

GERSON (GARY) DUSHNITSKY

Strategy and Entrepreneurship
London Business School
Sussex Place, Regent's Park
London NW1 4SA
gdushnitsky (at) london (dot) edu

I. EMPLOYMENT

Associate Professor (with Tenure), London Business School
Strategy and Entrepreneurship area, 2010 - present
Academic Director, Deloitte Institute of Innovation & Entrepreneurship, 2010 - 14

Assistant Professor of Management, The Wharton School,
University of Pennsylvania
Mack Center for Technological Innovation, Senior Fellow, 2010 - present
Shils Term Assistant Professorship, 2009-2010
Goergen Fellow, Wharton Entrepreneurial Programs, 2007 – 2010
Lecturer, Stern School of Business, New York University. 2003.

II. EDUCATIONAL BACKGROUND

Ph.D., (Summa Cum Laude) New York University, 2004
M.Sc., (Magna Cum Laude) Tel Aviv University, 1999
B.A. (Magna Cum Laude), Tel Aviv University, 1994

III. RESEARCH / PUBLICATIONS

A. Publications

1. Articles published in refereed journals

- 1) G. Dushnitsky, and M.J. Lenox. 2005. "When Do Firms Undertake R&D By Investing In New Ventures?" *Strategic Management Journal*, 26 (10): 947 - 965.
- 2) G. Dushnitsky, and M.J. Lenox. 2005. "Corporate Venture Capital And Incumbent Firm Innovation Rates." *Research Policy*, 34(5): 615-639.
- 3) G. Dushnitsky, and M.J. Lenox. 2006. "When Does Corporate Venture Capital Investment Create Firm Value?" *Journal of Business Venturing*, 21 (6): 753-772.
- 4) G. Dushnitsky and J.M. Shaver. 2009. "Limitations To Inter-Organizational Knowledge Acquisition: The Paradox Of Corporate Venture Capital" *Strategic Management Journal*, 26(10): 947-965
- 5) G. Dushnitsky. 2010. "Entrepreneurial Optimism In The Market For Technological Invention" *Organization Science*, 21(1): 150-167
- 6) G. Dushnitsky and D. Lavie. 2010. "How Alliance Formation Shapes Corporate Venture Capital Investment in the Software Industry: A Resource-Based Perspective" *Strategic Entrepreneurship Journal*, 4(1), 22-48.

- 7) G. Dushnitsky and Z.B. Shapira. 2010. "Entrepreneurial Finance Meets Organizational Reality: Comparing Corporate And Independent Venture Capitalists." *Strategic Management Journal*, 31(9): 990-1017.
- 8) G. Dushnitsky and T. Klueter. 2011. "Is There an eBay For Ideas? Insights From Online Knowledge Marketplaces." *European Management Journal*, 8(1): 17-32.
- 9) E. Alvarez-Garrido and G. Dushnitsky. 2013. "Corporate-Backed Biotech Startups: Exploring the Innovation Implications" *Nature Biotechnology*, 31(June): 495-497.
- 10) G. Dushnitsky, M. Guerini, E. Piva, C. Rossi-Lamastra. 2016. "Crowdfunding in Europe: State-of-the-art and determinants of platforms' creation across countries" *California Management Review*, 58(2) Winter 2016.
- 11) E. Alvarez-Garrido and G. Dushnitsky. 2016. "Are Entrepreneurial Venture's Innovation Rates Sensitive to Investor Complementary Assets? Comparing Biotech Ventures Backed by Corporate and Independent VCs" *Strategic Management Journal*, 37(5): 819-834
- 12) Drover, W., Busenitz, L.; S. Matusik; D. Townsend, G. Dushnitsky; A. Anglin. 2017. "A Review and Roadmap of Entrepreneurial Equity Financing", *Journal of Management* 43(6): 1820-1853
- 13) G. Dushnitsky and T. Klueter. 2017. "Which Industries Are Served by Online Marketplaces for Technology?" *Research Policy* 46(3): 651-666.
- 14) Agarwal, R., Dushnitsky, G., Lumpkin, G. T., Wright, M. and Zott, C. 2017. "Strategic Entrepreneurship Journal at 10: Retrospect and Prospect." *Strategic Entrepreneurship Journal*, 11: 197-199.
- 15) G. Dushnitsky and M. Fitza. 2018. "Are We Missing the Platforms for the Crowd? Comparing Investment Drivers Across Multiple Crowdfunding Platforms" *Journal Business Venturing Insights*, Vol. 10
- 16) G. Dushnitsky and S.F. Matusik. 2019. "A Fresh Look at Patterns and Assumptions in the Field of Entrepreneurship: What Can We Learn?" *Strategic Entrepreneurship Journal*, 13(4): 437-447
- 17) G. Dushnitsky, E. Piva, C. Rossi-Lamastra. 2020. "Investigating the Mix of Strategic Choices and Performance of Transaction Platforms: Evidence from the Crowdfunding Setting" *Strategic Management Journal*, Forthcoming

2. Other articles

a. Articles in proceedings

- 18) G. Dushnitsky, and Michael J. Lenox. 2003. "When do firms undertake R&D by investing in new ventures?" AOM Proceedings. Best Student Paper Award (TIM)
- 19) G. Dushnitsky. 2004. "Limitations to inter-organizational knowledge acquisition" AOM Best Paper Proceedings. Best Student Paper Award (TIM)
- 20) G. Dushnitsky, and Michael J. Lenox. 2005. "When do firms undertake R&D by investing in new ventures?" *Frontiers of Entrepreneurship Research 2005: Proceedings of the Twenty-Fifth Annual Entrepreneurship Research Conference*
- 21) G. Dushnitsky. 2007. "How do entrepreneurs attract (high valuations) from outsiders?" *Academy of Management Best Paper Proceedings. Sumatra Ghoshal Research & Practice Award (BPS).*

- 22) G. Dushnitsky and Zur B. Shapira. 2008. "Entrepreneurial Finance meet organizational reality." Academy of Management Best Paper Proceedings. Distinguished Paper Award (BPS).
 - 23) G. Dushnitsky and E. Alvarez-Garrido. 2012. "More than words: Is Startup's Propensity to Turn Publications into Patents Sensitive to Investor Characteristics?" Academy of Management Best Paper Proceedings.
 - 24) G. Dushnitsky and J. Birkinshaw. 2014. "Corporate Venturing" *Strategic Management Journal* Virtual special Issue.
 - 25) G. Dushnitsky and S Sarkar. 2018. "Decomposing Accelerator and Cohort Effects Among London Startups" Academy of Management Best Paper Proceedings.
- b. Chapters in books
- 26) G. Dushnitsky. 2006. "Corporate venture capital: Past evidence and future directions". In: Oxford Handbook of Entrepreneurship, edited by Casson, Yeung, Basu and Wadeson. Oxford: Oxford University Press.
 - 27) Dushnitsky, G. 2011. "Financial resources for the new venture: how to get them", in Shane, S. (ed.), Entrepreneurship: , The Marketing & Management Collection, Henry Stewart Talks Ltd, London (online at <http://hstalks.com/go>)
 - 28) G. Dushnitsky. 2012. "Corporate Venture Capital in the 21st Century: An Integral Part of Firms' Innovation Toolkit". In: Oxford Handbook of Venture Capital, edited by Cummings. Oxford: Oxford University Press.
 - 29) G. Dushnitsky. 2014. "Corporate Venturing". In: Palgrave Dictionary of Strategic Management, M. Augier & D. Teece (eds). Palgrave.
 - 30) G. Dushnitsky and J.M. Shaver. 2016. "What Inventions Do Corporate Entrepreneurship Programs Gain Access To?". In: Handbook of Corporate Entrepreneurship, edited by Zahra. Elger: UK.
 - 31) G. Dushnitsky and T. Klueter. 2016. "Linking Technologies to Applications – Insights from Online Markets for Technology". Advances in Strategic Management, Folta T., Helfat C., Karim S. (Eds.)
 - 32) G. Dushnitsky and D. Zunino. 2018 "The role of Crowdfunding in Entrepreneurial Finance". *Forthcoming* in Handbook of Research on Crowdfunding, Parhankangas A., Mason C., Landström H. (Eds.)
3. Working Papers
- 33) D. Zunino, G. Dushnitsky, and M. van Praag. 2019. "How Do Investors Evaluate Past Entrepreneurial Failure? Unpacking Failure Due to Lack of Skill versus Bad Luck." *CEPR wp*, Revise & Resubmit
 - 34) G. Dushnitsky and S Sarkar. 2019. "Here Comes the Sun: How Transient Shocks Impact The Market For Entrepreneurial Finance" Revise & Resubmit
 - 35) G. Dushnitsky. 2019. "A Cross-Country Study of Entrepreneurial Optimism and Valuations." Revise & Resubmit
 - 36) G. Dushnitsky, L. Yu, J. Lu. 2020. 公司创业投资：文献述评与研究展望 (Title: Corporate Venture Capital Research: Literature Review And Future Directions). Under Review
 - 37) G. Dushnitsky, and L. Yu. 2019. "Lost in Translation: Exploring the Antecedents to CVC in China" working paper

- 38) G. Dushnitsky and S Sarkar. 2018. “Decomposing Accelerator and Cohort Effects Among London Startups” *Academy of Management Best Paper Proceedings*.
- 39) G. Dushnitsky, E. Piva, C. Rossi-Lamastra. 2018. “When do matching platforms die?” working paper
- 40) G. Dushnitsky and S Kang. 2019. “The Role of Orchestrator in Ecosystem Development: Evidence From Corporate Venture Capital” Working paper
- 41) G. Dushnitsky. 2017. “Open Innovation and Organizational Integration: Are We Driving Away Those We Seek to Learn From?” Working paper
- 42) E. Alvarez-Garrido and G. Dushnitsky. 2012. “Far-Reaching Corporate Arms? International Biotech Startups, Innovation, and CVC investing” work in progress
- 43) G. Dushnitsky and S. Winston-Smith. 2012. “And Then There Were Three... The Impact of Multiple Corporate Investors on Innovative Outcomes” working paper

4. Invited papers

a. Invited lectures/presentations

“Do Platforms’ Strategies Impact Their Survival?”

- INSEAD, March 2020
- IESE, March 2019
- TUM University, October 2017
- Warwick University, April 2017

“How Do Investors Evaluate Past Entrepreneurial Failure?”

- Babson University, October 2018

“Entrepreneurial optimism and venture capital valuation”

- Purdue University, Mar 2020
- SKEMA, Feb 2020
- Oxford University, May 2016
- FIU Seminar, March 2016.
- SIEPR Seminar, Stanford University, Oct 2015
- Berkeley University, Oct 2015
- CRIOS Conference (Bocconi University), June 2015
- University of Bath, Apr 2015; Warwick, Apr 2014

“Financing of Innovation”

- World Economic Forum. Davos, Switzerland. Jan., 2011

“A cross-country study of entrepreneurial optimism”

- IESE, Nov2012; Cass Business School, City University, May 2011; University of Carlos III Madrid. March 2011; INSEAD, Oct. 2010; University of Nottingham, Oct. 2010; Washington University, Oct. 2009; HEC Workshop on Entrepreneurial Entry. Sep. 2009; Smith Entrepreneurship Research Conference. Maryland University. May 2009; University of Maryland, Feb. 2009; University of North Carolina, Feb. 2009; University of Michigan, Feb. 2009; Technion, Feb. 2009; London Business School, Jan. 2009; New York University, Jan. 2009

“Entrepreneurial finance meets organizational reality...”

- Economics of Entrepreneurship and Innovation Conference. Jun., 2009. Queens University, Canada; Northwestern, April. 2009; Strategy Research Forum. May 2006, Egg Harbor, NJ; Organization Science Winter Conf.. Feb. 2006, Steamboat, CO.

“How do entrepreneurs attract...”

- Smith Entrepreneurship Research Conference. Maryland Uni. Apr. 2008.

“Limitations to inter-organizational knowledge acquisition...”

- Greif Entrepreneurship Symposium, USC. Mar. 2008; On the Barriers to Intra- and Interfirm Knowledge Transfer. Copenhagen Business School. Jun. 2007; BYU / Utah U. Winter Strategy Conference. Feb. 2006, UT; Inter-Disciplinary Center, Israel. Dec. 2005; MIT Sloan School of Management. Oct. 2005; Tel-Aviv University. Apr. 2005; Carnegie Mellon University; Duke University; Harvard Business School (Entrepreneurship Unit, Strategy Unit); London Business School, University of California at Irvine, University of Illinois at Urbana Champaign, University of Minnesota, University of Toronto, The Wharton School, York University. 12/2003 – 2/2004.

b. Refereed Conferences

“Do Platforms’ Strategies Impact Their Survival?”

- SMS Conference. October 2019. Minneapolis, MN. USA.
- Wharton Technology Conference. April 2019. Philadelphia, PA
- AOM Big Data Special Conference. April 2018. Surrey, UK
- SMS Special Conference. June 2018. Oslo, Norway
- SMJ Special Issue Conference. Oct. 2018. Minneapolis, MA.

“Seeding a Star or Constructing a Constellation?”

- Academy of Management Conf . Aug. 2018, Chicago, USA
- SMS Conference. October 2019. Minneapolis, MN. USA.

“Decomposing Accelerator and Cohort Effects Among London Startups”

- INSEAD IDEC. Aug. 2018. Fontainebleau, France.
- Academy of Management Conf . Aug. 2018, Chicago, USA
Best Paper Proceedings; Distinguished Paper Award (BPS).

“Here Comes the Sun...”

- SMS Conference. September 2018. Paris, France.
- Academy of Management Conf . Aug. 2018, Chicago, USA
- INSEAD IDEC. Aug. 2018. Fontainebleau, France.
- 3rd Entrepreneurial Finance Conference. June 2018. Milan, Italy.
- DRUID Conference. June 2016. Copenhagen, Denmark

“How Do Investors Evaluate Past Entrepreneurial Failure?”

- SMS Special Conference. June 2019. Frankfurt, Germany
- Strategic Management Society. Oct. 2017, Houston, TX.

“Far from the Madding Crowd? The Impact of Endogenous and Exogenous Uncertainty on Crowdfunding-Platform Location”

- Private Equity Symposium, LBS, June 2017
- INSEAD Doriot Entrepreneurship Conference, May 2017
- LBS Private Equity Institute Symposium, June 2017
- Strategic Management Society. Oct. 2016, Berlin, Germany.

“Are We Driving Away Those We Seek to Learn From?”

- Academy of Management Conf . Aug. 2015, Vancouver, Canada.
- Scale and Scope Conference. Cass University, Feb. 2016

“Far-Reaching Corporate Arms? International Biotech Startups...”

- Strategic Management Society. Oct. 2012, Prague, Czech.

“More than words: Is Startup's Propensity to Turn Publications into ...”

- DRUID Summer conference. June 2012. Copenhagen;
- Wharton Technology Conference. April 2012, Philadelphia PA.
- Academy of Management Conf . Aug. 2012, Boston, MA.
- Strategic Management Society. Nov. 2011, Miami FL.

“Formation of a Marketplace for Ideas: An Industry Analysis”

- Tel-Aviv Strategic Management Society. Mar. 2014, Tel-Aviv, Isreal.
- Academy of Management Conf . Aug. 2012, Boston, MA.

“And then there were three... The impact of multiple corporate investors”

- Strategic Management Society. Oct. 2012, Prague, Czech.
- Academy of Management Conf . Aug. 2012, Boston, MA.

“Investigating How Online Markets for Ideas Alter...”

- DRUID Summer conference. June 2012. Copenhagen.
- EURAM conference. Rotterdam, June 2012.
Nokia Siemens Network Award for Best Paper in Tech Management.
- Academy of Management Conf . Aug. 2012, Boston, MA.
- Strategic Management Society. Oct. 2010, Rome, Italy.
- Academy of Management Conf . Aug. 2010, Montreal, CA.

“A cross-country study of entrepreneurial optimism and valuation”

- Academy of Management Conf . Aug. 2011, San Antonio, TX.
- Roundtable on Engineering Entrepreneurship Research (REER), Nov. 2010, Georgia Tech University, Atlanta GA.
- Israel Strategy Conference. Dec. 2009, Beer Sheva, Israel.
- Strategic Management Society. Oct. 2009, Washington DC.

“Economic and Organizational Underpinnings of Open Innovation.”

- Strategic Management Society. Oct. 2010, Rome, Italy.
- Academy of Management Conf . Aug. 2010, Montreal, CA.

“An *eBay* For Ideas?...”

- ACE Entrepreneurship conference, Jun. 2010. Amsterdam
- DIME conference. Apr, 2010. Milan, Italy.

- Israel Strategy Conference. Dec. 2009, Beer Sheva, Israel.
 - Strategic Management Society. Oct. 2009, Washington DC.
 - Academy of Management Conference. Aug. 2009, Chicago, IL.
- “Entrepreneurial Finance meet organizational reality...”
- West Coast Technology Entrepreneurship Conference. Sep. 2008, Stanford University. San Francisco, CA.
 - Academy of Management Conference. Aug. 2008, Anaheim, CA
Best Paper Proceedings; Distinguished Paper Award (BPS).
 - Israel Strategy Conference. Jerusalem, Israel. Dec. 2007.
Best Paper Award
- “How do entrepreneurs attract...”
- Academy of Management Conference. Aug. 2007, Philadelphia, PA;
Best Paper Proceedings; Sumatra Ghoshal Research and Practice Award (BPS).
 - West Coast Technology Entrepreneurship Conference. Sep. 2006, Seattle, WA.
- “Strategic alliances versus corporate venture capital...”
- INSEAD Conference on Network Evolution. Oct. 2008. Fontainebleau
 - West Coast Technology Entrepreneurship Conference. Sep. 2007, Seattle, WA.
 - Academy of Management Conference. Aug. 2006, Atlanta, GA.
 - Atlanta Competitive Advantage Conf. Jun. 2006, Atlanta GA.
 - Strategic Management Society. Oct. 2005, Orlando, FL.
- “A temporal approach to R&D collaborations...”
- Technion. May 2007. Israel.
 - Academy of Management Conference. Aug. 2006, Atlanta, GA.
 - Bowman Brown Bag. May 2006, The Wharton School.
- “Partnering”
- Academy of Management Conference. Aug. 2006, Atlanta, GA.
- “Innovation incentives meet organizational reality...”
- Academy of Management Conference. Aug. 2005, Honolulu, HA
 - R. Jones Center Lunch. Mar. 2005, The Wharton School.
- “Limitations to inter-organizational knowledge acquisition...”
- Academy of Management Conference. Aug. 2005, Honolulu, HA *BPS Best Dissertation Finalists session.*
 - Atlanta Competitive Advantage Conf. Jun. 2005, Atlanta GA
 - Babson -Kauffman Entrepreneurship Research Conference. Jun. 2005, Wellesley, MA.
 - Academy of Management Conference. Aug. 2004, New Orleans, LA.
Best Paper Proceedings; TIM Best Paper Award; TIM Best Student Paper Award

- Society of Entrepreneurship Scholars Conference. Ohio State University, Mar. 2004, Columbus, OH.
- Strategic Management Society. Nov. 2003, Baltimore, MD.
- Consortium on Competitiveness and Cooperation (CCC) Colloquium, Apr. 2003, University of Toronto, Canada

“Seller’s guide to signaling: How to overcome info-asymmetries...”

- Society of Entrepreneurship Lally-Darden-Fisher Retreat. Apr. 2005, Columbus, OH.
- Academy of Management Conference. Aug. 2003, Seattle, WA.

“When do firms undertake R&D by investing in new ventures?”

- Babson -Kauffman Entrepreneurship Research Conference. Jun. 2005, Wellesley, MA.
- Academy of Management Conference. Aug. 2003, Seattle, WA. *Best Paper Proceedings; TIM Best Student Paper Award*
- Strategic Management Society. Nov. 2003, Baltimore, MD. *McKinsey Best Conference Paper Prize (Honorable Mention); Booz Allen PhD Fellowship (Runner-up)*

“Corporate venture capital and incumbent firm innovation rates.”

- Wharton Technology Conference. Apr. 2003, Philadelphia, PA.
- Academy of Management Conference. Aug. 2002, Denver, CO.

“Are firms profiting from corporate venture capital?”

- INFORMS Conference. Oct. 2003. Atlanta, GA.
- Academy of Management Conference. Aug. 2003, Seattle, WA.

“Corporate venture capital: Innovation and governance.”

- Invited Participant, Consortium on Competitiveness and Cooperation (CCC). Apr. 2002. Boston, MA
- Invited Participant, International Entrepreneurship Workshop, Apr. 2002. Minneapolis, MN

c. Refereed Symposia/Panels

- Invited Panelist “Lean startup”. AOM Conference. Aug. 2019, Boston, MA
- Invited Panelist “Crowdfunding”. AOM Conference. Aug. 2019, Boston, MA
- Keynote speaker. 3rd Entrepreneurial Finance Conference. June 2018. Milan, Italy
- Invited Panelist “Plenary Session: Features of the New Economy”. SMS Special Conference. Jun. 2018, Oslo, Norway.
- Co-organizer, “Strategic Entrepreneurship Journal 10th Anniversary”. Showcase Panel. SMS Conference. Oct. 2017. Houston, TX.
- Invited Panelist “Lean startup”. AOM Conference. Aug. 2017, Atlanta, GA
- Co-organizer, “Beyond Kickstarter”. Symposium (BPS, ENT divisions). AOM Conference. Aug. 2016. Anaheim, CA
- Co-organizer, “The Pursuit of innovation”. Symposium (BPS, ENT, TIM divisions). AOM Conference. Aug. 2016. Anaheim, CA

- Invited Panelist “Oxford Roundtable on Crowdfunding”. Oxford University, May 2016.
- Invited Panelist “Plenary Session: New Frontiers in Technologies, Fields, and Business Models”. SMS Conference. Oct. 2015, Denver, USA.
- Invited Panelist “Crowdfunding Research: Present and Future”. SMS Conference. Oct. 2015, Denver, USA.
- Invited Panelist “Phenomenon-driven Research in Strategic Management”. SMS Conference. Oct. 2015, Denver, USA.
- Invited Panelist, Knowledge & Innovation Paper Development Workshop. SMS Conference. Oct. 2015, Denver, USA.
- Invited Panelist, BPS Junior Faculty Workshop. AOM Conference (BPS). Aug. 2015, Vancouver, Canada.
- Conference Co-organizer, “Strategy, Entrepreneurship and Innovation 5th Doctoral Consortium”. LBS, London. Sep 25-26, 2015
- Invited Panelist, “Innovation and Trends in Entrepreneurial Finance Research”. AOM Conference (BPS & TIM). Aug. 2015, Vancouver, Canada.
- Invited Panelist, *NESTA Research Seminar on Crowdfunding and P2P lending*. May. 2015, London, UK
- Faculty advisor, SMS IACMENA Cambridge workshop. April 2015
- Co-organizer, “Crowdfunding”. SMS Conference Extension. Sep. 2014, San Sebastian, Spain.
- Invited Panelist, “Crowdfunding”. SMS Conference. Sep. 2014, Madrid Spain.
- Co-organizer, “Mapping the Crowdfunding Phenomenon”. AOM Conference (BPS, ENT, TIM). Aug. 2014, Philadelphia, PA.
- Invited Panelist, “Finance and Management Research”. AOM Conference (BPS). Aug. 2014, Philadelphia, PA.
- Chair & Discussant, “Entrepreneurial Finance”. AOM Conference (BPS). Aug. 2014, Philadelphia, PA.
- Invited Panelist, BPS Doctoral Workshop. AOM Conference (BPS). Aug. 2014, Philadelphia, PA.
- Conference Co-organizer, “Startup and Restart Strategies”. Tel-Aviv Strategic Management Society Conference. Mar. 2014, Tel-Aviv, Israel
- Organizer & moderator, day-long Industry-Academia workshop at the Tel-Aviv Strategic Management Society Conference. Mar. 2014, Tel-Aviv, Israel
- Invited Panelist, “Future of Crowdfunding”. Showcase Panel, HEC Crowdfunding conference. Oct. 2013, Paris, France
- Panelist, “The Shifting Landscape of Entrepreneurial Finance”. Showcase Symposium (BPS, ENT, TIM), AoM Conference. Aug. 2013, Orlando, FL
- Co-organizer, “Competing for Innovation”. Strategic Management Society Conference. Oct. 2012, Prague, Czech.
- Invited Panelist, Doctoral Workshop. Strategic Management Society Conference. Nov. 2011, Miami, FL.
- Invited Panelist, Darden & AOM ENT Exemplars Research Conference. May. 2012, Charlottesville, VA.

- Invited Panelist, Doctoral Workshop. Strategic Management Society Conference. Nov. 2011, Miami, FL.
- Invited Panelist, “Enabling Innovation Outside the Firm”. PDW (OMT, BPS, TIM), AoM Conference. Aug. 2011, San Antonio, TX.
- Co-organizer, “The Market for Ideas: Understanding its Micro-Structure and Performance Implications”. Showcase Symposium (BPS, ENT, TIM), AoM Conference. Aug. 2010, Montreal, CA.
- Invited Panelist, “Towards an Integrated View of External Knowledge Sourcing”. PDW (ENT, IM, TIM), AoM Conf. Aug. 2010, Montreal, CA.
- Co-organizer, “Doctoral Consortium”. Israel Strategy Conference. Dec. 2009, Beer Sheva, Israel.
- Invited discussant, “An Empirical Analysis of Pricing in Patent Licensing Contracts (Sakakibara)”. Roundtable For Engineering Entrepreneurship Research. Nov. 2009, Georgia Tech, Atlanta, GA.
- Invited Panelist, “Knowledge Spillovers and Strategic Entrepreneurship”. Strategic Management Society Conf. Oct. 2009. Washington DC.
- Invited Panelist, “Strategic in Uncertain World”. Strategic Management Society Conference. Oct. 2009, Washington DC.
- Invited Panelist, “Managing Technological Transitions”. BPS/ENT/TIM Divisions, AoM Conference. Aug. 2009, Chicago, IL.
- Invited Panelist, “Beyond Unidimensionality of Social Structure: Consequences and antecedents of multiplex networks”. BPS Division, AoM Conference. Aug. 2009, Chicago, IL.
- Co-organizer, “Corporate venturing”. Entrepreneurship Division, AoM Conference. Aug. 2008, Anaheim, CA.
- Invited discussant, “Corporate Venture Capital”. Atlanta Competitive Advantage Conference. Jun. 2008, Atlanta, GA.
- Invited Panelist, Doctoral Workshop. Strategic Management Society Conference. Oct. 2007, San Diego, CA.
- Co-organizer, “Corporate venturing”. Entrepreneurship Division, AoM Conference. Aug. 2007, Philadelphia, PA.
- Invited Panelist, Doctoral Workshop. TIM Division, AoM Conference. Aug. 2007, Philadelphia, PA.
- Invited Panelist, “Managing your dissertation”. BPS Division, AoM Conference. Aug. 2006, Atlanta, GA.
- Invited Panelist, “External corporate venturing and organizational learning”. Entrepreneurship Division, AoM Conference. Aug. 2004, New Orleans, LA.

d. Business Symposia/Panels

- Moderator, *Corporate Venture Capital Panel*. LBS PE/VC Conference, Mar. 2017, London, UK.
- Moderator, *Venture Capital Panel*. LBS PE/VC Conf., Mar. 2016, London.
- Organizer & moderator, *FinTech Panel*. 11th LBS PE/VC Conference, Mar. 2015, London, UK.
- Moderator, *FinTech & Payment Panel*. LBS, Mar. 2015, London, UK.
- Moderator, “Big Business: Succeeding in Innovation and Growth” CWN. London, February 2014

- Keynote, “Do Corporate Venture Capital Build Tomorrow’s Innovators?:”. EVCA Corporate Venture Capital Summit. Brussels, BL (20 March 2014)
- Organizer & moderator, day-long Industry-Academia workshop at the Tel-Aviv Strategic Management Society Conference. Mar. 2014, Tel-Aviv, Israel
- Moderator, “Big Business: Succeeding in Innovation and Growth” CWN. London, February 2014
- Moderator, “Encouraging the love - corporate investing in VC”. EVCA Venture Capital Forum. Amsterdam, Netherlands (12 October 2012)
- Keynote. Global Corporate Venturing. London, May 2012.
- Invited Panelist, “NESTA Prize Roundtable”. London, March 2012.
- DIIE Seminar “Driving Innovation through Corporate Venture Capital”. London, February 2012.
- Keynote, “Corporate Venture Capital: Past Evidence and Future Trends”. EVCA Venture Capital Forum. Budapest, Hungary (19 October 2011)
- Keynote, “Corporate Venture Capital”. VICO Conference on Entrepreneurial Finance: The Real Impact (European Commission (FP7)), 30 June 2011.
- Invited Panelist, “OECD-TIP workshop on Knowledge Networks and Markets”. Paris, June 2011.
- Invited Panelist, “The Prize Summit”. London, April 2011. OmniCompete & European Commission (FP7)
- Keynote. Global Corporate Venturing. Emirate Stadium, London, May 2011.
- Invited Panelist, “Do Big Firms Innovate?”. Global Leadership Summit, London Business School, 23 May 2011.

IV. TEACHING EXPERIENCE

A. Teaching Experience

Associate Professor, London Business School,

1. MBA, Exec MBA, & Global EMBA courses

| | |
|---|--------------|
| FinTech | 2018 |
| Financing the Entrepreneurial Business | 2015–present |
| Pathways to Startup Success | 2014–present |
| London Business Experience | 2014–2017 |
| Developing Entrepreneurial Opportunities | 2012–2017 |
| Discovering Entrepreneurial Opportunities | 2010–2015 |

2. Executive programs (selected)

Air Liquide STRETCH Programme; BAT Senior Development Programme; Developing Strategy for Value Creation; Ericsson KAM Executive; Husqvarna Group - Future Executive Programme; IBM Business and Industry Insight; Kuwait Petroleum LEAD Programme; Making Innovation Happen; Millicom STAR Programme; Porsche Highline Development Program; Tarkett Business Leader; Toshiba Innovation Leaders Program; World Economic Forum Leadership Fellows

3. Doctoral courses

| | |
|---------------------------|---------------------|
| Entrepreneurship | Spring 2012–present |
| Advanced Research Methods | Spring 2010–2017 |

Assistant Professor of Management, The Wharton School,

1. Undergraduate courses
Management 230 “Entrepreneurship” Fall 2004–Fall 2009
2. Graduate courses
Management 801 “Entrepreneurship” Fall 2005– Fall 2009
3. Executive programs
ICSEAD; Kitakyushu, Japan Feb., 2007
Wharton West ExMBA Summer 2009

Lecturer, Stern School of Business, New York University.

1. Undergraduate courses
“Corporate Strategy” Fall, 2003

B. Executive Programs

- World Economic Forum. Global Fellows Program, Switzerland, 2011
- Strategic Conversation, LBS, 2010-

C. Material Development

- PLNT. Patch Gardening: The Rise of Platform VCs. Case study, 2018.
- A Brief Overview of the Contemporary Market for Entrepreneurial Finance. LBS Teaching Note (#17-010), 2017.
- ONk. Kano: A computer Anyone can Build. Case study, 2015.
- Financial Resources for New Ventures. A narrated module. in Entrepreneurship (S. Shane, Ed.), Henry Stuart Talks, 2011.

V. PROFESSIONAL ACTIVITIES:

A. University-related activities

London Business School – Activities

- Moderator, Rajeev Misra (Softbank Vision Fund) talk, February 2019
- Moderator, Corporate e'ship panel @ Middle-East Conference, Mar. 2019
- Webinar: Entrepreneurship – Pathways to Startup Success. Nov. 2018
- Keynote, World Alumni Celebration. San Francisco, USA. California, USA. 2018
- Faculty Advisor, Venture Capital Investor Competition (VCIC), 2010-present
- Speaker, LBS Faculty Lecture Series, 2017
- Speaker, LBS Global Leadership Summit, 2014
- Academic Director, Innovation & Entrepreneurship Institute, 2010-2014
- Panelist, Cleantech Opportunities & Challenges For PE & VC (CIPE), Nov 2013
- Member of LBS Executive Education committee, 2012-2013
- Member of LBS General Management Ex Ed committee, 2012-2013
- Member of LBS EMBA Assessment committee, 2012-2013
- Moderator, Corporate Entrepreneurship panel, February 2013
- Member of the SIM area faculty search committee, 2010-present
- Moderator, Angel Investment (DIIE / CIPE), May 2012.
- Member of the SE area curriculum committee, 2011-12
- Moderator, Venture Philanthropy & Social Ventures (DIIE / CIPE), Sep 2011.
- Entrepreneurial Leadership Series, Moderator, 2010-2012
- Panelist, LBS Global Leadership Summit, 2011
- Speaker, LBS Alumni Reunion Weekend, 2011
- Member of the Core Curriculum Committee, 2010-2011
- Member of the SIM area curriculum committee, 2010
- Keynote speaker, Corporate Venture Capital (co-sponsored by Collier Private Equity Institute and London Alumni Club), 2010
- LBS Entrepreneurship Conference, Judge and Moderator, 2010

The Wharton School

- Co-organizer of Wharton Technology Conference, 2007 - 2010
- Coordinator of Management Department's Seminar series, 2006 - 2010
- Member of the Management Department's doctoral committee, 2006 - 2010
- Member of Entrepreneurship Group junior faculty search committee, 2006 - 07
- Member of the Strategy Group junior faculty search committee, 2005 - 06
- Lead Idea Generation Workshop, Wharton Business Plan Competition, 2004 -
- Faculty representative at Management Course Info Fairs, 2005 – present
- Judge for the Price Foundation Fellowship Awards, 2005 – present
- Panel moderator at Wharton Entrepreneurship Conference, 2005 – present
- Panel moderator at the Wharton Alumni Weekend, 2005

B. Editorial activities

Editorial boards:

- *Organization Science*, **Senior editor**, 2010 – present

- *Strategic Entrepreneurship Journal* , **Co-editor**, 2017 – present
- *Strategic Entrepreneurship Journal* , **Associate editor**, 2011 – 2017
- *Strategic Management Journal*, ERB, 2010 – present
- *Oxford Research Reviews: Business & Management*, ERB, 2013 – present
- *Academy of Management Review*, ERB, 2008 – 2010
- *Journal of Business Venturing*, ERB, 2006 – 2010
- *Journal of Management Studies*, ERB, 2009 – 2010
- *Organization Science*, ERB, 2008 – 2010

Referee: *Administrative Science Quarterly*, *Academy of Management Review*, *Academy of Management Journal*, *Journal of Banking and Finance*, *Journal of Economics and Management Strategy*, *Journal of International Business Studies*, *Journal of Management Studies*, *Journal of Political Economy*, *Management Science*, *Organization Science*, *Organizational Research Methods*, *Small Business Economics*, *Strategic Entrepreneurship Journal*, *Strategic Management Journal*, and *Venture Capital Journal* as well as *USA National Science Foundation* (NSF Grant Proposal), *European Research Council* (ERC Grant Proposal), *Kauffman Dissertation Fellowship Program* (KDFP), *Kauffman Junior Faculty Fellowship Program* (KJFP), *United States-Israel Binational Science Foundation* (Proposal Review), *Israel Science Foundation* (Proposal Review), *John Wiley & Sons* (Manuscript Review), *Yale Press* (Manuscript Review).
Academy of Management Meetings (*BPS Division*, *Entrepreneurship Division* and *TIM Division*), *SMS Conference*, *INFROMS* (Best Dissertation Proposal Competition).

C. Doctoral Students & Dissertations

- Peiyuan Huang. *Pittsburgh University*. 2019-
- Lei Yu. *Peking University*. 2018-
- Dries Bourgois. Dissertation committee member; *KU Leuven*. 2018-
- Sarath Balachandran . Dissertation committee member; *Wharton*. 2019.
- Sukhun Kang. Dissertation committee member; *LBS*. 2016-present
- Sayan Sarkar. Dissertation chair; *LBS*. 2015-present
- Martin Koudstaal. External Examiner; *University of Amsterdam* (9/2016)
- Pascal Anders. Dissertation proposal, committee chair; *LBS*. 2016
- Joao Cotter Salvado. Dissertation proposal, committee chair; *LBS*. 2016
- Victorie Sevcenck. Dissertation proposal, committee chair; *LBS*. 2015
- Yuriy Zhovtobryukh. External Examiner; *BI, Norway* (March 2014)
- Ramon Lecuona. Dissertation committee member; *LBS*. 2012-14
- Gang Zhag. Dissertation proposal, committee chair; *LBS*. 2012
- Eucman Lee. Dissertation proposal, committee member; *LBS*. 2011

D. Professional activities

- *Crowdfunding & P2P Lending Seminar at NESTA*. Expert Panelist. London (May 2015)
- Co-organizer, *SMS Tel-Aviv Special Conference*, March 2014.

- Associate Program Chair (elected), *Competitive Strategy Interest Group*, 2012 – present.
- *Prizes Roundtable at NESTA*. Expert Panelist. London (March 2012)
- *OECD-TIP workshop on Knowledge Networks and Markets*. Expert Panelist. Paris (June 2011)
- *World Economic Forum Annual Meeting*. Panelist. Davos (January, 2011)
- At Large Representative (elected), *Strategy & Entrepreneurship Interest Group*, 2009 – present.
- Member (elected) of the *BPS Division Executive Committee*, 2009 – 2011.
- Member of *BPS Division Research Committee*, 2007 – 09.
- Member of *Entrepreneurship Division Research Committee*, 2007 – 09.
- *Ernst & Young Corporate Venture Capital Report*. Advisory board, 2008.
- *The National Academies*. Investor Exit Strategies. Panelist, 2007.

E. Professional affiliations and memberships

Academy of Management
Strategic Management Association

F. Media mentions and keynotes

- Casper is about to go public. It's not looking good. *CNN Business*, Feb. 6, 2020
- Updated 12Target looks like it could be loser in Casper IPO, and not the only one. *CNBC Disruptors 50*, (Jan.31, 2020)
- The benefits of crowdfunding and corporate venture funds. *Tech.Eu*, Jul. 29, 2019
- Microsoft and Dell corporate VCs: Our days of being second best to Silicon Valley investing firms are over. *CNBC (online)*, (Jul.25, 2019)
- Alexa, I need some Venture Capital. *Global Corporate Venturing* (Oct. 2017)
- Alexa, I need some Venture Capital. *LBS Review* (Sep. 2017)
- Start-Ups To Face Competition As Incumbents Enter Crowdfunding Space. *Forbes (online)*, (May 17, 2016)
- Crowdfunding Platforms Beware: The Banks – And Others – Are Eating Your Lunch. *City AM* (May 5, 2016)
- Take The Fear Factor Out Of Innovation. *The Times* (Nov. 10, 2015)
- Importance of Crowd Control. *The Standard (HK)*, (June 29, 2015)
- What If Crowdfunding Becomes The Leading Source Of Finance For Entrepreneurs Or Growing Companies? *Forbes (online)*, (May 20, 2015)
- London Brewery Seeks Money and Profile in Crowdfunding Craze. *Bloomberg*, (March 26, 2015)
- Blue Chips Pour Funds Into Promising Minnows. *Sunday Times* (5 Jan. 2014)
- Putting a Stake In The Ground: The Crowdfunding Angel. *Forbes*, (Dec. 6, 2014)
- Crowd Monogamy. *Business Strategy Review* 24(4): 24–26, Winter 2013 [Top 5 most read BSR articles for 2014]
- When is it better not to adopt an innovative marketing strategy? *Marketing Magazine*, (Mar, 2014)

- Harnessing Gazelles? Driving Innovation through Corporate Venturing. *Marketing Magazine*, (Dec, 2013)
- Corporate Investors Make Biotech Startups More Innovative. *Dow Jones / VentureWire*, (Oct, 28, 2013)
- The Crowded Room. *Business Strategy Review* 24(3): 28–31, Summer 2013
- The Venture Lab. *Business Strategy Review* 23(2): 58–60, Summer 2012
- Chain Reaction. *Capital Insights / Financial Time* (27 June 2012)
- 'Venture Lifecycle Lengthens' and 'Compensating Corporate Venture Capitalists' in *Corporate Venturing 101* (Dec 2011)
- Radio & Television Hong Kong. Money for Nothing (Radio show), 29 Nov. 2011
- Something ventured, who gains? *Business Strategy Review* (<http://bsr.london.edu/lbs-article/605/index.html>)
- Outsourcing Is Not the Answer. Con: Companies Must Take Advantage of Outside Talent. *Bloomberg Businessweek* (June 2011)
- Size does matter when it comes to innovation. *The Telegraph* (May 2011)
- Global Corporate Investors Gather With Me In London. *Blog by Bob Ackerman, Allegis Capital* (May 2011) (http://www.allegiscapital.com/blog/2011/05/global-corporate-investors-gather-with-me-in-london/637?utm_source=feedburner&utm_medium=feed&utm_campaign=Feed%3A+AllegisCapital+%28Allegis+Capital+Blog%29)
- Outsourcing Innovation: The business case for open innovation. *Bloomberg Businessweek* “Debate Room” (May 2011)
- *Keynote*, Global Corporate Venturing Symposium. London(May 2011).
- *Keynote*, LBS Entrepreneurship Summer School 10th Anniversary. (April, 2011)
- Programmes Life Lengthen. *Global Corporate Venturing* (December, 2010)
- Why Start-Ups Are Hesitant About Corporate VCs. *New York Observer* (23.11. 2010)
- Does corporate venture capital pay? *Haaretz / The Marker special issue on Groundbreaking Management Ideas* (Oct. 2010)
- Compensating Corporate Venturers. *Global Corporate Venturing* (June 2010)
- How an MBA can make you an entrepreneur (City AM, 25th March 2010)
- Google and Biology. Knowledge@Wharton Network (http://www.facebook.com/note.php?note_id=149134303090)
- Don't Overlook Corporate Venture Capital. *on American Express' blog* (<http://blogs.openforum.com/2009/03/16/don%e2%80%99t-overlook-corporate-venture-capital/#more-740>)
- Earth to Venture Capitalists: Are You Out There? *on American Express' blog* (<http://blogs.openforum.com/2009/03/22/earth-to-venture-capitalists-are-you-out-there/>)
- Want to Crank Up Corporate Venture Capital Performance? *Knowledge@Wharton*, (Nov. 25, 2008)
- Contemplating a Business Partnership? *BusinessWeek* (Nov. 21, 2008)
- Corporate Venture Capital: How to Get it Right. *Haaretz* (Oct. 20, 2008)
- Would you seek Google as an investor? *Haaretz* (Aug. 4, 2008)
- Is Google Feeling Lucky?? Guest comment on Rob Salomon's blog (<http://blog.robertsalomon.com/2008/08/01/is-google-feeling-lucky/>)
- The Future is in Corporate Venture Capital. *Globes*, (Dec. 27, 2007)

- Venture Capital Firms Set Their Sights on New Ideas -- Not New Technologies. *Knowledge@Wharton*, (Aug. 8, 2007)
- Investing in Partners: Comcast seeks to nurture technology businesses (*Philadelphia Inquirer*, Jan. 28, 2007)
- Show me the technology. *Electronic Business*, (Aug., 1, 2006)
- Sprint's Venture Fund. *Red Herring*, (Jun. 19, 2006)
- The Money Market: Factoring and Corporate Venture Capital. *Entrepreneur Magazine* (July, 2006)
- How Corporate Venture Capital Investing Increases Innovation. *Knowledge@Wharton*, (Oct. 5, 2005)
- *National Dialogue on Entrepreneurship* (Oct. 17-21, 2005)
- Les industriels à nouveau séduits par les start-up. *Les Echos* (June 29, 2005)
- How do start-ups lock up the big idea?, *The Business Europe's Global Business News* (April 3, 2005).
- Dow Jones News, March 23, 2005

VI. GRANTS, HONORS, AND AWARDS

- London Business School Institute of Innovation & Entrepreneurship, 2020 (£7K)
- London Business School Research & Materials Development Grant. 2020 (£20k)
- London Business School Institute of Innovation & Entrepreneurship, 2017 (£5K)
- Strategic Management Society Emerging Scholar Award, 2013 (\$5K)
- London Business School Term Associate Professorship of Strategy and Entrepreneurship, 2012-2014.
- Nokia Siemens Network Award for Best Paper in Technology Management. EURAM 2012.
- London Business School Research and Materials Development Grant (£10k), 201-12.
- Chris Ingram Strategy, Entrepreneurship and Leadership Fund (£20k), 2010-11.
- London Business School M Lab Grant (£3k), 2011.
- London Business School Research and Materials Development Grant (£6k), 2010-11.
- Outstanding Reviewer Award, Journal of Business Venturing, 2009.
- Kaufman Junior Faculty Fellowship (\$50k), 2009-2011.
- Distinguished Paper Award (BPS Division).AoM, 2008
- Sumatra Ghoshal Practice & Research Award (BPS Division).AoM, 2007
- Best Paper Award. Israel Strategy Conference, 2007
- Research Grant, Wharton Entrepreneurial Programs (WEP), 2004 - 2010.
- Heizer Award for Best Dissertation (1st place; Ent.Division). AOM, 2005
- Best Dissertation Award (1st place; TIM Division). AoM, 2005
- Best Dissertation Award (Finalist, 1-of-5; BPS Division). AoM, 2005
- Best Paper Award (TIM Division). AOM, 2004
- Best Student Paper Award (TIM Division). AOM, 2004
- Herman E. Krooss Award (Stern outstanding dissertation award), 2004

- McKinsey/SMS Best Conference Paper Prize, (Honorable Mention). Strategic Management Society, 2003
- Booz Allen Hamilton/SMS PhD Fellowship, (Runner-up). Strategic Management Society, 2003
- Best Student Paper Award (Technology and Innovation Management Division). Academy of Management Conference, 2003
- Dean's Commendation for 'Excellence in Teaching', Stern School, 2003
- Honerkamp Fellowship (Stern School fellowship of excellence), 2003-04
- Gloria Appel Fellowship (competitive across Stern School), 2002-03.
- Stern School of Business Doctoral Fellowship, 1999-2003
- Tel Aviv University, Dean's M.Sc. (Finance) Thesis Award, Israel, 1999
- Magna Cum Laude (M.Sc. in Finance), Tel Aviv University, Israel, 1999
- Magna Cum Laude (B.A. in Economics & Management), Tel Aviv University, Israel, 1994