B.** (2009) "Optimal Structure, Market Dynamism, and the Strategy of Simple Rules." *Administrative Science Quarterly,* 54: 413-452. (Winner, ASQ Award for Scholarly Contribution, 2015)

4. **Bingham, C. B. and Davis, J. P.** (2012) "Learning Sequences: Their Emergence, Evolution, and Effect." *Academy of Management Journal*, 55(3): 611-641.

5. **Davis, J. P., Eisenhardt, K. M., & Bingham, C. B.** (2007) "Developing Theory Through Simulation Methods." *Academy of Management Review*, 32(2): 480-499.

6. **Yin, P, Davis, J. P. & Muzyrya, Y.** (2014) "Entrepreneurial Innovation: Killer Apps in the iPhone Ecosystem." *American Economic Review: Papers & Proceedings,* 104(5): 1-7.

7. **Bresnahan, T., Yin, P., & Davis, J. P.,** (2015) "Economic value creation in mobile applications." In A. Jaffe and B. Jones (eds.), *The Changing Frontier: Rethinking Science and Innovation Policy*: 233-286. University of Chicago Press: National Bureau of Economic Research.

8. **Hahl, O., Kacperczyk, A., & Davis, J. P.** (2015) "Knowledge Asymmetry and Brokerage: Linking Network Perception to Position in Structural Holes." (An earlier version of this paper was AOM Best Paper Proceedings, OMT Division, 2011.) Forthcoming at *Strategic Organization*

9. **Davis, J. P.** (2013) "The Emergence and Coordination of Synchrony in Organizational Ecosystems." in *Advances in Strategic Management*, Vol. 30, Ron Adner, Joanne E. Oxley, Brian S. Silverman (Eds.), pp. 197-237.

10. **Obstfeld, D. Borgatti, S, & Davis, J. P.** (2014) "Brokerage as a Process: Decoupling Action From Social Network Structure." in *Research in the Sociology of Organizations*, Vol. 40, Daniel J. Brass, Giuseppe (Joe) Labianca, Ajay Mehra, Daniel S. Halgin, Stephen P. Borgatti (Eds.), pp. 135-159.

WORKING PAPERS, CONFERENCE PROCEEDINGS, AND PAPERS UNDER REVIEW

11. **Davis, J. P., Muzyrya, Y., & Yin, P.** (2015) "Experimentation Strategies and Entrepreneurial Innovation: Inherited Market Differences in the iPhone Ecosystem." Received 1st R&R at *Strategic Management Journal*; Resubmission Target: May 2016 (Winner, ACAC Competitive Advantage Conference Best Paper Award, 2014)

12. **Davis, J. P.** (2015) "Organization Architecture and Dynamic Capabilities: Network Microfoundations of Competitive Advantages in Dynamic Markets." Received 1st R&R at *Strategic Management Journal*; Resubmission Target: July 2016

13. **Davis, J. P.** (2015) "Network Pruning: How and Why Managers Change Boundary-Spanning Networks in Innovative Alliances." (An earlier version of this paper titled "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization" is the winner of the 2008 OMT Best Paper Award; AOM Best Paper Proceedings, OMT Division, 2008) Received 1st R&R at *Academy of Management Journal*.

14. **Davis, J. P. and Hallen, B.** (2016) "Agentic Networks and Entrepreneurial Opportunities: An Emerging Nonlocal Network Dynamics Perspective." Submitted to *Organization Science*, January 19, 2016

15. **Davis, J. P., Chhabra, Y. & P. Yin, P.** (2015) "Entrepreneurial Diversification and the Scope of New Firms: Multiproduct Innovation in the iPhone App Ecosystem" Working Paper, Journal and Submission Target: *Management Science*.

NEW RESEARCH PROJECTS

16. **Hallen, B., Davis, J. P., & Yin, P.** (2015) "Network Isolates: The Prevalence and Drivers of Bootstrapping by New Organizations" Data Analysis Stage, Journal and Submission Target: *Administrative Science Quarterly*, January 2016

17. **Davis, J. P.** (2015) "Allocating Roles amongst Founder-Pairs in iPhone Application Ventures" Data Analysis Stage, Submission Target: *Administrative Science Quarterly*, May 2016

18. **Davis, J. P.** (2015) "Innovation by Design? Strategic Network Problems in Technological Innovation, Collaborative Leadership, and Organizational Adaptation" Book Contract with *Stanford University Press*

OTHER PUBLICATIONS (ESSAYS AND MANAGERIAL ARTICLES)

19. **Bingham, C. B. and Davis, J. P.** (2012) "Learning How to Grow Globally." *Sloan Management Review*, 53(3): 16-18.

20. **Davis, J. P.** (2013) "Capturing the Value of Synchronized Innovation." *Sloan Management Review*, 54(4): 55-62.

21. **Davis, J. P.** (2012) "Strategic Managers as Network Architects: Shape Your Company's Networks to Maximize Performance." Revising for *Harvard Business Review*.

22. **Katila, R., Mang, P., & Davis, J. P.** (2003) "R&D Collaboration – Timing is of the Essence," *Wirtschaftspolitische Blätter*, 3: 348-352.

23. **Yin, P., Bresnahan, T., Jaconette, T., & Davis, J.** (2015) "The Economics of Mobile Applications," in *The New Palgrave Dictionary of Economics.* Online Edition. Steven N. Durlauf and Lawrence E. Blume. (Eds.)

PRESENTATIONS

1. "Collaborative Innovation Across Boundaries." **World Knowledge Forum**, Seoul, Korea, October 14, 2014

2. "Experimentation Strategies and Entrepreneurial Innovation: Killer Apps in the iPhone Ecosystem." Presented by Co-author Pai-Ling Yin, Atlanta Competitive Advantage Conference, **Georgia Institute of Technology**, May 22, 2014 (Winner of ACAC 2014 Best Paper Award.)

3. "Experimentation Strategies and Entrepreneurial Innovation: Killer Apps in the iPhone Ecosystem" **AOM**, Philadelphia, PA, August 4, 2014

4. "Using Multiple Case Research (and Simulation) Methods to Study Organization Design," **AOM** PDW on Current Research in Organization Design, Philadelphia, PA, August 2, 2014

5. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Management Seminar, **Cornell University**, Philadelphia, PA, February 11, 2014

6. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Management and Organizations Seminar, **Cornell University**, Ithica, NY, December 13, 2013

7. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Entrepreneurship and Family Enterprise Seminar, **INSEAD**, Singapore, December 6, 2013

8. "Strategic Network Problems in Collaborative Innovation." Supply Chain Group, **Tesla Motors**, Fremont, CA, July 17, 2013

9. "Organization Architecture and Dynamic Capabilities: Network Microfoundations of Competitive Advantages in Dynamic Markets." Duke Strategy Conference, **Duke University**, October 17, 2012

10. "Organization Architecture and Dynamic Capabilities: Network Microfoundations of Competitive Advantages in Dynamic Markets." West Coast Research Symposium on Technology Entrepreneurship, **University of Southern California**, September 7, 2012

11. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Management Division, **Columbia University**, New York, New York, September 18, 2012

12. "Organization Architecture and Dynamic Capabilities: Network Microfoundations of Competitive Advantages in Dynamic Markets." Atlanta Competitive Advantage Conference, **Georgia Institute of Technology**, May 17, 2012

13. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Management and Organizations Seminar, **University of Washington**, Seattle, Washington, May 25, 2012

14. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Strategy and Organizations Seminar, **McGill University**, Montreal, Canada, April 27, 2012

15. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Organizations Seminar, **Boston University**, Boston, MA, April 6, 2012

16. "Knowledge Asymmetry in Brokerage: Secret Network Sources of Broker's Position and Power." **ASA**, Las Vegas, NV, August 22, 2011

17. "The Emergence and Coordination of Synchrony in Interorganizational Networks." **ASA**, Las Vegas, NV, August 21, 2011

18. "Knowledge Asymmetry in Brokerage: Secret Network Sources of Broker's Position and Power." **AOM**, Las Vegas, NV, August 16, 2011

19. "Network Agency Problems: Reconceptualizing Brokerage as a Barrier to Embedded Relationships." NICO Seminar, **Northwestern University**, Evanston, IL, April 27, 2011

20. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Wharton Technology Entrepreneurship Conference, **University of Pennsylvania**, Philadelphia, PA, April 22, 2011

21. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Strategy Seminar, **University of Toronto**, Toronto, Canada, April 21, 2011

22. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Strategy Seminar, **IESE**, Barcelona, Spain, March 24, 2011

23. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Strategy Seminar, **London Business School**, London, UK, March 22, 2011

24. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Strategy Seminar, **University of Michigan**, Ann Arbor, MI, March 11, 2011

25. "Knowledge Asymmetry in Brokerage." Network Evolution Conference, **INEASD**, Fontainebleau, France, October 22-23, 2010

26. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." West Coast Research Symposium, **University of Oregon**, Eugene, OR, August, 27-28, 2010

27. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." ION Network Conference, **University of Kentucky**, Lexington, KY, April 9-11, 2010

28. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." Organizations and Markets, **University of Chicago**, Chicago, IL, March 31, 2010

29. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." **Eastern Sociological Society** Annual Meetings, Boston, MA March 21, 2010

30. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." **Duke University**, Durham, NC March 3, 2010

31. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." **AOM**, Chicago, IL, August 7-11, 2009 (Winner, Newman Academy-Wide Award for Best Paper from a Dissertation; Winner, TIM Division Best Paper; AOM Best Paper Proceedings, TIM Division 2009)

32. "Network Plasticity, Aggregation Dynamics, and the Embeddedness of Organizational Innovation." **AOM**, Chicago, IL, August 7-11, 2009

33. "Cooperation Without Coordination: Influence Dynamics and the Emergence of Synchrony in Inter-Organizational Networks." **AOM**, Chicago, IL, August 7-11, 2009

34. "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization." SETChange Seminar, **Carnegie Mellon University**, Pittsburg, PA, February 19, 2008 (scheduled)

35. "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization." INSEAD Conference on Network Evolution, **INSEAD**, Fontainebleau, France, October 24-25, 2008

36. "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization." Entrepreneurship Unit Seminar, **HBS**, Boston, MA, October 23, 2008

37. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." Strategy Unit Seminar, **HBS**, October 16, 2008

38. "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization." West Coast Research Symposium on Technology Entrepreneurship, **Stanford University**, Stanford, CA, September 5-6, 2008

39. "Network Plasticity and Collaborative Innovation: Processes of Network Reorganization." Academy of Management Conference, **AOM**, Anaheim, CA, August 8-13, 2008 (Recipient of the 2007 OMT Best Paper Award [out of 488 Submissions].)

40. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), **AOM**, Anaheim, CA, August 8-13, 2008

41. "How do established and entrepreneurial firms innovate?" Panel discussion with Riitta Katila (organizer) and Saikat Chaudhuri, **Google**, Mountain View, CA, July 29, 2008

42. "Network Plasticity and Collaborative Innovation: Pruning, Pairing, and Spontaneous Processes in Network Reorganization." Economic Sociology Seminar, **Harvard Sociology / MIT Sloan School of Management**, April 30, 2008

43. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), Wharton Technology Conference, **University of Pennsylvania**, Philadelphia, PA, April 26, 2008

44. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." Innovation and Entrepreneurship Seminar, **MIT Sloan School of Management**, December 10, 2008

45. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." Organizations Study Group Colloquium, **MIT Sloan School of Management**, October 12, 2008

46. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 7, 2007

47. "Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy." Job Talk, **MIT Sloan School of Management, Northwestern Kellogg School of Management, INSEAD, Harvard Business School, Pennsylvania State University, University of California at Davis, University of California at Irvine, University of Washington, and the University of North Carolina**, Fall-Winter 2006-2007.

48. "Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy." (poster session) West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 9, 2006

49. "How Do Firms Manage Inter-Organizational Collaborative Innovation?" Consortium on Competitiveness and Cooperation (CCC), **EPFL**, Lausanne, Switzerland, May 20, 2006.

50. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), Smith Entrepreneurship Conference, **University of Maryland**, College Park, MD, April 22, 2006

51. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 9, 2005

52. "Developing Theory Through Simulation Methods." (paper with Chris Bingham and Kathleen Eisenhardt), Academy of Management Conference, **AOM**, Honolulu, HI, August 9, 2005

53. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), Academy of Management Conference **AOM**, Honolulu, HI, August 8, 2005

54. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), Atlanta Competitive Advantage Conference (ACAC), **Emory University**, Atlanta, GA, June 25, 2005

55. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt), Leavey School of Business, **Santa Clara University**, Santa Clara, CA, February 16, 2005

56. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt), Scandinavian Consortium for Organizational Research (SCANCOR), **Stanford University**, Stanford, CA, November 22, 2004

INDUSTRY EXPERIENCE

Intel Corporation (Corporate Technology Group) Hillsboro, OR
Strategic Alliance Specialist Summer 2004
Evaluated and recommended changes to Intel's strategic process for managing advanced technology collaborations with other major firms in the computer industry.

IBM (Candle Software Group) El Segundo, CA
Sales and Marketing Manager Spring & Summer 2002
Developed, tested, and rolled out new product/service bundles to customers including direct/indirect marketing and sales bringing in over $6 million in incremental revenue for the summer. Managed lead generation and qualification, deal terms and conditions, pitching, pilot customer calls and visits.

McKinsey and Company Los Angeles, CA
Business Analyst 2000 – 2002
Strategy Engagements for High-Technology Clients

TEACHING EXPERIENCE

INSEAD

Instructor (2013-14; 2014-15)
Entrepreneurship in Action
This course uses the SIGMA business simulation to put participants in the shoes of an entrepreneurial team that is competing in a consumer durable market. The objective is to simulate the management of a new venture after the successful launch of the company has demonstrated the existence and growth potential of a market, but before the business is established enough for IPO or some other 'exit' vehicle for the initial investors and/or founders. This is a popular MBA offering, and my ratings have been at or above INSEAD average for this course.

Instructor (2014-15)
The Growth Imperative: Executing on Global Innovation
This is a course of my design that uses a business simulation to emulate the real life challenges of achieving growth through innovative, global ventures. To develop this course, I modified the Entrepreneurship in Action course above, and emphasize elements of the SIGMA software that illustrate the management of growth through globalization and innovation. The highlight is a focus on execution through action-teams under enormous time pressure, significant uncertainty, and intense competition to build a growing business. This is a popular E-MBA offering, and my ratings have been above INSEAD average for this course.

Instructor (2014)
Entrepreneurship Research B: Innovation, Collaboration, and Ecosystems
This is a core course for Entrepreneurship and Family Enterprises (EFE) area PhD students designed to explore important, contemporary issues about entrepreneurship from a variety of theoretical, methodological, and topic-oriented perspectives. The seminar focused on topics related to innovation, collaboration, and entrepreneurial ecosystems that are active areas of ongoing research.

Co-Program Director (2014-2015)
Company Specific Program: Innovative Project Management
This program focuses on helping Prudential of Asia, a large multinational insurance company, develop various innovative projects to pursue profitable growth in across product/service-markets and geographies.

Instructor (2015)
Company Specific Program: Leading Innovation Ecosystems
This session focuses on helping participants at EDF, the French electricity group, develop an innovative ecosystem.

Module Director (2015)
Company Specific Program: Leading Innovation
This program focuses on helping participants at Princess Nora University, a new large university in Saudi Arabia, learn how to create innovation in their institution.

Massachusetts Institute of Technology

Instructor (2008-2013)
15.912: Strategic Management of Innovation and Entrepreneurship (Formerly called 15.912: Technology Strategy)
This course provides a series of strategic frameworks for managing high-technology businesses. The emphasis throughout is on the development and application of conceptual models that clarify the interactions between competition, patterns of technological and market change, and the structure and development of organizational capabilities. My ratings for this course were consistently above average.

Instructor (2009-2011)
15.990 / 15.S08: PhD Seminar in Strategy and Innovation
This seminar explores important, contemporary issues about strategy and innovation from a variety of theoretical, methodological, and topic-oriented perspectives. The seminar focuses on strategy and innovation in organizational contexts. My ratings for this course were consistently above average.

Stanford University

Teaching Assistant
MS&E 270: Strategy in Technology-based Companies
Professors Kathleen Eisenhardt and Riitta Katila
This course focuses on basic concepts in strategy, with emphasis on high technology firms. Topics include competitive positioning, resource-based perspectives, co-opetition, standards setting, and complexity/evolutionary perspectives.

Teaching Assistant
E 145: High-Technology Entrepreneurship
Professor Tom Byers and Randy Komisar
Introduction to concepts and tools essential to the entrepreneurial process including case studies, lectures, workshops and projects covering high-growth ventures.

PROFESSIONAL ACTIVITIES, INSTITUTIONAL SERVICE, AND PRESS COVERAGE

Editorial Boards
Strategic Management Journal, 2013 –
Academy of Management Journal, 2013 –
Organization Science, 2012 –
Strategic Organization, 2011 –

Professional Service:
Representative-at-Large, Technology and Innovation Management (TIM) Division, AOM 2015-17
Co-Organizer (with Quy Huy) PDW on Publishing Inductive Research in Prominent Academic Journals, AOM 2015
Faculty Panelist, PDW on Triangulation with Multiple Methods, AOM 2015
Faculty Panelist, PDW on Multi-Level Innovation Networks, AOM 2015

Faculty Speaker, PDW Current Research in Organization Design, AOM 2014
Faculty Facilitator, OMT Doctoral Consortium, 2012; TIM Doctoral Consortium, 2013
Co-Organizer (with Elena Obukhova and Pai-Ling Yin) of 3rd Annual MIT Sloan BPS Mini-Conference (Cambridge, MA)
Co-Organizer (with Simon Rodan and Jerker Denrell) of OMT PDW, "Simulation Techniques in Organizational Theory" (Atlanta, GA)
Student Organizer, 4th annual 2006 West Coast Research Symposium on Technology Entrepreneurship (Seattle, WA)
Coordinator, Stanford Technology Ventures Speaker Series (Stanford, CA)
Planned, invited, and hosted academic speakers presenting current research in the areas of strategy, organization theory, and entrepreneurship
Panel Speaker, Minority Doctoral Students' Association (Ph.D. Project), 2009 (Anaheim, CA)
Ad Hoc Reviewer, Administrative Science Quarterly, Organization Science, Strategic Management Journal, Academy of Management Journal, Academy of Management Review, Management Science, Computational and Mathematical Organization Theory, Strategic Entrepreneurship Journal

INSEAD Institutional Service:
R&D Committee Member, 2014-16
Coordinator, Distinguished Scholar visit by Woody Powell
INSEAD Speaker for the World Knowledge Forum, Korea
Organizer, Entrepreneurship Research Lunches, 2013-2014
Organizer, 2-day Entrepreneurship Research Workshop, May 2015, May 2016
EFE Recruiting, 2013-14, 2014-15
Faculty Mentor for PhD Students Christine Bode, Isabelle Solal, Rolf Hoefer
Blind Review on Student Paper Requested by PhD Coordinator
2nd Year Paper Commenting Committee, David Clough
PhD Comps Committee, Julien Clement
Dissertation Committee, Jaemin Lee
Dissertation Committee, Sorah Seong

INSEAD Teaching Cases:
Tesla Motors, Backwards Integration and Innovative Potential, 2015 (in-progress)
Ericsson, Creating an Intelligent Transport Ecosystem in Northern Europe, 2015 (in-progress)
Toca Boca, Entrepreneurial Innovation in iPhone games, 2015 (in-progress)

Academy Consortia:
AOM TIM Junior Faculty Consortium (Anaheim, CA)
AOM OMT Junior Faculty Consortium (Philadelphia, PA)
AOM TIM Division Doctoral Students Consortium (Honolulu, HI)
AOM OMT Division Doctoral Students Consortium (Atlanta, GA)

Membership:
Academy of Management, OMT, BPS and TIM divisions
American Sociological Association
Stanford Technology Ventures Program Alumni
INFORMS
Minority Doctoral Students' Association (Ph.D. Project) Alumni
American Chamber of Commerce in Singapore

Press Coverage:
World Knowledge Forum, October 2014
SBR's Most Influential Business Professors Under 40, October 2014
Marketplace, August 2014

Forbes, March 2014
The Edge, March 2014
Smart Brief, March 2014
Forbes, January 2014
The Atlantic (Quartz), July 2013
MIT Sloan Management Review, June 2013
Le Monde, March 2013
MIT Technology Review, November 2012
Huffington Post, July 2012
Business News Daily, Mary 2012
Global Roundhouse, May 2012
Fox Business, May 2012
MIT Sloan Management Review, March 2012
NSF Innovation and Organization Change Highlight, January 2008
Computer World, November 2007
Network Community, November 2007
PC World, November 2007

OTHER GRANTS, FELLOWSHIPS, AND AWARDS

- National Science Foundation Grant (IOC Award# 0621777), "How do firms manage technology collaborations?" Principal Investigator: Kathleen Eisenhardt
- Intel GEM Ph.D. Fellowship
- 3D Stanford Diversity Fellowship
- Howard Hughes Pre-Doctoral Biology Fellowship
- NSF Pre-Doctoral Fellowship (declined to accept the Hughes)
- MIT Top Undergraduate Biology Research Award

PERSONAL

- Born to Jerri Perez Davis and David Davis in Los Angeles, CA; Raised in Richfield, Utah
- Married to Courtney Davis with two children: John Davis, born 2010; Charles Davis, born 2013
- Enjoy racquetball, squash, hiking, reading, and traveling
- Active in various non-profit, church, and Hispanic-American organizations