

CURRICULUM VITAE

DAVID A. KIRSCH

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SUMMARY

David Kirsch is 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*. Kirsch was a pioneer in identifying the importance of collecting digital business records and has partnered with NSF, the Library of Congress, the Alfred P. Sloan Foundation and the Hagley Museum and Library.

POSITION

- 2007 – Present** **Associate Professor of Strategy and Entrepreneurship**
Robert H. Smith School of Business
University of Maryland
- 2010 – 2013** **Dean's Term Associate Professor of Capitalism Studies**
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

- 2010** **Visiting Scholar**
Library of Congress
Office of Strategic Initiatives
- 2001 – 2007** **Assistant Professor of Strategy and Entrepreneurship**

**Robert H. Smith School of Business
University of Maryland**

1996 – 2001

**Post-doctoral Fellow, Visiting Assistant Professor & Lecturer
Anderson School at UCLA**

RESEARCH

Peer-Reviewed Books

2. Goldfarb, B. & Kirsch, D. A. 2018. *When are there not bubbles?* (Stanford, CA: Stanford University Press), *forthcoming*.
1. Kirsch, D. A. 2000. *The Electric Vehicle and the Burden of History* (New Brunswick, NJ: Rutgers University Press).

Peer-Reviewed Articles

9. Jin, B. & Kirsch, D.A. Entrepreneurial Growth as a Process: Mechanism-based Theorizing. 2015. *Advances in Entrepreneurship, Firm Emergence and Growth, Entrepreneurial Growth: Individual, Firm & Region*, 17: 63-94
8. Forbes, D., Kirsch, D.A. 2011. The study of emerging industries: Recognizing and responding to some central problems. *Journal of Business Venturing*, 26 (5): 589-602.
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.

Selected Other Publications

9. Goldfarb, B., Kirsch, D., & Kressler, D. 2016. The real entrepreneurship competition. *Entrepreneurship & Innovation Exchange*. Retrieved March 1, 2017, from <https://eiexchange.com/content/211-the-real-entrepreneurship-competition>
8. Oard, D., Webber, W., Kirsch, D.A., & Golitsynskiy, S. 2015. Avocado Research Email Collection LDC2015T03. DVD. Philadelphia: Linguistic Data Consortium.

7. Kirsch, D., Moeen, M. & Wadhvani, D. 2014. Historicism and Industry Emergence: Industry Knowledge and Interpretation from Pre-emergence to Stylized Fact. In M. Bucheli & D. Wadhvani, eds., *Organizations in Time: History, Theory Methods* (Oxford: Oxford University Press): 217-240.
6. Goldfarb, D., Kirsch, D. & Shen, R. 2012. Finance of New Industries. In Douglass Cumming, ed., *Oxford Handbook of Entrepreneurial Finance* (Oxford: Oxford University Press): 9-44.
5. 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.
4. 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.
3. Laseter, T., Goldfarb, B. & Kirsch, D. 2007. Lessons of the Last Bubble. *Strategy+Business* 46 (Spring) 26-31.
2. Kirsch, D. A. 2005. Automobiles, Electric. *Encyclopedia of 20th Century Technology* (New York: Routledge): 64-65.
1. 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.

Websites

4. Brobeck Closed Archive (www.brobeckclosedarchive.org). 2006 – present. Site exists to document the legal and institutional efforts undertaken to preserve the digital records of the failure law firm Brobeck Phleger & Harrison.
3. Dot Com Archive (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.
2. Business Plan Archive (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.
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.

Contracts and Grants

6. Ewing Marion Kauffman Foundation. Co-Principle Investigator. Jan 2016 – Aug 2017. Further Development of Junior Scholars in Innovation and Entrepreneurship in the Smith Entrepreneurship Research Conference, University of Maryland, 2016-2017, \$48,238.
5. Ewing Marion Kauffman Foundation. Co-Principle Investigator. Jan 2014 – Dec 2015. Development of Junior Scholars in Innovation and Entrepreneurship in the Smith Entrepreneurship Research Conference, 2014-2015, \$36,540.

4. Ewing Marion Kauffman Foundation. Co-Principle Investigator. Oct 2011 – Dec 2013. Continuing support for 2012 and 2013 Doctoral Consortium at Smith Entrepreneurship Research Conference, \$38,540.
3. *National Science Foundation*. Co-Principle Investigator. June 2011 – June 2016. IIS-#1065250, \$1,199,500. Development and Evaluation of Search Technology for Discovery of Evidence in Civil Litigation. Project homepage: <http://ediscovery.umiacs.umd.edu/>
2. *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.
1. *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.

Fellowships, Prizes and Awards

4. Rudy Award. Presented by the Dingman Center for Entrepreneurship for Excellence in Teaching (Social Innovation Fellows Faculty Champion). May 2017.
3. Schulze Publication Award. Awarded for Goldfarb, B., Kirsch, D., & Kressler, D. 2016. The real entrepreneurship competition. *Entrepreneurship & Innovation Exchange*. Includes \$1,500 donation for students to be distributed by Dingman Center for Entrepreneurship. February 2017.
2. *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.
1. *Harvard College, History of Science Department*. 1988. Awarded Leonard J. Siff Prize for Best Undergraduate Thesis.

Teaching

6. BMGT 828 / 878 Doctoral Seminar: Organization Theory
5. BMGT 828 / 878 Doctoral Seminar: Overview of Strategy & Entrepreneurship
4. BUSI 758 Capitalism: How It Works
3. BUMO 732 / BUSI 660 Entrepreneurship and New Ventures
2. BUMO 752 / BMGT 366 Strategic Growth for Emerging Firms
1. BMGT 468 Social Innovation Fellows