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PRIMARY ACADEMIC POST

University of Exeter, Exeter, United Kingdom	2021-Present
• Associate Professor (Reader) of Business Analytics	2021-Present
• Director, Research Methods Centre	2021-Present

EDUCATION

Ph.D., Business & Public Policy	University of California-Berkeley (UCB)	2011
M.S., Business Administration	University of California-Berkeley	2008
M.S.E., Indus. Engineering & Op. Res.	University of California-Berkeley	2003
B.S.E., Computer Engineering	Northern Arizona University (NAU)	1997

SELECTED PEER REVIEWED ARTICLES

- “[Linguistic Distance to English Impedes Research...](#),” with Cao, Sickles, Triebs (2024). *Res. Pol.*
“[Limits of Meritocracy](#),” with Morgan & Várdy (2022) *Journal of Economic Theory*
“[Does Experience Improve Acquisition Performance?](#)” with Langosch (2022) *AM-Discoveries*
“[Information Frictions & Entrepreneurship](#),” with Hegde (2021) *Strategic Management Journal*
“[Corporate Provision of Public Goods](#),” with Morgan (2019) *Management Science*
“[Does Social Proximity Enhance Business Partnerships?...](#)” with Hegde (2014) *Mgmt. Science*

SELECTED ARTICLES UNDER SUBMISSION

- “[Bad Trade: The Loss of Variety](#),” with Morgan & Várdy
“[Learning to Forecast the Hard Way—Evidence from German Reunification](#),” with Triebs
“Net Metering Distorts Solar Panel Adoption and Electricity Consumption,” with Claussen
“[Adverse Selection in Team Formation under Discrimination](#)”

SELECTED WORKING PAPERS

- “[Whom to Acquire? – Culture, Country or Kilometers in Target Selection](#),” with Langosch
“[The \(Un\)Level Playing Field:...](#),” with Morgan & Triebs
“Bad Trade: Scale Losses,” with Morgan & Várdy
“The Peter Principle—Promotions in the Shadow of Incompetence,” with Triebs & Várdy

BOOK CHAPTERS

- “[Predatory Pricing](#)” (2015) *The New Palgrave Encyclopedia of Strategic Management*.
“[Externality](#)” (2015) *New Palgrave Encyclopedia of Strategic Management*.

POLICY REPORTS AND NON-PEER REVIEWED ARTICLES

- “Learning to Forecast Business Conditions...” with Triebs (2019) *CESifo DICE Report*
“Does Social Proximity Enhance Business?” with Hegde (2016) *CESifo DICE Report*
“Competitiveness of the Electrical and Electronic Engineering Industry,” for EC with *ECSIP* (2014)

SELECTED GRANTS & FELLOWSHIPS

UEBS (Internal) Global Mobility Award (£3,500)	2022
Research England PSF “New Trade Theory Revisited” (£20,000)	2022
British Academy/Leverhulme “Culture Knows No Borders” (Co-I; £9,575)	2021
Sasakawa Young Leaders Fellow (\$12,000)	2008
German Chancellor’s Fellow (€60,000)	2004
US Fulbright Scholar (<i>declined prize</i>)	2003

Bosch Foundation Future Leaders of America Fellow (<i>declined prize</i>)	2003
US National Science Foundation Graduate Fellow (\$82,000 + tuition/fees)	2001-2003

SELECTED HONORS

Fellowship of the Higher Education Academy (FHEA)	2023
FGF e.V. Best Entrepreneurship Research Newcomer (€1,000)	2014
Alexander von Humboldt Foundation, Fellow	2004-present
IBER Dissertation Award, UCB (\$3,000)	2009
2 Intel Divisional Recognition Awards	1998, 2000

COURSES TAUGHT

BSc Operations Management, MSc Managerial Economics, MSc Business Statistics, MSc Funding, BA International Business, MBA Strategy, MBA Ethics, MRes Quantitative Methods in Management Research I, MRes Research Methods Workshops, PhD Research Seminar

PHD STUDENTS SUPERVISED

Andi Widiyanto (Defended); Placement: <i>Bank of Indonesia</i>	2019-Present
Dr. Yihui Cao; Placement: Assistant Professor, <i>U. Westminster</i>	2019-2022
Dr. Lena Langosch; Placement: Assistant Professor, <i>U. Greenwich</i>	2018-2020

INVITED TALKS

Departmental Seminars: *UC-Berkeley, Northwestern, Toronto, NYU., Cambridge (x2), INSEAD, KU-Leuven, UC-Riverside, Erasmus U. Rotterdam, Frankfurt School of Finance & Management, UCD, LMU-Munich, TU-Munich, Bath (x3), Exeter, St. Gallen, Autònoma de Barcelona, EM Lyon (x2), Cranfield, Groningen, Liverpool, Loughborough, Surrey, Ifo Institute, Max Planck Institute*

Invited Conference Presentations: *NBER, CEPR, Economics of Social Sector Organizations, Venice Summer Institute, Munich Summer Institute, European Finance Assoc., Op. Res. Society*

REFEREEING

AER, ReStud, ManSci, SMJ, OrgSci, AEJ-Micro, JPubE, StratSci, EER, GEB, JBV, JBF

PREVIOUS WORK EXPERIENCE

Academic:

Loughborough University, <i>Senior Lecturer</i>	2017-2021
ISTO, University of Munich, <i>Research Fellow</i>	2018-2019
CESifo Research Network, Applied Microeconomics, <i>Area Assistant</i>	2012-2017
EM LYON Grande Ecole, <i>Visiting Professor</i>	2014-2017
University of California, Berkeley, <i>Lecturer</i>	2011
University of California, Berkeley, <i>Graduate Student Instructor</i>	2010
Research Assistant to John Morgan	UCB, Economics 2008-2009
to Rui de Figueiredo	UCB, Business Administration 2007-2008
to Ernesto Dal Bó	UCB, Business Administration 2006-2007
to Cathy Small	NAU, Anthropology 1995-1996
to Virginia Blankenship	NAU, Psychology 1995

Policy:

Ifo Institute at the University of Munich, <i>Research Fellow</i>	2011-2017
International Monetary Fund, <i>Visiting Research Fellow</i>	2016, 2019

Professional:

ZIVIS LLC, <i>Founder and Managing Partner</i>	2004-Present
Earlybird Venture Capital, Munich.	2004-2005
Intel Corporation, <i>Researcher and Sr. Operations Engineer.</i>	1997-2004