

## CURRICULUM VITAE

### DAVID A. KIRSCH

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### SUMMARY

David Kirsch is Dean's Term Associate Professor of Capitalism Studies and Associate Professor of Strategy and Entrepreneurship at the Robert H. Smith School of Business at the University of Maryland, College Park. His research focuses on the intersection of problems of innovation and entrepreneurship, technological and business failure, and industry emergence and evolution. Kirsch has studied the history of alternatives to internal combustion (*The Electric Vehicle and the Burden of History* (2000)) and the intense period of technological entrepreneurship in the 1990s known as the Dot Com Era. His research has been published in *Management Science*, *Academy of Management Journal*, *Journal of Financial Economics* and *Strategic Management Journal*, and he has been the subject of feature stories in national publications including *The Washington Post*, *The New York Times*, and *The Chronicle of Higher Education*.

### POSITION

- 2010**                      **Dean's Term Associate Professor of Capitalism Studies**  
**Robert H. Smith School of Business**  
**University of Maryland**
- Visiting Scholar**  
**Library of Congress**  
**Office of Strategic Initiatives**
- 2007 – Present**            **Associate Professor of Strategy and Entrepreneurship**  
**Robert H. Smith School of Business**  
**University of Maryland**

### EDUCATION

- 9/91 - 1/97**                **Ph.D. Stanford University**, Stanford, CA. Department of History, Program in History and Philosophy of Science. Dissertation accepted, September 1996. Degree granted, January 1997.
- 9/90 - 8/91**                **M.A. State University of Limburg**, Maastricht, Netherlands. Maastricht Economic Research Institute on Innovation and Technology (**MERIT**). Program in Economics of Innovation Management and Technology Policy. Degree granted, with distinction, 1992.
- 9/83 - 6/88**                **A.B., Magna Cum Laude. Harvard College**, Cambridge, MA. Concentration in History and Science.

### PREVIOUS ACADEMIC POSITIONS

- 2001 – 2007**                **Assistant Professor of Strategy and Entrepreneurship**  
**Robert H. Smith School of Business**

**University of Maryland**

**1998 – 2001**                      **Visiting Assistant Professor and Lecturer  
Anderson School at UCLA**

**1996 – 1998**                      **Post-doctoral Fellow  
Anderson School at UCLA**

**RESEARCH**

**Peer-Reviewed Books**

1. Kirsch, D. A. 2000. *The Electric Vehicle and the Burden of History* (New Brunswick, NJ: Rutgers University Press).

**Peer-Reviewed Articles**

8. Forbes, D., Kirsch, D.A. 2010. The study of emerging industries: Recognizing and responding to some central problems. *Journal of Business Venturing*, forthcoming.
7. Kirsch, D. A., Goldfarb B. & Gera, A. 2009. Form or Substance? The Role of Business Plans in Venture Capital Decision Making. *Strategic Management Journal*, 30, 5: 487-515
6. Goldfarb, B., Kirsch, D. A. & Miller, D. 2007. Was There Too Little Entry During the Dot-Com Era? *Journal of Financial Economics*, 61, 4 (Aug): 100-141.
5. Sine, W. D, Mitsuhashi, H. & Kirsch, D. A. 2006. Revisiting Burns and Stalker: Formal Structure and New Venture Performance in Emerging Economic Sectors. *Academy of Management Journal*, 49, 1 (Feb): 121-132.
4. Corbett, C. J. Montes-Sancho, M. & Kirsch, D. A. 2005. The Financial Impact of ISO 9000 Certification in the U.S.: An Empirical Analysis. *Management Science*, 51, 7 (July): 1046-1059.
3. Kirsch, D. A. & Mom, G. P. A. 2002. Visions of Transportation: The EVC and the Transition from Service to Product Based Mobility. *Business History Review*, 76, 1 (Spr): 75-110.
2. Corbett, C. J. & Kirsch, D. A. 2001. International Diffusion of ISO 14000 Certification. *Production and Operations Management*, 10, 3 (Fall): 327-343.
1. Mom, G. P. A. & Kirsch, D. A. 2001. Technologies in Tension: Horses, Electric Trucks and the Motorization of American Cities, 1900-1925. *Technology and Culture*, 42, 3 (July): 489-518.

**Manuscripts Under Review and In Preparation**

4. Kirsch, D. A., Rindova, V., Zavyalova, A. A. The Institution of Confidentiality and Its Impact on the Development of Organization Theory. For submission to *Organization Science*.
3. Gera, A., Goldfarb, B., Kirsch D. A. Competition for VC Attention: When, How and Why do Social Referrals Matter? For submission to *Strategic Management Journal*.
2. Kirsch, D. A. & Neff, G. The Materiality of Failure: Using Organizational Archeology to Theorize the Disbanding Firm. For submission to *American Sociological Review*.
1. Goldfarb, B., Hoberg, G., Kirsch, D. & Triantis, T. Does Angel Participation Matter? An Analysis of Early Venture Financing. Under review, *Review of Financial Studies*.

**Other Publications**

23. Kirsch, D. 2009. The Record of Business and the Future of Business History: Establishing a Public Interest in Private Business Records. *Library Trends*, 57, 3: 352-370.
22. Kirsch, D. A. & Goldfarb, B. 2008. Small Ideas, Big Ideas, Bad Ideas, Good Ideas: "Get Big Fast" and Dot Com Venture Creation. In William Aspray and Paul Ceruzzi, eds., *The Internet and American Business* (Cambridge: MIT Press): 259-276.
21. Laseter, T., Goldfarb, B. & Kirsch, D. 2007. Lessons of the Last Bubble. *Strategy+Business* 46 (Spring) 26-31.
20. Kirsch, D. A. 2006. A Battery-Powered Car Run Down: Review of *Who Killed the Electric Car?* By Chris Paine. *Science*, 314 (Oct 20): 424.
19. Kirsch, D. A. 2006. Comment: Relevance and Representativeness. *Enterprise and Society*, 7, 3 (Sept): 469-476.
18. Kirsch, D. A. 2006. Hybrid Vigor and the Supposed "Death" of the Electric Car. Commentary. *Detroit Free Press* (August 7); *Philadelphia Inquirer* (August 7).
17. Kirsch, D. A. 2005. Notes from the Field: Comments upon article by Moon and DeLeon. *Comparative Technology Transfer and Society*, 3, 1 (April): 58-59.
16. Kirsch, D. A. 2005. Automobiles, Electric. *Encyclopedia of 20<sup>th</sup> Century Technology* (New York: Routledge): 64-65.
15. Corbett, C. J. & Kirsch, D. A. 2004. Response to 'Revisiting ISO 14000 Diffusion: A New "Look" at the Drivers of Certification.' *Production and Operations Management*, 13, 3 (Fall): 268-271.
14. Kirsch, D. A. 2004. Review of *Dot Con: The Greatest Story Ever Sold* by John Cassidy. *Enterprise and Society*, 5, 2 (June): 347-349.
13. Kirsch, D. A. 2003. Review of Thomas A. Edison Papers website (<http://edison.rutgers.edu>). *Journal of American History*, 90, 2 (Sept): 749-750.
12. Corbett, C. J., Montes-Sancho, M. & Kirsch, D. A. 2002. Does ISO 9000 Certification Pay? *ISO Management Systems* (July-August): 31-40.
11. Kirsch, D. A. 2001. Review of *The Struggle for Control of the Modern Corporation: Organizational Change at General Motors, 1924-1970* by Robert Freeland. *Enterprise and Society*, 2, 4 (Dec): 844-847.
10. Kirsch, D. A. 2001. Review of *Coast to Coast by Automobile: The Pioneering Trips, 1899-1908* by Curt McConnell. *Journal of Economic History*, 61, 2, (June): 562-564.
9. Kirsch, D. A. 2001. Hybrid Vehicles Are Worth It. *IEEE Spectrum*, May: 90-91.
8. Kirsch, D. A. 2001. "How Electricity Could Power the Car of Today," *Nature*, 409, Jan 11: 131.
7. Kirsch, D. A. 2000. Studebaker Brothers Manufacturing Corporation (A): Facing the Automobile Age, 1900; Studebaker Corporation (B): The Automobile Age, 1902-1963; Studebaker Teaching Note. Cases prepared for the Anderson School at UCLA Core Strategy Class, AGSM/POL 2000-24, Los Angeles, CA, November.

6. Kirsch, D. A. 2000. Technological Hybrids and the Automobile System: Historical Considerations and Future Directions. In Robin Cowan and Staffan Hulten, eds., *Electric Vehicles: Socio-Economic Prospects and Technological Challenges* (London: Ashgate): 74-100. [Slightly revised version of Chapter 7, *The Electric Vehicle and the Burden of History*.]
4. Kirsch, D. A. 1999. Review of *The Automobile: A Chronology of its Antecedents, Development and Impact*, by Clay McShane. *Isis*, 90, 1 (Mar): 164-165.
5. Corbett, C. J. & Kirsch, D. A. 2000. ISO 14000: An agnostic's report from the frontline. *ISO9000/ISO14000 News*, 9, 2 (Mar/Apr): 4-17 [Also distributed as featured paper on ISO main website, <http://www.iso.ch>, Spring 2000].
3. Kirsch, D. A. 1997. The Electric Vehicle and the Burden of History. *Business and Economic History*, 26, 2, (Winter): 304-310.
2. Kirsch, D. A. 1997. Project Plowshare: The Cold War Search for a Peaceful Nuclear Explosive. In: Stephen Tchudi, ed., *Science, Values and the American West* (Reno, NV: University of Nevada Press): 191-222.
1. Kirsch, D. A. 1995. Review of *History of the Electric Automobile: Battery Only Powered Cars*, by Ernest H. Wakefield. *Technology and Culture*, 36, 3 (July): 710-712.

#### **Published Conference Proceedings**

3. Kirsch, D. A. 1996. Technology, Environment and Public Policy in Perspective: Lessons from the History of the Automobile. *Technical Expertise and Public Decisions Proceedings*, IEEE International Symposium on Technology and Society, Princeton, NJ, June: 67-75.
2. Kirsch, D. A. 1994. Flexibility and Stabilization of Technological Systems: The Case of the Second Battle of the Automobile Engine. *Proceedings, Conference on Evolutionary Economics of Technological Change*. Strasbourg, France, October, v. II: 1373 - 1410.
1. Grübler, A. & Kirsch, D. A. 1993. Social Behavior: Limiting Global Change or Limits for Mitigation. In: *Global Change: Proceedings of the First Demetra Foundation Meeting*, October, European Commission -- EUR 15158 EN: 392-409.

#### **Presentation of Professional Papers**

##### Invited Talks

1. Kirsch, D. A. 1996. The Failure of the Electric Vehicle, 1897-1903. Stanford University, Center for Economic Policy Research, Workshop on Science, Technology and Economic Growth. Stanford, CA: November. [Similar paper presented at UCLA, Department of History, Von Grep Workshop in Economics and Entrepreneurial History. Los Angeles, CA: March 5, 1997.]
2. Kirsch, D. A. 1997. Technological Hybrids and the Automobile System: Historical Considerations and Future Directions. Stockholm School of Economics. Stockholm, Sweden, October.
3. Kirsch, D. A. & Mulvihill, S. M. 1999. If you build it, will they come? Building Web-Based Historical Archives. UCLA, Graduate School of Education and Information Science Research Seminar. Los Angeles, CA: May.
4. Kirsch, D. A. 2002. Strategic and Methodological Approaches to Technology Dynamics: Insights from the History of Hybrid and Electric Vehicles in the U.S. Technical University of Eindhoven, Faculty of Technology Management, Seminar. Eindhoven, Netherlands, May.

5. Kirsch, D. A. 2004. The Electric Vehicle and the Burden of History. University of Maryland, Clark School of Engineering, Distinguished Seminar Series. College Park, MD: February.
6. Kirsch, D. A. 2004. Retrospect and Prospect: Perspectives on the History of the Electric Vehicle. Drexel University. Philadelphia, PA: February.
7. Kirsch, D. A. & Baranoff, D. 2004. The Future of the Past: The Archival Donut, Open Source History and the Challenges of Exploring the Business History of the Dot Com Era. Business History Conference, Annual Meeting, Plenary session. Le Creusot, France, June.
8. Kirsch, D. A. 2004. Birth of the Dot Com Era: Building the History of Born Digital Entrepreneurial Technology Ventures,” Harvard Business School, Entrepreneurial Management Department, Seminar. Boston, MA: November. [Similar paper presented at Maryland History of Technology Seminar, December.]
9. Kirsch, D. A. 2005. Digital Records and Business History. Business History Conference, Annual Meeting, Plenary session. Minneapolis, MN: May.
10. Kirsch, D. A. 2005. Historians Meet E-mail. University of Maryland, UMIACS, Human-Computer Interaction Laboratory Annual Conference. College Park, MD: June.
11. Kirsch, D. A. & Ramirez, A. M. 2005. Preserving Digital Client Records From a Bankrupt Law Firm. University of Maryland, College of Library and Information Science, Research Seminar. College Park, MD: September.
12. Kirsch, D. A. 2005. Digital Archive of the Dot-Com Era. Mid-Atlantic Records and Archives Conference (MARAC), Annual Meeting. Dover, DE, October.
13. Kirsch, D. A. 2006. Was There Too Little Entry in the Dot Com Era? Wharton School, Organizational Evolution Seminar. Philadelphia, PA: April.
14. Kirsch, D. A. 2006. Connecting Digital Business History of the Dot Com Era with Current Research in Strategy and Entrepreneurship. New York University, Entrepreneurship Seminar. New York, May.
15. Kirsch, D. A., Goldfarb, B, Gera, A. 2007. Do Business Plans Predict Venture Funding? Sloan School Research Seminar, MIT. Cambridge, MA: February.  
Research Seminar, Temple University. Philadelphia, PA: March.  
Research Seminar, University of Michigan. Ann Arbor, MI: March.  
Research Seminar, IESE. Barcelona, ESP: November.
16. Kirsch, D. A. 2007. The Public Interest: Post-adversarial Residual Claimant of Discovery. Stanford University, 11<sup>th</sup> International Conference on Artificial Intelligence in Law (ICAIL). Stanford, CA: June.
17. Kirsch, D. A. 2007. 'The Business of America' and the Birth of the Dot Com Era: Preserving the Digital Sock Puppet. American Libraries Association (ALA) Annual Meeting. Washington, DC: June.  
Presented to Scientific Advisory Board, Library of Congress, July.
18. Kirsch, D. A. 2007. Alternative Methods for Collecting and Archiving Data. Kauffman Entrepreneurship and Innovation Data Symposium. Kansas City, KS: November.
19. Kirsch, D. A. 2008. Business Records, the “Record of Business” and the Future of the Past: Archiving Business Records for Management Science and Business History. Rotman School, University of Toronto. Toronto: May.

20. Kirsch, D. A. 2008. No One Wishes Ill to History ... or the "Bridge to Somewhere". IT History Society Annual Meeting. Santa Clara, CA: October.  
Presented to California Digital Library, October.
21. Kirsch, D. A. 2008. EVs, HEVs, PHEVs and Technological Determinism in the History of Technology. Invited Lecture, Hagley Museum. Wilmington, DE: November.
22. Kirsch, D. A. 2009. The Public Interest in Private Digital Records. Keynote Address. iPres 6. San Francisco, CA: October.
23. Kirsch, D. A. 2010. Invited Comment on *Impossible Engineering* by Chandra Mukerji. Social Science History Association Annual Meeting. Chicago, IL: November.

#### Refereed Conference Presentations

1. Kirsch, D. A. 1994. Project Plowshare: An Experiment in Federal Techno-Science. Paper presented at West Coast History of Science Society, Annual Meeting. Stanford, CA: May.
2. Kirsch, D. A. 1995. Turning Points in Technology: Steam, Gasoline and Electric Powered Vehicles in America, 1890 – 1918. Paper presented at Society for the History of Technology, Annual Meeting. Charlottesville, VA, October.
3. Kirsch, D. A. 1997. The Electric Vehicle and the Burden of History. Dissertation summary presented as Selected Finalist for Kroos Prize, Business History Conference, Annual Meeting. Glasgow, Scotland, July.
4. Kirsch, D. A. 1997. From Competing Technologies to Systems Rivalry: The Electric Motor Vehicle in America, 1895-1915. Paper presented at Panel on *Path Dependence in Economic History: Critiques and Responses*, Social Science History Association, Annual Meeting. Washington, D.C.: October.
5. Kirsch, D. A. & Sparrow, J. T. 1998. Beyond Distribution: Using the Web as an Interactive Research Tool. Poster session presented at Society for the History of Technology, Annual Meeting, Baltimore, MD: October.
6. Kirsch, D. A. & Mom, G. P. A. 1999. Betting on the Wrong Horseless Carriage: The Urban Electric Vehicle Revisited. Paper presented at Society for the History of Technology, Annual Meeting, Detroit, MI: October.
7. Kirsch, D. A. & Mom, G. P. A. 2000. Behind the Numbers: Reappraising Early Quantitative Data on the History of the American Automobile Industry. Paper presented at ICOHTEC Conference, Prague, Czech Republic: August.
8. Kirsch, D. A. & Mom, G. P. A. 2001. The Holy Road to the Automobile System: Interactions Between the Military and Early Automobilmism, 1898 – 1920. Paper presented at Society for the History of Technology, Annual Meeting, San Jose, CA: October.
9. Sine, W. D, Mitsuhashi, H. & Kirsch, D. A. 2002. Failing to Grow: The Impact of Environmental Turbulence, Founding Team Structure and Legitimacy on the Growth of New Ventures in Nascent Industries. Paper presented at Academy of Management, Annual Meeting, Denver, CO: August.
10. Kirsch, D. A. 2002. The History of Failure in Real Time: Identifying, Accumulating, and Interpreting Interactive Perspectives on Entrepreneurial Failure With an Application to Former Online Grocer Webvan. Paper presented at Academy of Management, Annual Meeting, Denver, CO: August.

11. Sine, W. D, Mitsuhashi, H. & Kirsch, D. A. 2003. Emerging Structure and Performance: The Effect of Founding Team Structure on Firm Performance in the Emerging Internet Sector. Paper presented at Academy of Management, Annual Meeting, Seattle, WA: August.
12. Kirsch, D. A. 2003. 'Selling the Kool Aid': Scient Corp, Open Source History and the Rise and Fall of Internet Consulting. Paper presented at Academy of Management, Annual Meeting, Seattle, WA: August.
13. Kirsch, D. A. & Rindova, V. 2004. Indicators of Market Creation As an Emergent Phenomenon. Paper presented at Conference on Inquiries, Indices and Incommensurabilities: Managing Emergence, Complexity and Organization, George Washington University, Washington, D.C.: September.
14. Kirsch, D. A. 2004. Historians' Access to Attorney-Client Communications Produced in the Digital Age. Paper presented at the American Society for Legal History, Annual Meeting, Austin, TX: October.
15. Baranoff, D. & Kirsch, D. A. 2005. 'My Boss Rocks': Exceptionalism in the Dot Com Workplace. Paper presented at the Business History Conference, Annual Meeting, Minneapolis, MN: May.
16. Kirsch, D. A. & McKenna, C. 2005. New Archivalism and New Archivalists: Exploring the Sources and Applications of Archival Data. Presentation at Professional Development Workshop, Academy of Management, Annual Meeting, Honolulu, HI: August.
17. Kirsch, D. A. 2006. The Challenges of Digital Preservation. Paper presented at American Historical Association, Annual Meeting, Philadelphia, PA: January.
18. Kirsch, D. A. 2007. Small Ideas, Big Ideas, Bad Ideas, Good Ideas: "Get Big Fast" and Dot Com Venture Creation. Paper presented at the Business History Conference, Annual Meeting, Cleveland, OH: June.
19. Goldfarb, B., Hoberg, G., Kirsch, D. & Triantis, T. 2008. Does Angel Participation Matter? An Analysis of Early Venture Financing. Academy of Management, Annual Meeting, Anaheim, CA: August.
20. Kirsch, D. A., Goldfarb B. & Gera, A. 2008. Form or Substance? The Role of Business Plans in Venture Capital Decision Making. Academy of Management, Annual Meeting, Anaheim, CA: August.
21. Kirsch, D. A. 2009. Business History and Organizational Theory. Panelist. Academy of Management Annual Meeting, Chicago, IL: August.
22. Gera, A., Goldfarb, B., & Kirsch, D. A. 2009. Competition for VC Attention: When, How and Why do Social Referrals Matter? Academy of Management Annual Meeting, Chicago, IL: August.
23. Kirsch, D. A. Rindova, V. & Zavyalova, A. 2010. Reflecting on the Institution of Confidentiality and Its Impact on Organization Theory Development. Academy of Management Annual Meeting, Montreal, Canada: August.
24. Kirsch, D.A. & Jin, B. 2010. Entrepreneurial Growth as a Process: Mechanism-based Theorizing. Academy of Management Annual Meeting, Montreal, Canada: August.
25. Kirsch, D.A. & Goldfarb, B. 2010. When are there *not* bubbles? Society for Advancement of Socio-Economics Annual Meeting. Philadelphia, PA: June.

26. Kirsch, D.A. & Goldfarb, B. 2010. When are there *not* bubbles? Hagley Fall Conference on Crisis and Consequences. Hagley Museum and Library, Wilmington, DE: November.

### Websites

1. EVonline: Electric Vehicle History Online Archive. 1997 – 1999. Site development funded by the Alfred P. Sloan Foundation to collect information about electric vehicle drivers in the 1990s. Distributed survey data collected from more than 200 hobbyists and production-vehicle EV drivers. Permanent repository located at Stanford University Libraries.
2. Business Plan Archive ([www.businessplanarchive.org](http://www.businessplanarchive.org)). 2002 – present. Site development funded by the Alfred P. Sloan Foundation to preserve “at risk” digital records of Dot Com Era firms. 62,000+ registered users have access to business planning documents from more than 2,400 firms. Users include academic researchers, teaching faculty and students.
3. Dot Com Archive ([www.dotcomarchive.org](http://www.dotcomarchive.org)). 2003 – present. Site development funded by the Alfred P. Sloan Foundation to collect personal stories of stakeholders in Dot Com Era companies. Collections currently include more than 300 long-form responses from former founders, employees and customers.
4. Brobeck Closed Archive ([www.brobeckclosedarchive.org](http://www.brobeckclosedarchive.org)). 2006 – present. Site development funded by the Library of Congress, National Digital Information Infrastructure Preservation Project to share information about fate of born-digital Brobeck records with former clients and other stakeholders.

### Contracts and Grants

#### Digital History

1. *Alfred P. Sloan Foundation*. Co-Principle Investigator. January 1997 - December 1999. \$74,000 grant to establish internet web sites for history of technology research. Collecting web site used web-based technologies to collect primary historical materials from electric vehicle drivers. Archived site available, <http://sloan.stanford.edu/evoline>.
2. *Alfred P. Sloan Foundation*. Principle Investigator. January 2002 – September 2007. \$300,500 grant to assemble Digital Archive of the Birth of the Dot Com Era to preserve “at risk” digital history of internet technology companies. First website available at <http://www.businessplanarchive.org>. Initial creation of the Archive was featured in *The Washington Post*, *The New York Times*, *The Chronicle of Higher Education* and other publications.
3. *Library of Congress*. Principle Investigator. September 2004 – September 2011. \$1,056,000 award as part of National Digital Information Infrastructure Preservation Program (NDIIPP). One of 8 first-round partnerships selected from nationwide competition to develop national digital preservation strategy through preservation of “at risk” digital legal records. Project partners include: Center for History and New Media, George Mason University; Gallivan, Gallivan & O’Melia; Morrison & Foerster, LLP.

#### Environmental Management

4. *Center for International Business Education and Research (CIBER)*. Co-Principle Investigator. September 1997 – August 1998. \$7,500 grant to support research on adoption of ISO 14000 environmental management systems standards, with specific reference to Japan and Taiwan. Research conducted with Charles Corbett (UCLA).

5. *Hewlett Foundation, UCLA Latin American Center*. Co-Principle Investigator. January 1999-August 1999. \$5,000 grant to support research on privatization of environmental regulation in Latin America. Research conducted with Charles Corbett (UCLA).
6. *Pacific Rim Research Foundation*. Co-principle Investigator. June 1999-August 2000. \$45,000 grant to support research on ISO 14000 implementation in Asia, with specific reference to Japanese and Taiwanese government efforts to encourage ISO 14000 adoption. Research conducted with Charles Corbett (UCLA).

#### **Fellowships, Prizes and Awards**

1. *Harvard College, History of Science Department*. 1988. Awarded Leonard J. Siff Prize for Best Undergraduate Thesis.
2. *AT&T Foundation*. Faculty Fellow in Industrial Ecology. Fall 1997 – Fall 1999. \$25,000 grant to support research on industrial ecology.
3. *Society for the History of Technology*. IEEE Life Members' Prize for Best Article in Electrical History for "Visions of Transportation: The EVC and the Transition from Service to Product Based Mobility," *Business History Review*, 76, 1 (Spr): 75-110. October 2003. \$500 cash award.
4. *Dingman Center on Entrepreneurship*. Dingman Research Fellow. Summer 2005. \$5,000 award.

#### **Conferences and Panels Organized**

1995. Organizer. Finding the Future in the Past: New Perspectives on the History of the Electric Vehicle. Panel at Society for the History of Technology, Annual Meeting, Charlottesville, VA: October.

1997. Organizer. ECO: Environment, Commerce and Opportunity. Anderson School at UCLA, Los Angeles, CA: April. [~120 attendees].

1997. Chair and Organizer. Historians, Hobbyists and the Electric Vehicle. *Public* Panel at the Society for the History of Technology, Annual Meeting, Pasadena, CA: October.

1997. Organizer. Path Dependence in Economic History: Critiques and Responses. Panel at the Social Science History Association, Annual Meeting, Washington, D.C.: October.

1998. Host and Organizer. Business-Environment-Leadership-Learning (BELL) Conference. Anderson School at UCLA, Los Angeles, CA: August. [~100 attendees].

1999. Program Chair. The World Wide Web and the Future of Archives for the History of Science and Technology. Sponsored by the Alfred P. Sloan Foundation, Stanford, CA: August. [~60 attendees].

1999. Organizer. From the Horse to the Car: New Perspectives on the Motorization of Transport. Panel at the Society for the History of Technology, Annual Meeting, Detroit, MI: October.

2002. Organizer. Multi-disciplinary Perspectives on Entrepreneurial Failure. Panel at the Academy of Management, Annual Meeting, Denver, CO: August.

2002. Organizer. European Mobility: A History with its Own Character? Panel at the Society for the History of Technology, Annual Meeting, Toronto, Canada: October.

2004. Moderator. Dot Com Boomerang: Extreme Survival Stories. Moderated session at conference sponsored by e-Prairie.com, Chicago, IL: May. [~130 attendees].

2005. Organizer. Historians' Access to Attorney-Client Communications Produced in the Digital Age. Panel at the American Society for Legal History, Annual Meeting, Austin, TX: October.
2005. Host and Organizer. Meeting of Advisory Council to the Digital Archive of the Birth of the Dot Com Era, University of Maryland, Robert H. Smith School, College Park, MD: February.
2005. Host and Organizer. Archive and Records Management Meeting, Former Brobeck Staff and Library of Congress Project Staff, San Francisco, CA: June.
2005. Host and Organizer. Meeting of Advisory Council to the Digital Archive of the Birth of the Dot Com Era, University of Maryland, Robert H. Smith School, College Park, MD: December.
2005. Organizer. New Archivalism and New Archivalists: Exploring the Sources and Applications of Archival Data. Professional Development Workshop, Academy of Management, Annual Meeting, Honolulu, HI: August.
2006. Invited Chair of Plenary Panel. Presidential Panel: Teaching History in Business Schools. Business History Conference, Annual Meeting, Toronto, Canada: June.
2006. Organizer. Rethinking Technology Entrepreneurship and Industry Emergence in the Dot-Com Era: Three New Perspectives. Panel at the Academy of Management, Annual Meeting, Atlanta, GA: August.
2007. Host. Meeting of National Digital Information Infrastructure Preservation Program Network. College Park, MD: June. [~150 attendees; 2 days].
2007. Host and Organizer. Meeting of Advisory Council to the Digital Archive of the Birth of the Dot Com Era, University of Maryland, Robert H. Smith School, College Park, MD: December. [~20 attendees].
2008. Host and Organizer. Meeting of Advisory Council to the Digital Archive of the Birth of the Dot Com Era, University of Maryland, Robert H. Smith School, College Park, MD: December. [~20 attendees].
2010. Co-host and Co-organizer. Smith Entrepreneurship Conference. University of Maryland, Robert H. Smith School, College Park, MD: April. [~40 attendees].

### **Editorial Activities**

- Ad hoc* Reviewer for Alfred P. Sloan Foundation (1997-2003),  
*Ad hoc* Reviewer for *Technological Forecasting and Social Change* (1999)  
*Ad hoc* Reviewer for *Research Policy* (2001)  
*Ad hoc* Reviewer for *Cultural Anthropology* (2002)  
*Ad hoc* Reviewer for *Journal of Business Ventures* (2002)  
*Ad hoc* Reviewer for *Production and Operations Management* (2002-2003)  
*Ad hoc* Reviewer for *Journal of American History* (2003)  
*Ad hoc* Reviewer for Academy of Management, Business Policy and Strategy Division (2003)  
*Ad hoc* Reviewer for *Management Science* (2004, 2005)  
*Ad hoc* Reviewer for *Financial Management* (2004)  
*Ad hoc* Reviewer for Oxford University Press (2004)  
*Ad hoc* Reviewer for *Organizational Research Methods* (2005, 2006)  
*Ad-hoc* Reviewer for *Organization Science* (2005)  
*Ad-hoc* Reviewer for *Administrative Science Quarterly* (2006, 2008)  
*Ad hoc* Reviewer for Princeton University Press (2007)  
*Ad-hoc* Reviewer for *Strategic Management Journal* (2007, 2008)  
*Ad hoc* Editor, *Experimenting for Sustainable Transport: The Approach of Strategic Niche Management* (EF&N Spon, 2002).

**TEACHING****Courses Taught, 2005-2009**

<b>MBA Level</b>					
<i>Course</i>	<i>Term Offered</i>	<i>Number</i>	<i>Location</i>	<i>Size</i>	<i>Rating</i>
Strategic Growth for Emerging Firms	Spring 2005	BUMO 752	CP	9	3.88
Strategic Growth for Emerging Firms	Spring 2006	BUMO 752	CP	9	4.21
Strategic Growth for Emerging Firms	Spring 2006	BUMO 752	DC	9	4.75
Strategic Growth for Emerging Firms	Spring 2007	BUMO 752	DC	26	4.33
Strategic Growth for Emerging Firms	Spring 2008	BUMO 752	CP	17	3.75
Strategic Growth for Emerging Firms	Spring 2008	BUMO 752	BA	14	4.39
New Venture Creation	Spring 2005	BUMO 732	CP	26	3.52
New Venture Creation	Spring 2005	BUMO 732	BA	31	4.12
New Venture Creation	Spring 2006	BUMO 732	CP	20	4.46
New Venture Creation	Spring 2007	BUMO 732	CP	13	4.31
New Venture Creation	Spring 2007	BUMO 732	BA	26	4.61
Entrepreneurship and New Ventures	Spring 2009	BUSI 660	BA	51	4.52
Entrepreneurship and New Ventures	Spring 2009	BUSI 660	DC	50	3.87
Entrepreneurship and New Ventures	Spring 2009	BUSI 660	GS	50	4.46
<b>PHD Level</b>					
Organization Theory and History	Spring 2008	BMGT 808v	CP	9	4.77

**Teaching Awards**

2003. Nominated for Allen J. Krowe Award for Teaching Excellence.

**Graduate Advising**

Chair, Dissertation Committee of Byungchae Jin, Management & Organization, University of Maryland, College Park, Dissertation proposal defended December 2009.

Member, Dissertation Committee of Adrian Yeow, DOI&T, University of Maryland, College Park, Dissertation defended August 2008. Current Position: Assistant Professor, Nanyang Technological University, Singapore.

Co-Chair, Dissertation Committee of Azi Gera, Management & Organization, University of Maryland, College Park, Dissertation defended July 2008. Current position: Assistant Professor, Drexel University.

Member, Dissertation Committee of Alan Boss, Management & Organization, University of Maryland, College Park, 2006-2007, Dissertation defended, July 2008. Current Position: Assistant Professor, University of Washington, Bothell

Member, Dissertation Committee of Michael Pfarrer, Management & Organization, University of Maryland, College Park, 2006-2007, Dissertation defended, July 2007. Current position: Assistant Professor, University of Georgia.

External Chair, Dissertation Committee of Bradford Hepler, Department of Sociology, University of Maryland, College Park, 2003-2006, Dissertation defended, May 2006.

External Member, Dissertation Committee of Gina Neff, Department of Sociology, Columbia University, New York, 2004, Dissertation defended, April 2004. Current position: Assistant Professor, University of Washington, Seattle.

**SERVICE****External Service**

2001 – 2004. Member, Finance Committee, Society for the History of Technology.  
 2003. Chair, Finance Committee, Society for the History of Technology.  
 2003 – 2005. Moderating Editor, H-Business Listserv.  
 2005 – 2008. Member, Finance Committee, Business History Conference  
 2006 – present. Senior Editor, H-Business Listserv.  
 2006 – 2009. Elected Trustee, Business History Conference.  
 2007 Panelist, Roundtable on Entrepreneurship Education, Stanford, October.

**Internal Service**

2003 Departmental Representative, Elective Open House, College Park & DC.  
 Member, Committee on Expectations and Norms.  
 Judge, MBA Case Competition.

2004 Departmental Representative, Elective Open House, College Park & DC.  
 Judge, MBA Case Competition.

2005 Department Representative, Accepted Students Weekend.  
 Departmental Representative, Search Committee for Assistant Director for IT.

2006-2007 Departmental Representative, Elective Open House, College Park & DC.  
 Member, Task Force on M&O Doctoral Programs  
 Member, Strategy and Entrepreneurship Search Committee

2007-2008 Chair, Strategy and Entrepreneurship Search Committee  
 Doctoral Advisor, Strategy and Entrepreneurship Area  
 Placement Coordinator, M&O Department  
 Facilitator, Board of Visitors Meeting, Smith School  
 Coordinator, Maryland Colloquium for the History of Technology

2008-2009 Member, Faculty Council  
 Member, Dean of Libraries Search Committee  
 Member, Strategy Committee  
 Doctoral Advisor, Strategy and Entrepreneurship Area  
 Placement Coordinator, M&O Department  
 Member, Climate Action Plan Workgroup

2009-2010 Member, Faculty Council  
 Member, Academic Planning Advisory Committee  
 Member, Strategy Search Committee  
 Doctoral Advisor, Strategy and Entrepreneurship Area  
 Placement Coordinator, M&O Department