

Justin Tumlinson

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PRIMARY ACADEMIC POST

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

OTHER CURRENT PROFESSIONAL AFFILIATIONS

Alexander von Humboldt Foundation, <i>Fellow</i> .	2004-Present
ZIVIS LLC, <i>Founder/Managing Partner</i>	2004-Present

EDUCATION

Ph.D., Business & Public Policy	<i>University of California-Berkeley (UCB)</i>	2011
M.S., Business Administration	<i>University of California-Berkeley</i>	2008
M.S.E., Indus. Engineering & Op. Res.	<i>University of California-Berkeley</i>	2003
B.S.E., Computer Engineering	<i>Northern Arizona University (NAU)</i>	1997
PNdS (German Language Certification)	<i>Universität-Tübingen</i>	1995

SELECTED PEER REVIEWED ACADEMIC JOURNAL PUBLICATIONS ¹

“[Linguistic Distance to English Impedes Research Performance](#),” with Yihui Cao, Robin Sickles, Thomas Triebs (Accepted, 2024). *Research Policy*.

“Does Experience Improve Acquisition Performance? It’s Complicated, and That is When it Helps Most,” with Lena Langosch (2022) *Academy of Management Discoveries* 8(3):414-440.

“[The Limits of Meritocracy](#),” with John Morgan, Felix Várdy (2022) *Journal of Economic Theory* 201:105414.

- Featured in *Marginal Revolution* (7Sep18), *National Affairs* (19Sep18)

“[Information Frictions and Entrepreneurship](#),” with Deepak Hegde (2021) *Strategic Management Journal* 42(3):491-528.

- Lead Article (March 2021)
- “FGM Best Entrepreneurship Research Newcomer Award, 2014,” with €1000 prize
- Featured in *Forbes* (10Apr18), *VentureBeat* (12Apr18), *Quartz* (18Apr18), *Inc.* (19Apr18), *36Kr* (29Oct18), *CNBC* (6Aug19)

“[Corporate Provision of Public Goods](#),” with John Morgan (2019) *Management Science* 65(10):4451-4949.

“[Does Social Proximity Enhance Business Partnerships? Theory and Evidence from Ethnicity’s Role in US Venture Capital](#),” with Deepak Hegde (2014) *Management Science* 60(9):2355-2380.

¹ Authors are listed alphabetically in all publications following economics tradition.

- Featured in *Frankfurter Allgemeine Zeitung* (#2 national German newspaper) (16Mar14), National Public Radio's *Marketplace* (world's most popular business radio program) (1Apr14), and *Harvard Business Review* (19Jun14), *Forbes India* (14 Sep 18)

ACADEMIC JOURNAL ARTICLES UNDER SUBMISSION OR REVISION

“[Bad Trade: The Loss of Domestic Varieties](#),” with John Morgan, Felix Várdy

- Featured in *Marginal Revolution* (20Apr20), *National Affairs* (22Apr20)
- Invited to *National Bureau of Economics Research 2022 Winter Meetings*

“[Existence of Equilibrium in Krugman's New Trade Model](#),” with Felix Várdy

“[Learning to Forecast the Hard Way—Evidence from German Reunification](#),” with Thomas Triebs

- *National Bureau of Economics Research* working paper: w19209

“Net Metering Distorts Solar Panel Adoption and Electricity Consumption,” with Jörg Claussen

“[Adverse Selection in Team Formation under Discrimination](#)”

OTHER WORKING PAPERS

“[Whom to Acquire? – Culture, Country or Kilometers in Target Selection](#),” with Lena Langosch

“[The \(Un\)Level Playing Field: How Color-Blind Tracking Leads to Unequal Access](#),” with John Morgan, Thomas Triebs

“Bad Trade: Scale Losses,” with John Morgan, Felix Várdy

“Egalitarianism’s Impact on Social Mobility in Assortative Mating”

“Venture Fund Horizons Distort Innovation”

“The Peter Principle—Promotions in the Shadow of Incompetence,” with Thomas Triebs, Felix Várdy

“Cultural Theory of Income Inequality Dynamics”

BOOK CHAPTERS

“[Predatory Pricing](#)” in *The New Palgrave Encyclopedia of Strategic Management*. Eds. David Teece and Mie Augier. Palgrave Macmillan, 2018.

“[Externality](#)” in *The New Palgrave Encyclopedia of Strategic Management*. Eds. David Teece and Mie Augier. Palgrave Macmillan, 2018.

POLICY REPORTS AND NON-PEER REVIEWED ARTICLES

“Learning to Forecast Business Conditions—Evidence from German Reunification” with Thomas Triebs, *CESifo DICE Report* 3/2019, ISSN 2511-7815/2511-7823 (print/electronic).

“Does Social Proximity Enhance Business Relationships?” with Deepak Hegde, *CESifo DICE Report* 3/2016. ISSN 1612-0663/1613-6373 (print/electronic).

“Study on the Competitiveness of the Electrical and Electronic Engineering Industry,” as member of *ECSIP Consortium*. Contracted by the *European Commission*. 2014.

SELECTED GRANTS & FELLOWSHIPS

UEBS (internal) Mobility Award (£3,500)	2022
Research England (PSF): Institute Award (£10,000)	2022
Research England (PSF): “New Trade Theory Revisited” (£10,000)	2022
British Academy/Leverhulme: “Culture Knows No Borders” (Co-I; £9,575)	2021
Levi Strauss Small Grant (\$1,000)	2009
Sasakawa Young Leaders Fellow (\$12,000)	2008
German Chancellor’s Fellow (€60,000)	2004
US Fulbright Scholar (<i>declined prize</i> ²)	2003
Bosch Foundation Future Leaders of America Fellow (<i>declined prize</i> ²)	2003
US National Science Foundation Graduate Fellow (\$82,000 + tuition/fees)	2001-2003

SELECTED HONORS

Fellowship of the Higher Education Academy (FHEA)	2023
IBER Dissertation Award, UCB (\$3,000)	2009
2 Intel Divisional Recognition Awards	1998, 2000

COURSES TAUGHT

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

PHD STUDENTS SUPERVISED

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

INVITED TALKS

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

Invited Conference Presentations: *NBER (x4), CEPR (x2), Economics of Social Sector Organizations (U. Chicago), Venice Summer Institute (x2), Munich Summer Institute (Discussant), European Finance Association (Discussant), UK Operational Research Society Early Career Network (Panelist)*

² The fellowship commencement coincided with my son’s birth, overcomplicating international relocation.

REFEREEING

American Economic Review, Review of Economic Studies, Management Science, Strategic Management Journal, Academy of Management Review, Organization Science, American Economic Journal: Microeconomics, Journal of Public Economics, European Economic Review, Games and Economic Behavior, Journal of Business Venturing, Strategy Science, Journal of Banking and Finance, Journal of Economics, Journal of Mathematical Psychology

PREVIOUS WORK EXPERIENCE

Academic:

IIE, Loughborough University, <i>Senior Lecturer</i>	2017-2021
<i>Chair of the campus Academic Misconduct Committee</i>	
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:

Earlybird Venture Capital, Munich	2004-2005
Intel Corporation, <i>Researcher and Sr. Operations Engineer</i>	1997-2004

REFERENCES

Prof. Deepak Hegde <i>New York University</i>	(Coauthor)
Email: dhegde@stern.nyu.edu	
Prof. Thomas Hellmann <i>University of Oxford</i>	(Colleague)
Email: thomas.hellmann@sbs.ox.ac.uk	
Prof. Tobias Kretschmer <i>Ludwig-Maximilian-Universität-Munich</i>	(Former Employer)
Email: t.kretschmer@lmu.de	
Dr. Felix Várdy <i>International Monetary Fund</i>	(Coauthor)
Email: fvardy@imf.org	