

# Nile W. Hatch

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Marriott School  
Brigham Young University  
626 TNRB  
Provo, UT 84602

(801) 422-1723 (phone)  
(801) 422-0180 (fax)  
nile@byu.edu (email)

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## ACADEMIC EXPERIENCE

*Associate Professor of Entrepreneurship and Farr Research Fellow*  
Department of Management, Marriott School of Business, Brigham Young University, 2007 – present

*Assistant Professor of Strategy and Alumni Fellow*  
Department of Organizational Leadership and Strategy, Marriott School, Brigham Young University, 2000 – 2007

*Assistant Professor of Strategy*  
Department of Business Administration, University of Illinois at Urbana-Champaign, 1996 – 2000

*Post-Doctoral Research Fellow*  
Institute of Management, Innovation, and Organization, Haas School of Business, University of California, Berkeley, 1996

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## EDUCATION

Ph.D. University of California, Berkeley, 1995  
Dissertation Title: “Characterizing the Learning Curve: Determinants of Learning by Doing in Semiconductor Manufacturing”

M.S. Brigham Young University, 1988

B.S. Brigham Young University, *magna cum laude*, 1987

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## RESEARCH INTERESTS

I study innovation as a learning process to resolve uncertainty and solve customer problems. In particular, I study the unknown and unmet needs of customers, how innovators find them, how they innovate to solve them, and how they compete with rivals once they enter. I address this process of innovating through learning through the lenses of learning curves, disruptive innovation, the social value of innovation, cognition in innovation, entry timing, competition, and trust as learning through repeated interaction.

- Mabey, Christopher, Christopher A. Mattson, John L. Salmon, Nile W. Hatch, and Eric Dahlin, "A Computational Simulation-based Framework for Estimating Potential Product Impact during Product Design," *Design Science*, 7(15), 2021.
- Allen, Jeffrey, Phillip Stevenson, Christopher A. Mattson, and Nile W. Hatch, "Over-Design Versus Redesign as a Response to Future Requirements," *Journal of Mechanical Design*, 141(3), 2019.
- Bryce, David B., Jeffrey H. Dyer, and Nile W. Hatch, "Competing Against Free," *Harvard Business Review*, June, pp. 104-111, 2011.
- Brau, James C., Ninon K. Sutton and Nile W. Hatch, "Dual-Track versus Single-Track Sell-Outs: An Empirical Analysis of Competing Harvest Strategies," *Journal of Business Venturing*, 25, pp. 389-402, 2010.
- Godfrey, Paul C., Nile W. Hatch, and Jared M. Hansen, "Toward a General Theory of CSR's: The Roles of Beneficence, Profitability, Insurance, and Industry Heterogeneity," *Business & Society*, July 2010.
- Godfrey, Paul C. and Nile W. Hatch, "Researching Corporate Social Responsibility: An Agenda for the 21st Century," *Journal of Business Ethics*, 70(1), January 2007.
- Dyer, Jeffrey H. and Nile W. Hatch, "Relation-Specific Capabilities, Network Barriers to Knowledge Transfers, and Competitive Advantage" *Strategic Management Journal*, 27(8), pp. 701-719, August 2006 (lead article).
- Hatch, Nile W. and Jeffrey H. Dyer, "Human Capital and Learning by Doing as a Source of Sustainable Competitive Advantage," *Strategic Management Journal*, 25(12), pp. 1155-1178, December 2004.
- Dyer, Jeffrey H. and Nile W. Hatch, "Using Vertical Alliances to Learn Faster than Competitors," *Sloan Management Review*, pp. 57-63, Spring, 2004.
- Hatch, Nile W. and David C. Mowery, "Process Innovation and Learning By Doing in Semiconductor Manufacturing," *Management Science*, 44(11), pp. 1461-1477, November 1998 (lead article in a two part issue).
- Fisher, Anthony, David Fullerton, Nile Hatch, and Peter Reinelt, "Alternatives for Managing Drought: A Comparative Cost Analysis," *Journal of Environmental Economics and Management*, vol. 29, pp. 304-20, November 1995.
- Reprinted in: *The Economics of Natural Hazards (International Library of Critical Writings in Economics)*, Howard Kunreuther and Adam Rose (editors), Edward-Elgar Publishing, September 2004.

## PUBLICATIONS — REFEREED PROCEEDINGS

- Phillip D. Stevenson, Christopher A. Mattson, John L. Salmon, and Nile W. Hatch, "Over-Design Versus Redesign as a Response to Future Requirements," *J. Mech. Des.* September 2024, 146(9): 091702.
- Allen, Jeffrey, Phillip Stevenson, Christopher A. Mattson, and Nile W. Hatch, "Over-Design Versus Redesign as a Response to Future Requirements," *J. Mech. Des.* March 2019, 141(3): 031101.
- Godfrey, Paul C., Nile W. Hatch, and Jared M. Hansen, "Corporate Social Responsibilities: Theory and Evidence," *International Association of Business and Society Proceedings*, 112--117, 2005.
- Dyer, Jeffrey H. and Nile W. Hatch, "Network-Specific Capabilities, Network Barriers to Knowledge Transfers, and Competitive Advantage," *Academy of Management Best Paper Proceedings, Annual Conference, New Orleans, 2004. 2004 Sumantra Ghoshal Research and Practice Award, Business Policy and Strategy Division*
- Hatch, Nile W., "Modular Technologies and the Time-To-Market Process-Maturity Tradeoff," *Proceedings Vol-2: Papers Presented at PICMET '99, Portland International Conference on Management of Engineering and Technology, Portland, OR, July 1999.*
- Hatch, Nile W. and Russel W. Wright, "Vertical Disintegration in the Semiconductor Industry," *summary, Proceedings Vol-1: PICMET '99 Book of Summaries, Portland International Conference on Management of Engineering and Technology, Portland, OR, July 1999.*
- Corral, Leonardo, Anthony Fisher, and Nile Hatch, "Price and Non-Price Influences on Water Conservation: An Econometric Model of Aggregate Demand Under Nonlinear Budget Constraints" *abstract, American Journal of Agricultural Economics*, 80:5 Proceedings, 1998. Full paper published on-line at *Agecon Search: Research in Agricultural and Applied Economics*, Internet archive: <http://agecon.lib.umn.edu/>, June 1998.
- Hatch, Nile W., "Investment in Learning Capital: Enhancing the Rate of Learning by Doing in Semiconductor Manufacturing," *Academy of Management Best Paper Proceedings, Annual Conference, Boston, 1997. Best Paper Award Runner-up, Technology and Innovation Management Division.*

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## PUBLICATIONS — BOOKS

- Hatch, Nile W., *Entrepreneurship Analytics: Making Economic Decisions about Startups with Evidence*, MyEducator, 2019.

## PUBLICATIONS — BOOKS

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Hatch, Nile W., *Innovate like an Entrepreneur: Integrating Design Thinking and Lean Entrepreneurship for Successful Entrepreneurial Innovation*, seeking a publisher, 2018.

## PUBLICATIONS — BOOK REVIEWS

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Hatch, Nile W. and Tyson Mackey, Invited book review of *As Time Goes By: From the Industrial Revolution to the Information Revolution*, by Chris Freeman and Francisco Louca, in *Academy of Management Review*, 27:2, April, 2002.

Hatch, Nile W., Invited book review of *Design Rules: Volume 1. The Power of Modularity*, by Carliss Y. Baldwin and Kim B. Clark, in *Academy of Management Review*, 26:1, January, 2001.

## PUBLICATIONS — TECHNICAL REPORTS

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Corral, Leonardo, Anthony Fisher, and Nile Hatch, “An Econometric Analysis of Water Demand and Conservation Policy in the Urban Environment,” technical report for the University of California Water Resources Center, Project number UCAL-WRC-W-870, August 1998.

Hatch, Nile W., “Enhancing the Rate of Learning by Doing through Human Resource Management,” in *The Competitive Semiconductor Manufacturing Human Resources Project: Second Interim Report*, Clair Brown, editor, report CSM–32, Institute of Industrial Relations and Engineering Systems Research Center, September, 1996.

Borrus, Michael, Nile W. Hatch, and David C. Mowery, “Managing New Process Introductions,” in *The Competitive Semiconductor Manufacturing Survey: Third Report on Results of the Main Phase*, Robert C. Leachman, editor, report CSM–31, Engineering Systems Research Center, Center for Research in Management, and the Berkeley Roundtable on the International Economy, August 15, 1996.

Borrus, Michael, Nile W. Hatch, and David C. Mowery, “Management of the Introduction of New Process Flows,” in *The Competitive Semiconductor Manufacturing Survey: Second Report on Results of the Main Phase*, Robert C. Leachman, editor, report CSM–08, Engineering Systems Research Center, Center for Research in Management, and the Berkeley Roundtable on the International Economy, September 16, 1994.

## PUBLICATIONS – TECHNICAL REPORTS

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Hatch, Nile W. and Stefan Reichelstein, “Cost Accounting Practices,” in *The Competitive Semiconductor Manufacturing Survey: Second Report on Results of the Main Phase*, Robert C. Leachman, editor, report CSM–08, Engineering Systems Research Center, Center for Research in Management, and the Berkeley Roundtable on the International Economy, September 16, 1994.

Hatch, Nile W., “Cost per Wafer Comparisons,” *The Competitive Semiconductor Manufacturing Survey: First Report on Results of the Main Phase*, Robert C. Leachman, editor, report CSM–02, Engineering Systems Research Center, Center for Research in Management, and the Berkeley Roundtable on the International Economy, April 2, 1993.

Hatch, Nile W., “Cost Accounting Practices and Economic Performance Comparisons,” *The Competitive Semiconductor Manufacturing Survey: First Report on Results of the Main Phase*, Robert C. Leachman, editor, report CSM–02, Engineering Systems Research Center, Center for Research in Management, and the Berkeley Roundtable on the International Economy, April 2, 1993.

Fisher, Anthony, David Fullerton, Nile Hatch, and Peter Reinelt, “Optimal Response to Periodic Shortage: Engineering/Economic Analysis for a Large Urban Water District,” technical report of the University of California Water Resources Center, November 1992.

## WORKING PAPERS

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Hatch, Nile W. and Jacob Valentine, “Balancing Informativeness and Generativeness to Improve Learning in Entrepreneurship Experiments”

Hatch, Nile W., James Ostler, and Jacob Valentine, “Innovations that Disrupt,” preparing for submission to *Strategic Management Journal*, September 2021.

Hatch, Nile W., “Biased Specification of the Learning Curve: Coping with Unobserved History and Prior Knowledge,” preparing for submission to *Management Science*, February 2020.

Hatch, Nile W. and James Ostler, “The Performance Effects of Errors in Mental Models in Novel Innovation” revising for submission to *Strategic Management Journal*, August 2019.

Hatch, Nile W., Michael P. Miles, Ryan Williams, Alessandro G. Cavalini, and Michael George “Competitive Advantage and Information Velocity: The Financial Performance Effects of Lean Manufacturing” January 2012.

## WORK IN PROGRESS

“Toward a Theory of Disruptive Innovation”

“Time Compression Diseconomies in Growth”

“Biased Specification of the Learning Curve and the Pursuit of Competitive Advantage”

“Blindness vs. Forgetfulness: Disentangling Learning, Forgetting, and the Biases of Unobserved History”

“Trust and Mistrust; Altruism and Spite: Understanding Interdependent Relationships through a Learning Lens”

“Competition and Competitive Advantage”

## RESEARCH GRANTS

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|---------|--|
| 2016-17 | Marriott School, grant of \$5000 to study “Time Compression Diseconomies in Growth”  |
| 2015-16 | Marriott School, grant of \$5000 to study “The Learning Process of Trust”  |
| 2014-15 | Marriott School, grant of \$5000 to study “Demand Heterogeneity and Competitive Positioning: The Other Side of the Same Coin”  |
| 2012-13 | Marriott School, grant of \$5000 to study “Handout or Out-of-Pocket: Crafting the Growth Path through Revenues and Investments” Brigham Young University.  |
| 2011-12 | Marriott School, grant of \$5000 to study “Information Velocity as a Source of Competitive Advantage” Brigham Young University.  |
| 2008-09 | Marriott School, grant of \$5000 to study “Mapping the Growth Path through Controlled Burn” Brigham Young University.  |
| 2007-08 | Marriott School, grant of \$5000 to study “When Is Competitive Advantage a Social Good?” Brigham Young University.   |
| 2006-08 | Mentoring Environment Grant from the Office of Research and Creative Activities (ORCA), grant of \$20,000 to study “Measuring the Impact of Safety Training on Organizational Learning,” Brigham Young University. |

## RESEARCH GRANTS

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- 2006-07 Marriott School, grant of \$5000 to study "Knowledge, Teaching, and Individual Behavior: Evidence of Learning during Surgery," Brigham Young University.
- 2005-06 Marriott School, grant of \$5000 to study "Walking a Tightrope with Your Rivals: The Tenuous Advantage of Repeated Interactions with Rivals," Brigham Young University.
- 2004-05 Marriott School, grant of \$5000 to study "Making it Pay to be First: Determining the Choice of Entry Timing and First-mover Advantages," Brigham Young University.
- 2003-04 Marriott School, grant of \$5000 to study "Managing the Time to Market vs. Technology Characterization Tradeoff in New Technology Introductions," Brigham Young University.
- 2002-03 Marriott School, grant of \$5000 to study "The Role of Information Technology in Obtaining and Sustaining Competitive Advantage," Brigham Young University.
- 2002 Rollins Center for eBusiness, grant of \$3000 to study "The Role of Information Technology in Obtaining and Sustaining Competitive Advantage: Overcoming the Productivity Paradox," Brigham Young University.
- 1999 Bureau of Economic and Business Research, Summer Research Grant of \$5000, University of Illinois at Urbana-Champaign.
- 1996-99 Alfred P. Sloan Foundation grant for the study of "Competitive Semiconductor Manufacturing," (faculty investigator).
- 1995-96 Semiconductor Equipment and Materials International (SEMI) grant for the study of "Benchmarking Costs and Practices for After-Sales Support and Service from Semiconductor Equipment Suppliers" (faculty investigator).

## RESEARCH PRESENTATIONS

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- "Informativeness and Generativeness of Experiments in Entrepreneurship" (with Jacob Valentine),
- Strategic Management Society annual conference, Toronto, October 2023
- "Lessons from Twelve Years of an Interdisciplinary Innovation Program" (with Bryan Howell, Curtis Anderson, and Chris Mattson),
- New Technologies, Development and Application Conference, The Society for Robotics of Bosnia And Herzegovina, Sarajevo Bosnia and Herzegovina, June 2023

## RESEARCH PRESENTATIONS

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“Innovations that Disrupt” (with James Ostler and Jacob Valentine),  
• Strategic Management Society annual conference, Toronto, September 2021

“Misspecified Mental Models and Their Impact on Innovation Behaviors and Performance” (with James Ostler),  
• Academy of Management annual conference, Boston, August 2019  
• Strategy Science inaugural conference, June 2018  
• Sm EC, April 2018  
• Strategic Management Society annual conference, Houston, October 2017

“The Performance Effects of Framing Errors in Novel Innovation” Frontiers in MOC-TIM Conference, Zurich, June 2017.

“Biased Specification of the Learning Curve and the Pursuit of Competitive Advantage,” Strategic Management Society annual conference, Berlin, September 2016.

“Biased and Unbiased Specification of the Learning Curve: Coping with Unobserved History,” Academy of Management annual conference, Vancouver, August 2016.

“When Does Competitive Advantage Improve Customer Welfare?,” Academy of Management annual conference, Vancouver, August 2015.

“When Is Competitive Advantage a Social Good?,” Strategic Management Society annual conference, Atlanta, September 2013.

“Competition and Competitive Advantage,” Strategic Management Society annual conference, Prague, October 2012.

“Information Velocity as a Source of Competitive Advantage” (with Michael Miles), Academy of Management annual conference, Boston, August 2012.

“The Learning Benefits of Making (Rather than Buying)” (with Daniel Snow), Academy of Management annual conference, San Antonio, August 2011.

“Supplier Networks: Engines of Innovation and Growth,” presented at the Siemens Supplier Forum, Munich Germany, October 2010.

“Information Velocity and Competitive Advantage,” (with Michael Miles, Ryan Williams, Alessandro Cavallini, and Michael George) presented at INFORMS annual conference, San Diego, October 2009.

“Learning to Operate: Management of Knowledge Creation and Transfer in Orthopedic Surgeries” (with David Moore) presented at INFORMS annual conference, Washington D.C., October 2008.

## RESEARCH PRESENTATIONS

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“Surgeon, Surgical Team, and Surgery-Recovery System Knowledge Generation and Learning in a Hospital,” (with David Moore)

- INFORMS annual conference, Seattle, November 2007
- POMS annual conference, Dallas, May 2007

“Mapping the Growth Path through Controlled Burn” presented at the INFORMS annual conference, Seattle, November 2007

“Searching for a Pond without Ducks: Opportunity Discovery in a Turbulent Environment” presented at the Washington University Mini-Conference on Opportunity Discovery, Saint Louis, May 2007.

“Prune to Grow: The Role of Abandonment in Technological Resource Creation,” (with Sali Li and Anupama Phene) presented at the Strategic Management Society annual conference, San Diego, October 2007.

“Building Healthy Communities of Practice: The Nurture of Open Source Communities,” (with Monte Shaffer) presented to INFORMS annual conference, Pittsburgh, November 2006.

“Governance for Growth: A Real-Options Perspective on Supplier Relations” (with Burke Jackson), presented at the Strategic Management Society annual conference, Vienna, October 2006.

“Integrating Game-Theoretic and Real Options Analysis in Strategic Decision-Making: Airbus, Boeing, and the Superjumbo Jet Market” (with Douglas Johnson)

- Real Options in Entrepreneurship and Strategy Conference, University of North Carolina, June 2006
- Strategic Management Society 21st Annual International Conference, San Francisco, CA, October 2001

“Corporate Social Responsibilities: Theory and Evidence” (with Paul Godfrey and Jared Hansen)

- Academy of Management annual conference, Honolulu Hawaii, August 2005
- International Association of Business and Society, Sonoma Valley California, April 2005
- BYU-University of Utah Winter Strategy Conference, Park City, UT, March 2005

“Prior Knowledge in the Learning Curve: An Exploration of Form and Function,” (with Stefan Reichelstein) presented at the INFORMS annual conference, San Francisco, November 2005

## RESEARCH PRESENTATIONS

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“Making it Pay to Be First: Determining the Choice of Entry Timing and First-Mover Advantages” (with Douglas Johnson)

- Academy of Management annual conference, Honolulu, Hawaii
- 21<sup>st</sup> European Group for Organizational Studies (EGOS) Colloquium, Berlin, July 2005
- Strategic Management Society annual conference, San Juan, Puerto Rico, November 2004
- INFORMS annual conference, Denver, October 2004
- Organizational Leadership and Strategy department seminar, Marriott School, BYU, September 2004

“Learning for Competitive Advantage”

- INACAP, Santiago Chile, July 2005
- Learning Economics Group, San Francisco

“Mitigating the Tradeoff between Time-to-Market and Manufacturing Performance: Knowledge Management in New Technologies” (with Jeffrey Macher)

- Academy of Management annual conference, New Orleans, August 2004
- BYU-University of Utah Winter Strategy Conference, Provo, UT, March 2002
- Strategic Management Society, 19<sup>th</sup> annual international conference, Berlin Germany, October 1999

“Network-Specific Capabilities, Network Barriers to Knowledge Transfers, and Competitive Advantage” (with Jeffrey Dyer), presented at the Academy of Management annual conference, New Orleans, 2004

“Integrating Game-Theoretic and Real Options Analysis in Strategic Decision-Making: Airbus, Boeing, and the Superjumbo Jet Market” (with Douglas Johnson), presented at INFORMS Annual Meeting, October 2003.

“The Future of Learning Curve Research: Knowledge and the Learning Curve” panel discussion presentation at the annual conference of the Production and Operations Management Society, San Francisco, CA, April 2002

“Modular Stepping Stones along the Firm's Technology Path”

- Strategic Management Society 21<sup>st</sup> Annual International Conference, San Francisco, CA, October 2001
- Danish Research Unit on Industrial Dynamics (DRUID) Conference in honor of Richard Nelson and Sidney Winter, Aalborg Denmark, June 2001

“Human Capital and Competitive Advantage through Learning by Doing: Effective Use of Strategic Resources,” presented at the Academy of Management, Toronto, CA, August 2000

“Modular Technologies and the Time-To-Market Process-Maturity Tradeoff,” presented at the Portland International Conference on Management of Engineering and Technology (PICMET), Portland, OR, July 1999

## RESEARCH PRESENTATIONS

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“Vertical Disintegration in the Semiconductor Industry” (with Russell W. Wright), presented at the Portland International Conference on Management of Engineering and Technology (PICMET), Portland, OR, July 1999

“Reducing Residential Water Demand During Drought: The Influence of Price and Non-Price Conservation Programs” (with Leonardo Corral and Anthony Fisher), presented at the Academy of Management, San Diego, CA, August 1998

“Investment in Learning Capital: Enhancing the Rate of Learning by Doing,” presented at Academy of Management, Boston, MA, August 12, 1997

“Technology Planning and Development in High Technology Firms,” presented at INFORMS Spring 1997, San Diego, CA, May 1997

“Why Moore's Law Will End,” presented at Cyberfest, College of Commerce and Business Administration, University of Illinois at Urbana-Champaign, March 1997

“Policy for High-Technology Markets: The Case of Semiconductors,” presented at Brigham Young University, December 1995

“Learning Effects in Semiconductor Fabrication” (with Stefan Reichelstein) presented at the Econometrics Society Seventh World Conference, Tokyo Japan, August 1995

“Process Innovation and Learning by Doing in Semiconductor Manufacturing” (with David Mowery), presented at the annual meetings of the American Economics Association, Washington D.C., January 6, 1995

## TEACHING EXPERIENCE

---

MBA 693R, “Entrepreneurial Innovation”, core course in the MBA program, BYU Marriott

ENT 402, “Entrepreneurship Analytics”, core course in the Entrepreneurial Management major, Marriott School, BYU

ENT 431 / ME EN 495R, “Innovation Practicum,” part one of the interdisciplinary Crocker Innovation Fellows program, BYU

ENT 432 / ME EN 497R, “Commercializing Innovation,” part two of the interdisciplinary Crocker Innovation Fellows program, BYU

BusM 487, “Strategy and Economics”, core course in the Business Management major, Marriott School, BYU

## TEACHING EXPERIENCE

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BusM 313, "Startup Bootcamp," core course in the Entrepreneurship emphasis in the Business Management major, Marriott School, BYU

BusM 475, "Financing New Ventures," elective course in the Entrepreneurship emphasis in the Business Management major, Marriott School, BYU

BusM 474, "Managing New Ventures," required course in the Entrepreneurship emphasis in the Business Management major, Marriott School, BYU

BusM 470, "Entrepreneurial Innovation," core course in the Entrepreneurship emphasis in the Business Management major, Marriott School, BYU

MBA 670, "Innovation and Entrepreneurship," core course in the Entrepreneurship major of the MBA program, Marriott School, BYU

EMBA 506, "Entrepreneurial Management," core course in the EMBA program, Marriott School, BYU

EMBA 693CV, "Creating New Ventures," elective course in the EMBA program, Marriott School, BYU

MBA 673, "Creating New Ventures," core course in Entrepreneurship in the MBA program, Marriott School, BYU

BM 498, "Strategic Management," required capstone course for seniors in the Business Management major, Marriott School, BYU

EMBA 580, "Introduction to Strategy," (with David Bryce) Executive MBA core course, Marriott School, BYU

EMBA 680, "Competitive Strategy," (with David Bryce and Jeff Dyer) Executive MBA core course, Marriott School, BYU

EMBA 693EB, "Essentials of e-Business," (with Scott Sampson) Executive MBA elective course, Marriott School, BYU

ISys 499, "Strategic Management of Information Systems," (with Doug Dean) required capstone course for seniors in the Information Systems major, Marriott School, BYU

ManEc 387, "Economics of Strategy," undergraduate course that fills the College microeconomics core requirement, Marriott School, BYU

MBA 525, "Economics of Strategy," MBA elective, Marriott School, BYU

## TEACHING EXPERIENCE

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MBA 580, "Introduction to Strategy and Economics," MBA core course, Marriott School, BYU

MBA 581, "Strategic Management," required course for Masters of Accounting and Masters of Information Systems, Marriott School, BYU

MBA 676, "Strategic Management of Innovation and Technology," MBA elective course, Marriott School, BYU

"MBA Refresher Course on Microeconomics," introductory microeconomics course during the MBA Orientation period

"Business Policy/Strategic Management," required capstone course for seniors in the College of Commerce and Business Administration, University of Illinois at Urbana-Champaign

"Technology Strategy," MBA elective course in the College of Commerce and Business Administration, University of Illinois at Urbana-Champaign

"Strategic Management of Innovation and Technology," core course in the "Technology and Management Program" (an undergraduate program in Engineering and Management), University of Illinois at Urbana-Champaign

"Management of Technology Development and Transfer," a module of the U.C. Berkeley, 1995 summer course, *Success Factors in High Technology Manufacturing*, taught to a group of visiting graduate students from Chalmers University, Sweden

## HONORS AND AWARDS

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Faculty Citizenship Award, Marriott School, Brigham Young University, 2019

Teaching Excellence Award, Marriott School, Brigham Young University, 2007

Outstanding Reviewer Award of the Business Policy and Strategy (BPS) division of the Academy of Management, 2006

2004 Sumantra Ghoshal Research and Practice Award, Business Policy and Strategy Division of the Academy of Management, 2004 (with Jeff Dyer)

Alumni Research Fellowship, Marriott School, Brigham Young University, 2001-present

"Incomplete List of Teachers Ranked as Excellent by Their Students," University of Illinois at Urbana-Champaign, Spring 1999

## HONORS AND AWARDS

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Best Paper Award Runner-up, Technology and Innovation Management Division of the Academy of Management, 1997

University of California Club Fellowship, 1991 – 92

USDA National Needs Fellowship, 1989 – 92

Edwin S. Hinckley Scholar, Brigham Young University, 1988

Academic Achievement and Outstanding Senior Awards, Department of Agricultural Economics, Brigham Young University, 1988.

Member, National Golden Key Honor Society and Phi Kappa Phi

## PROFESSIONAL ACTIVITIES

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*Memberships* Academy of Management • American Economics Association • Institute for Operations Research and Management Science (INFORMS) • Strategic Management Society

*Service in Professional Societies* Vice Chair of Programs of TMS, INFORMS, 2009 – 2010 • Vice Chair of Membership and Communication of TMS, INFORMS, 2008 – 2009 • Teaching Committee of the Business Policy & Strategy division of the Academy of Management, 2003 – 2005

*Editorial Boards* International Journal of Strategic Change Management, 2006 – present

*Ad-Hoc Reviewer* Academy of Management Proceedings • Administrative Science Quarterly • IEEE Transactions on Engineering Management • IEEE Transactions on Microelectronics • INFORMS Best Dissertation Competition (Organization Science section) • Journal of International Business Studies • Management Science • Organization Science • Research Policy • Strategic Management Journal

*Administration* Group leader of the Entrepreneurship Group, Business Management Department, Marriott School, Brigham Young University, 2007 – present

*Faculty Adviser* BYU Business Plan Competition, 2007 – 2009 • MBA High-Technology Club, 2003 – 2008 • National Black MBA Association case competition team, 2005 • MBA Field Studies: BD Medical, Winter 2009; Intermap, Fall 2004; Governor's Task Force for Technology Transfer, Winter 2001

## PROFESSIONAL ACTIVITIES

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- College Committee Service* Marriott School College Curriculum Committee, 2007 – 2009 • Marriott School Business Management Program Curriculum Steering Committee, 2007 – present • Marriott School MBA Curriculum Committee, 2007 – present • Marriott School Task Force on a pre-PhD masters program, 2006 – 2007 • Center for Entrepreneurship, Marriott School, BYU, 2005-present • eBusiness Curriculum Committee, Marriott School, BYU, 2000 – 2003
- Department Committee Service* Business Management Department Advancement Committee, 2007 – present • Entrepreneurship Group Hiring Committee, 2007 – present • OB-HR Hiring committee, 2005 – 2007
- Other Service* Co-founder of the Learning Economics Group, 2004 – present • Co-founder of the Knowledge, Learning, and Intellectual Capital (KLIC) group of INFORMS, 2004 – present • BYU – University of Utah case competition judge, 2005 • Member, Governor's Technology Transfer Task Group, 2001-2003 • Team leader, “Publish, Don't Perish” Writing Workshop, Winter 2002
- Thesis Committees* Austin Strong (2017) M.S. in Manufacturing Engineering • Louis Jones, (2013) M.S. in Manufacturing Engineering • Ryan Williams, (2010) M.S. in Integrated Product Development, Brigham Young University • Alessandro Cavallini, (2008) M.S. in Integrated Product Development, Brigham Young University • Michael Favreau, (2007) M.S. in Integrated Product Development, Brigham Young University • Sali Li, (2007) Ph.D. in Strategic Management, University of Utah • James Ostler, (2004) M.S. in Integrated Product Development, Brigham Young University • Gyung Paik, (2001) Ph.D. in Accountancy, University of Illinois at Urbana-Champaign • Yasemin Kor, (2001) Ph.D. in Strategic Management, University of Illinois at Urbana-Champaign • Maria Tereza Alexandre, (2000) Ph.D. in Marketing, University of Illinois at Urbana-Champaign • LeeAnn Moss, (2000) Ph.D. in Agricultural Economics, University of Illinois at Urbana-Champaign • Lucy Ojode, (1999) Ph.D. in Strategic Management, University of Illinois at Urbana-Champaign • Brian Cozzarin, (1997) Ph.D. in Agricultural Economics, University of Illinois at Urbana-Champaign

## PROFESSIONAL ACTIVITIES

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<i>Mentored Research (undergraduate students)</i>	Rebekah Brau: ORCA grant and project, 2015-2016 • Colton Hicks: ORCA grant and project, 2011 • Nicholas Romano: Honors thesis 2010-2011 • Justin Ramahlo: Honors thesis, 2008-2009 • Ian Finlay: Honors thesis, 2006-2007 • Junhan (Kelvin) Goh: Honors thesis, 2005-2006 • Michael Cornelsen: Honors thesis, 2005-2006 • Skyler Tanner: Honors thesis referee, 2006 • Junhan (Kelvin) Goh: ORCA grant and project, 2005-2006 • Stas Getmanenko: ORCA grant and project, 2005-2006 • Robert Squire: ORCA grant and project, 2003-2004 • Kendall Hulet: Honors thesis referee, 2002 • Alan Hyatt: PhD preparatory readings, 2001
<i>Consulting/Field Work</i>	Royal Philips Electronics Corporation, 2004 – 2010 • Siemens AG, 2009 – present • Bechtel Corporation, 2009 – present • Black and Decker, 2009 – 2010 • Fresenius-Kabi, 2006
<i>Executive Training</i>	Training on human resources and corporate training on behalf of INACAP, Santiago Chile, 2005
<i>Corporate Board Service</i>	Member of Board of Directors, Reassure America Life Insurance Company, 1998 – 2000 • Member of Board of Directors, American Merchants Life Insurance Company, 1998 – 2000