DAVID H. HSU

2028 Steinberg Hall-Dietrich Hall Wharton School University of Pennsylvania Philadelphia, PA 19104

dhsu@wharton.upenn.edu

Tel: 215-746-0125

Fax: 215-898-0401

Citizenship: United States

I. EDUCATIONAL BACKGROUND

A. Degrees

Massachusetts Institute of Technology, Sloan School of Management Ph.D. in Management, September 2001

Harvard University, Kennedy School of Government Master in Public Policy, June 1996

Stanford University
Bachelor of Arts in Economics and Political Science (with honors), June 1992

B. Dissertation

Title: "The Role of Venture Capitalists in Financing and Developing High-Technology Startups"

II. ACADEMIC EMPLOYMENT

Richard A. Sapp Associate Professor, The Wharton School, University of Pennsylvania, 2010-present

Associate Professor of Management (with tenure), The Wharton School, University of Pennsylvania, 2008-present

Edward B. and Shirley R. Shils Term Assistant Professor of Management, The Wharton School, University of Pennsylvania, 2002-2008

Post Doctoral Fellow, Sloan School of Management, MIT, 2001-2002

Research Associate, Harvard Business School, 1996-1997

III. RESEARCH AND PUBLICATIONS

A. Publications

1. Articles in refereed journals

- [1] Joshua S. Gans, David H. Hsu and Scott Stern (2002). "When Does Start-up Innovation Spur the Gale of Creative Destruction?" RAND Journal of Economics, Vol. 33 (4), pp. 571-586.
- [2] David H. Hsu (2004). "What Do Entrepreneurs Pay for Venture Capital Affiliation?" Journal of Finance, Vol. 59 (4), August 2004, pp. 1805-1844.
 - Nominated for the 2004 Brattle Prize for best paper in corporate finance published in the Journal of Finance.
- [3] David H. Hsu and Martin Kenney (2005). "Organizing Venture Capital: The Rise and Demise of American Research & Development Corporation, 1946-1973," Industrial and Corporate Change, Vol. 14 (4), pp. 579-616.
- [4] David H. Hsu (2006). "Venture Capitalists and Cooperative Start-up Commercialization Strategy," Management Science, Vol. 52 (2), pp. 204-219.
 - Winner of the 2004 Michael H. Mescon/Coles College of Business Award for best empirical paper in the Entrepreneurship Division of the Academy of Management. (a previous version appeared in the 2004 Academy of Management Best Paper Proceedings; see #10 below)
- [5] David H. Hsu (2007). "Experienced Entrepreneurial Founders, Organizational Capital, and Venture Capital Funding," Research Policy, Vol. 36 (5), pp. 722-741.
- [6] David H. Hsu, Edward B. Roberts and Charles E. Eesley (2007). "Entrepreneurs from Technology-Based Universities: Evidence from MIT," Research Policy, Vol. 36 (2), pp. 768-788.
- [7] Joshua S. Gans, David H. Hsu and Scott Stern (2008). "The Impact of Uncertain Intellectual Property Rights on the Market for Ideas: Evidence from Patent Grant Delays." Management Science, Vol. 54 (5), pp. 982-997.
- [8] Vikas A. Aggarwal and David H. Hsu (2009). "Modes of Cooperative R&D Commercialization by Start-ups," Strategic Management Journal, 30 (8), pp. 835-864.
- 2. Other articles and book chapters
 - [9] David H. Hsu and Tim Bernstein (1997). "Managing the University Technology Licensing Process: Findings from Case Studies," Journal of the Association of University Technology Managers, Vol. 9, pp. 1-33.
 - Japanese translation published as a Nara Institute of Science and Technology report.
 - [10] David H. Hsu (2004). "Venture Capitalists and Cooperative Start-up Commercialization Strategy," Academy of Management Best Paper Proceedings.
 - [11] David H. Hsu (2008). "Technology-Based Entrepreneurship," in Scott Shane, ed., Handbook of Technology and Innovation Management, Wiley, UK.

[12] David H. Hsu and Rosemarie H. Ziedonis (2008). "Patents as Quality Signals for Entrepreneurial Ventures," Academy of Management Best Paper Proceedings.

B. Papers Under Review and Working Papers

- [13] David H. Hsu and Kwanghui Lim, "The Antecedents and Innovation Consequences of Organizational Knowledge Brokering" under revision for 5th round review at Organization Science.
- [14] David H. Hsu and Rosemarie H. Ziedonis, "Strategic Factor Markets and the Financing of Technology Startups: When do Patents Matter More as Signaling Devices?" under revision for 2nd round review at Strategic Management Journal.
- [15] Charles E. Eesley, David H. Hsu and Edward B. Roberts, "Bringing Entrepreneurial Ideas to Life" under review.
- [16] Ola Bengtsson and David H. Hsu, "How Do Venture Capital Partners Match with Startup Founders?" under revision for 2nd round review at Review of Financial Studies.
- [17] Charles E. Eesley, David H. Hsu and Edward B. Roberts, "Focus or Diversify? Aligning Founding Teams with Strategy and Environment" under revision for 2nd round review at Strategic Management Journal.
- [18] David H. Hsu and Simon Wakeman, "Costs and Benefits of Learning Through Alliances for Entrepreneurial Firms" under review.
- [19] Vikas A. Aggarwal and David H. Hsu, "Entrepreneurial Exits and Innovation" under review.
- [20] Matt Marx and David H. Hsu, "Technology Commercialization Strategy Dynamics and Entrepreneurial Performance: Evidence from the Speech Recognition Industry"
- [21] David H. Hsu and Alessandro Marino, "Organizational Routines Formation and Venture Performance"

C. Work in Progress

"Entrepreneurial Alliance Patterns: Impact on Subsequent Mergers" (with A. Wu)

D. Invited Lectures and Conference Presentations

Joshua S. Gans, David H. Hsu and Scott Stern, "When Does Start-up Innovation Spur the Gale of Creative Destruction?"

Harvard Business School Strategy Conference, Boston MA (Oct. 2000)

David H. Hsu, "The Taiwanese Venture Capital Industry"

 MIT/Academia Sinica Conference, workshop on Networked Production and Globalization, Taipei Taiwan (July 2000)

David H. Hsu, "The Role of Venture Capitalists in Developing Commercialization Strategies in Start-up Organizations"

Academy of Management Annual Meeting, Toronto Canada (Aug. 2000)

David H. Hsu, "What Do Entrepreneurs Pay for Venture Capital Affiliation?"

- Duke Univ., Consortium on Cooperation and Competition, Durham NC (April 2001)
- Academy of Management Annual Meeting, Washington DC (Aug. 2001)
- NBER Productivity Lunch, Cambridge MA (Oct. 2001)
- Case Western Univ., Management Seminar, Cleveland OH (Oct. 2001)
- Univ. Maryland, Entrepreneurship Seminar, College Park MD (Nov. 2001)
- Boston Univ., Strategy Seminar, Boston MA (Nov. 2001)
- Univ. Pennsylvania, Wharton School, Entrepreneurial Management Seminar, Philadelphia PA (Jan. 2002)
- Columbia Univ., Management Seminar, New York NY (Jan. 2002)
- Carnegie Mellon Univ., Strategy Seminar, Pittsburgh PA (Jan. 2002)
- Univ. Michigan, Strategy Seminar, Ann Arbor MI (Jan. 2002)
- Harvard Business School, Entrepreneurial Management Seminar, Boston MA (Feb. 2002)
- Stanford Univ., Management Science Seminar, Palo Alto CA (Feb. 2002)
- Washington Univ. St. Louis, Strategy Seminar, St. Louis MO (Feb. 2002)
- Univ. Texas, Strategy Seminar, Austin TX (Feb. 2002)
- New York Univ., Management Seminar, New York NY (Feb. 2002)
- INSEAD, Entrepreneurial Management Seminar, Fontainbleau France (Feb. 2002)
- Univ. Toronto, Strategy Seminar, Toronto Canada (Feb. 2002)
- Yale Univ., Entrepreneurship, Venture Capital, and IPO Conference, New Haven CT (April 2002)
- Allied Social Science Alliance Annual Meeting, Washington DC (Jan. 2003)
- Wharton West Conference on Venture Capital, San Francisco CA (May 2004)

David H. Hsu and Martin Kenney, "Organizing Venture Capital: The Rise and Demise of American Research & Development, 1946-1973"

- Univ. Maryland, Research Policy Special Issue Conference, College Park MD (Dec. 2001)
- Academy of Management Annual Meeting, Denver CO (Aug. 2002)

David H. Hsu, "Experienced Entrepreneurial Founders, Organizational Capital, and Venture Capital Funding"

- Academy of Management Annual Meeting, Seattle WA (Aug. 2003)
- Univ. Pennsylvania, Wharton School, Reginald Jones Center Lunch, Philadelphia PA (Oct. 2003)
- Rensselaer Polytechnic Institute Scholars' Retreat, Troy NY (Nov. 2003)
- Brigham Young Univ. Univ. Utah Winter Strategy Conference, Salt Lake City UT (March 2004)

David H. Hsu, "Venture Capitalists and Cooperative Start-up Commercialization Strategy"

- Univ. Pennsylvania, Wharton School, Reginald Jones Center Lunch, Philadelphia PA (April 2004)
- Dartmouth College, Tuck School, Entrepreneurship, Venture Capital, and IPO Conference, Hanover NH (June 2004)
- Academy of Management Annual Meeting, New Orleans LA (Aug. 2004)
- Univ. of British Columbia, Strategy and Business Economics Workshop, Vancouver Canada (Nov. 2004)
- Harvard Business School, Entrepreneurship and Innovation Conference, Boston MA (Dec. 2004)

David H. Hsu and Kwanghui Lim, "The Antecedents and Innovation Consequences of Organizational Knowledge Brokering Capability"

- Academy of Management Annual Meeting, New Orleans LA (Aug. 2004)
- Univ. Pennsylvania, Wharton School, Reginald Jones Center Lunch, Philadelphia PA (Oct. 2004)
- Univ. Maryland, Management and Organizations Seminar, College Park MD (May 2005)
- Harvard Business School, Entrepreneurial Management Seminar, Boston MA (May 2005)
- UCLA/Oxford Entrepreneurship Conference, Los Angeles CA (June 2005)
- Univ. Washington/Stanford Univ. West Coast Research Symposium on Technology Entrepreneurship, Seattle WA (Sept. 2005)
- MIT Sloan, Entrepreneurship and Innovation Seminar, Cambridge MA (Nov. 2005)
- Northwestern Univ., Kellogg School, Entrepreneurship Seminar, Evanston IL (May 2006)
- Univ. Southern California, Strategy Seminar, Los Angeles CA (Nov. 2006)

David H. Hsu, Edward B. Roberts and Charles E. Eesley, "Entrepreneurs from Technology-Based Universities: Evidence from MIT"

- Academy of Management Annual Meeting, Honolulu HI (Aug. 2005)
- NBER Entrepreneurship Group Fall Meeting, Cambridge MA (Oct. 2005)

Joshua S. Gans, David H. Hsu and Scott Stern, "The Impact of Uncertain Intellectual Property Rights on the Market for Ideas: Evidence from Patent Grant Delays"

- Univ. Pennsylvania, Wharton School, Bowman Brownbag seminar series, Philadelphia PA (March 2006)
- George Mason, George Washington, and Georgetown Joint Seminar on Technology Policy, Washington DC (Sept. 2006)
- London School of Economics, RICAFE2 Conference, London England (Oct. 2006)
- Univ. California-Berkeley, Institutional Analysis Workshop, Berkeley CA (Nov. 2006)
- Academy of Management Annual Meeting, Philadelphia PA (Aug. 2007)

Vikas A. Aggarwal and David H. Hsu, "Modes of Cooperative R&D Commercialization by Start-ups"

- London Business School Entrepreneurship Conference, London England (May 2006)
- Schumpeter Society Conference, Sophia-Antipolis France (June 2006)
- Academy of Management Annual Meeting, Atlanta GA (Aug. 2006)
- Univ. Washington/Stanford Univ. West Coast Research Symposium on Technology Entrepreneurship, Seattle WA (Sept. 2006)

David H. Hsu and Rosemarie H. Ziedonis, "Strategic Factor Markets and the Financing of Technology Startups: When do Patents Matter More as Signaling Devices?" (Formerly titled: "Patents as Quality Signals for Entrepreneurial Ventures")

- Univ. Pennsylvania, Wharton School, Bowman Brownbag Seminar, Philadelphia PA (April 2007)
- London Business School Entrepreneurship Conference, London England (April 2007)
- Univ. Chicago, Organizations and Markets Workshop, Chicago IL (May 2007)
- Stanford Univ., Stanford Technology Venture Partners Workshop, Stanford CA (May 2007)
- UCLA, Strategy and Policy Seminar, Los Angeles CA (May 2007)
- Danish Research Unit on Industrial Research (DRUID) Summer Conference (Plenary Speaker), Copenhagen Business School, Copenhagen Denmark (June 2007)
- Duke Univ., Strategy Seminar, Durham NC (Sept. 2007)
- NBER Entrepreneurship Group Fall Meeting, Cambridge MA (Oct. 2007)
- Univ. Toronto, Strategy Seminar, Toronto ON (Nov. 2007)
- London Business School, Entrepreneurship Seminar, London England (Nov. 2007)
- Cornell Univ., Applied Economics Workshop, Ithaca NY (Nov. 2007)
- New York Univ., Strategy Seminar, New York NY (Nov. 2007)
- Academy of Management Annual Meeting, Anaheim CA (Aug. 2008)

Ola Bengtsson and David H. Hsu, "How do Venture Capital Partners Match with Startup Founders?"

- Univ. North Carolina Chapel Hill, Chapel Hill, NC (Nov. 2008)
- Academy of Management Annual Meeting, Chicago, IL (Aug. 2009)
- Entrepreneurial Finance and Innovation Conference (Review of Financial Studies special issue conference), Boston MA (June 2010)

David H. Hsu and Alessandro Marino, "Organizational Routines Formation and New Venture Performance"

- Darden Entrepreneurship and Innovation Conference, Univ. Virginia, Charlottesville VA (April 2010)
- Drexel Univ., Strategy Seminar, Philadelphia PA (May 2010)
- Atlanta Competitive Advantage Conference, Atlanta GA (May 2010)

David H. Hsu and Simon Wakeman, "Costs and Benefits of Learning Through Alliances for Entrepreneurial Firms"

- West Coast Research Symposium on Technology Entrepreneurship, Seattle WA (Sept. 2010)
- Academy of Management Annual Meeting, Boston MA (Aug. 2012)

Vikas A. Aggarwal and David H. Hsu, "Entrepreneurial Exits and Innovation"

- NBER Productivity Lunch, Cambridge MA (Sept. 2010)
- Research Institute of Industrial Economics (IFN) Conference on Entrepreneurship,
 Firm Growth and Ownership Change, Stockholm Sweden (June 2011)
- Entrepreneurial Finance Conference, Tilburg University, Tilburg Netherlands (Nov. 2011)
- UCLA, Entrepreneurship and Innovation Seminar, Los Angeles CA (Dec. 2011)
- Temple University Fox School Workshop, Philadelphia PA (February 2012)
- Economics of Entrepreneurship and Innovation Conference, Queen's Univ., Kingston ON (June 2012)

Charles E. Eesley, David H. Hsu, and Edward B. Roberts, "Bringing Entrepreneurial Ideas to Life"

Academy of Management Annual Meeting, San Antonio TX (Aug. 2011)

Matt Marx and David H. Hsu, "Technology Commercialization Strategy Dynamics and Entrepreneurial Performance: Evidence from the Speech Recognition Industry"

- Georgia Tech College of Management, Strategy Seminar, Atlanta GA (March 2012)
- Wharton School, University of Pennsylvania, Bowman Seminar, Philadelphia PA (March 2012)
- London Business School, Ghoshal Conference, London UK (May 2012)
- Academy of Management Annual Meeting, Boston MA (Aug. 2012)

E. Invited Discussions

Management Science Conference on University Entrepreneurship and Technology Transfer, Atlanta GA (Dec. 2000)

Kennedy School of Government, Harvard Univ., "Between Invention and Innovation: Mapping the Funding for Early Stage Technology Based Innovation" workshop, Cambridge MA (May 2001)

Wharton Conference on Market Strategy and the Business Environment, Philadelphia PA (March 2004)

Georgia Tech Roundtable for Engineering Entrepreneurship Research, Atlanta GA (Dec. 2004)

American Economics Association Annual Meeting, Washington DC (Jan. 2005)

Penn Economic History Forum, Univ. Pennsylvania, Philadelphia PA (Jan. 2005)

Western Finance Association Annual Meeting, Portland OR (June 2005)

"Joint Knowledge Creation and Sharing" paper session, Academy of Management Annual Meeting, Honolulu HI (Aug. 2005)

Georgia Tech Roundtable for Engineering Entrepreneurship Research, Atlanta GA (Dec. 2006)

Univ. Amsterdam conference on "Innovation and Early Stage Ideas," discussion leader on "Movement of Ideas and Movement of People," Amsterdam Netherlands (Dec. 2006)

International Motor Vehicle Program – Automotive Mini-conference at Wharton, Philadelphia PA (June 2007)

Danish Research Unit on Industrial Dynamics (DRUID) conference, "Entrepreneurship" session, Copenhagen Business School, Copenhagen Denmark (June 2007)

"Use of Patent Data in Management Research," Professional Development Workshop, Academy of Management Annual Meeting, Philadelphia PA (Aug. 2007)

"Entrepreneurship Research" Professional Development Workshop, Academy of Management Annual Meeting, Philadelphia PA (Aug. 2007)

West Coast Research Symposium on Technology Entrepreneurship, "Strategies for Entrepreneurial Fundraising" session, Seattle WA (Sept. 2007)

NBER / Journal of Economics and Management Strategy Entrepreneurial Strategy and Structure Conference, Jackson Hole WY (Sept. 2007)

"Markets for Technology" in European Institute for Advanced Studies in Management workshop on Co-opetition at Universidad Carlos III de Madrid (Feb. 2008)

Economics of Entrepreneurship and Innovation Conference, Queen's Univ., Kingston ON (June 2008)

Entrepreneurship Workshop, Univ. Michigan, Ann Arbor MI (July 2008)

"Financing Strategies for New Ventures" paper session, Academy of Management Annual Meeting, Anaheim CA (Aug. 2008)

"Entrepreneurship and Venture Capital" paper session, Wharton Technology Conference, Philadelphia PA (April 2009)

Entrepreneurship Conference, Univ. Maryland, College Park MD (April 2010)

Entrepreneurial Finance and Innovation Conference (Review of Financial Studies special issue conference), Boston MA (June 2010)

NBER Summer Institute, Entrepreneurship Program, Boston MA (July 2010)

"Technology Entrepreneurship" session, MIT Sloan Technological Innovation, Entrepreneurship and Strategic Management Group 50th Anniversary Research Conference, Boston MA (April 2011)

Darden Entrepreneurship and Innovation Research Conference, Univ. Virginia, Charlottesville VA (May 2011)

Research Institute of Industrial Economics (IFN) Conference on Entrepreneurship, Firm Growth and Ownership Change, Stockholm Sweden (June 2011)

Wharton Technology Conference, Philadelphia PA (April 2012)

Patents, Entrepreneurship and Innovation / Journal of Industrial Economics Conference, Washington DC (May 2012)

F. Editorial Activities

Department Editorship

Management Science

Entrepreneurship and Innovation department, 2011-present

Associate Editorships

Management Science

- Entrepreneurship and Innovation department, 2006-2010
- Organizations and Social Networks department, 2006-2008

Ad hoc Referee Duties

- Academy of Management Annual Meetings
- Academy of Management Journal
- Academy of Management Review
- Administrative Science Quarterly
- American Economic Review
- California Management Review
- Cambridge University Press
- Economic Journal
- Economics Letters
- European Management Review
- Journal of Business Venturing
- Journal of Economic Behavior and Organization
- Journal of Economics and Management Strategy
- Journal of Finance
- Journal of Financial Intermediation
- Journal of International Business Studies
- Journal of Law, Economics, and Organization
- Management Science
- National Science Foundation
- Nature
- Organization Science
- Oxford University Press
- RAND Journal of Economics

- Research Policy
- Review of Economics and Statistics
- Review of Industrial Organization
- Social Forces
- Strategic Entrepreneurship Journal
- Strategic Management Journal
- Wharton Business School Press
- Yale University Press

G. Research Interests

Entrepreneurial innovation and management

IV. TEACHING ACCOMPLISHMENTS

A. Course Created and Taught

Management 731, Technology Strategy (MBA), 2004-2008.

B. Course Developed and Taught

Management 801, Entrepreneurship (MBA/WEMBA), 2003-present.

Management 612, Managing the Emerging Enterprise (Core MBA), from Spring 2013

C. Teaching Interests

Managing technological innovation; entrepreneurial management and strategy

V. PROFESSIONAL ACTIVITIES

A. University-Related Activities

1. Committee membership

Member, Mack Chair in Management of Technology search committee, Management Department, Wharton School, Univ. Pennsylvania, 2003

Member, Junior Faculty Search Committee, Entrepreneurial Management Group, Management Department, Wharton School, Univ. Pennsylvania, 2003-present

Member, Undergraduate curriculum committee, Management Department, Wharton School, Univ. Pennsylvania, 2007-8

Member, MBA and Undergraduate Curriculum Committee, Wharton School, Univ. Pennsylvania, 2008-9

Chair, Academic Seminar Restructuring Committee, Management Department, Wharton School, Univ. Pennsylvania, 2008-9

Member, Doctoral Committee, Management Department, Wharton School, Univ. Pennsylvania, 2010-present

Member, MBA Executive Committee, Wharton School, Univ. Pennsylvania, 2010-11

2. Advising

Doctoral Thesis Committee Advisor

 Vikas Aggarwal, Management Department, Wharton School (2004-2009). Initial placement: INSEAD, Fontainbleau France

Doctoral Thesis Committee Membership

- Preeta Banerjee, Management Department, Wharton School (2003-2005, initial placement: University of Illinois-Urbana Champaign)
- Elisa Alvarez-garrido, Management Department, Wharton School (2007-2010, initial placement: Georgia State University)

Management & Technology undergraduate senior thesis advisor: Abhiraj Modi (2010)

3. Other university activities

Organizer, Wharton Management of Technology Research Seminar Series, 2003-2006

Co-organizer, Wharton Technology Research Mini-conference, 2005-8

Reviewer, Wharton doctoral student second year paper presentations, 2003-present

- Elisa Alvarez-garrido
- Rafael Corredoira
- Jamie P. Eggers
- Jingoo Kang
- Anindya Ghosh

Advisory Board, Pan-Asian American Community House, Univ. Pennsylvania, 2005-2008

MBA Pre-term course faculty, 2003-present

Associate Faculty Director, Weiss Tech House, Univ. Pennsylvania, 2008-present

Academic Director, Wharton Global Initiatives - Guanghua Business School, EMBA program, Aug. 2011

B. Non-University Related Academic Activities

Participant, U.S. Senate Committee on Small Business forum, "Encouraging and Expanding Entrepreneurship: Examining the Federal Role," March 2001

Doctoral Student Consortium Faculty Leader, Technology and Innovation Management (TIM) division of the Academy of Management, Atlanta GA, 2006

Doctoral Student Workshop Faculty, IRI Summer School on "Individual and Corporate Entrepreneurship in High-Tech Industries," Volterra Italy, June 2006

Representative-at-Large (elected) to the Executive Committee in the Technology and Innovation Management (TIM) division of the Academy of Management, 2007-2009

Participant, U.S. National Academy of Sciences' Science, Technology and Economic Policy (STEP) Board meeting on "Investor Exits: Implications for Innovation and Entrepreneurship in the United States Economy," Washington DC, Aug. 2007

Reviewer, Organization Science doctoral dissertation proposal competition, Fall 2007

Doctoral Student Workshop Faculty, West Coast Research Symposium on Technology Entrepreneurship, Seattle WA, Sept. 2007

Program Committee, Regional Comparative Advantage and Knowledge-Based Entrepreneurship (RICAFE2) conference funded by the European Commission, Riga Latvia, Oct. 2007

Program Committee, Harvard Business School Entrepreneurship Research Conference, Boston MA, Dec. 2007

Representative-at-Large (elected) to the Executive Committee in the Entrepreneurship & Strategy Interest Group of the Strategic Management Society, 2008-2010

Organizer, Strategic Management Society session on "Key Issues in Entrepreneurial Strategy Research," Washington DC, Oct. 2009

Member, Strategy Research Foundation of the Strategic Management Society (SMS) Grants Committee (appointed), 2010-present.

C. Professional Affiliations and Memberships

Academy of Management American Economics Association Strategic Management Society Strategy Research Initiative

VI. GRANTS, HONORS AND AWARDS

Outstanding master's thesis on commercializing university technologies, Harvard Univ., Kennedy School of Government, 1996 MIT Sloan School Fellowships: David & Lindsay Morgenthaler Fellowship; CS Holding Doctoral Fellowship; and Wilson Fellowship, 1997-2001

Edward B. and Shirley R. Shils Term Assistant Professorship at Wharton: 2002-2008

Mack Center for Technological Innovation at Wharton, research grants: 2002-present

Alfred P. Sloan Industry Studies Fellowship (\$45,000), 2008-09

Management Science Meritorious Service Award, 2010

Richard A. Sapp Associate Professor, 2010-present

VII. PERSONAL

Married; Two children born 12/2007 and 9/2009.