

David Tan

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ACADEMIC POSITIONS

2024 – present	<i>Johns Hopkins University, Carey Business School</i> Research Professor
2024 – present	<i>University of Washington, Foster School of Business</i> Michael G. Foster Endowed Professor
2018 – 2024	Associate Professor of Strategy and Entrepreneurship (tenured)
2013 – 2018	Assistant Professor of Strategy and Entrepreneurship
2009 – 2013	<i>Georgetown University, McDonough School of Business</i> Assistant Professor of Strategy

OTHER POSITIONS

2020 – present	<i>Organization Science</i> Senior Editor
2022 – present	<i>Consortium on Competitiveness and Cooperation (CCC)</i> Board member (selected), secretary
2023 – present	<i>Academy of Management, STR Division</i> Executive Committee member (elected), Program Committee (selected)

EDUCATION

2009	Emory University, Goizueta Business School PhD in Organization and Management
2004	Creighton University BSBA in Finance

RESEARCH

- Tan, D. and West, N. 2023. “Bad medicine: litigation, competition, and the marketing of prescription opioids.” ***Strategic Management Journal***. 44 (11): 2658-2687.
- *West Coast Research Symposium*, Seattle, WA, August 2022
 - Best Conference Paper in Stakeholder Strategy IG, *Strategic Management Society Annual Conference*, October 2020
 - *Strategy and the Business Environment Conference*, May 2020
 - University of Michigan, University of South Carolina
- Tan, D. and Rider, C. 2023. “How the basis for status perceptions varies with perceiver status.” ***Organization Science***. 34 (2): 509-531.
- *Organization Science Winter Conference*, Phoenix, AZ, March 2019
 - *Academy of Management Annual Meeting*, Boston, MA, August 2019.
- Tan, D. 2023. “The road not taken: technological uncertainty and the evaluation of innovations.” ***Organization Science***. 34 (1): 156-175.
- *West Coast Research Symposium*, Alberta, Canada, August 2017
 - *INSEAD Doriot Entrepreneurship Conference*, Fontainebleau, France, May 2017
 - University of Minnesota, National University of Singapore, Stanford GSB, Santa Clara University, Washington University, St. Louis
- Tan, D. and Rider, C. 2017. “Let them go? How losing employees to competitors can enhance firm status.” ***Strategic Management Journal***. 38 (9): 1848-1874.

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- Best Conference Paper in Strategic Human Capital IG, *Strategic Management Society Annual Conference*, Denver, CO, October 2015
 - *Wall Street Journal*, “The Case for Letting Your Best People Go: A study finds a link between employees leaving for prestigious jobs and improved company status.” April 18, 2017.
- Tan, D. and Tan, J. 2017. “Far from the tree? Do private entrepreneurs agglomerate around public sector incumbents during economic transition?”. *Organization Science*. 28 (1): 113-132.
- *INSEAD Doriot Entrepreneurship Conference*, Fontainebleu, France, October 2015
- Tan, D. 2016. “Making the news: heterogeneous media coverage and corporate litigation”. *Strategic Management Journal*. 37 (7): 1341-1353.
- *West Coast Research Symposium*, Seattle, WA, September 2013
 - MIT Sloan
- Zhang, C., Tan, J., and Tan, D. 2016. “Fit by adaptation or fit by founding? A comparative study of existing and new entrepreneurial cohorts in China”. *Strategic Management Journal*, 37 (5): 911-931.
- Rider, C. and Tan, D. 2015. “Labor market advantages of organizational status: a study of lateral partner hiring by large U.S. law firms.” *Organization Science*. 26: 356-372.
- Tan, D. and Roberts, P. 2010. “Categorical coherence, classification volatility and examiner-added citations”. *Research Policy*. 29 (1) 89-102.
- Xia, J., Tan, J., and Tan, D. 2008. “Mimetic entry and bandwagon effect: the rise and decline of international equity joint venture in China”. *Strategic Management Journal*. 29 (2) 195-217.
- Tan, J. and Tan, D. 2005. “Environment–strategy co-evolution and co-alignment: a staged model of Chinese SOEs under transition”. *Strategic Management Journal*. 26 (2) 141-157.

Work in progress

- Tan, D. “Did secrecy shield prescription opioid firms from litigation?” Preparing for submission to the *Proceedings of the National Academy of Sciences*.
- Yale, Johns Hopkins.
- West, N. and Tan, D. “Scientific Discourse and Lobbying.” Revise and resubmit at *Strategic Management Journal*.
- *Strategy and the Business Environment Conference*, Washington, DC, May 2023
 - *Academy of Management Annual Meeting*, Boston, MA, August 2023
 - *Strategic Management Society Annual Conference*, Toronto, ON, October 2023
- West, N. and Tan, D. (equal authorship). “With a grain of salt? Industry-affiliated organizations offering scientific expertise to inform regulation”.
- *Strategic Management Society Annual Conference*, Istanbul, Turkey, October 2024
 - Nominated for SMS Annual Conference Responsible Research Paper Prize.
- Prabhu, S. and Tan, D. “Taking Out the Trash: The Power to Suppress Stakeholders and the Generation of Toxic Waste.”
- *Strategic Management Society Annual Conference*, Toronto, ON, October 2023

SELECTED AWARDS

Poets and Quants, Best 40 under 40 MBA Professors, 2023

Best Conference Paper in Stakeholder Strategy IG, *Strategic Management Society Annual Conference*, October 2020

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Best Conference Paper in Strategic Human Capital IG, *Strategic Management Society Annual Conference*, Denver, CO, October 2015

SELECTED PRESENTATIONS AND CONFERENCE ACTIVITIES

Seminar Presentations

- Yale
- University of South Carolina
- University of Michigan
- University of Minnesota
- National University of Singapore
- Stanford GSB
- Santa Clara University
- Washington University, St. Louis
- UC Riverside
- MIT Sloan
- INSEAD
- Singapore Management University
- Hong Kong UST

Strategic Management Society Annual Conference, Toronto, ON, October 2023

- Invited panelist, “Stakeholder Strategy” PDW
- Paper session, “Scientific Discourse and Lobbying.”
- Paper session, “Taking Out the Trash: The Power to Suppress Stakeholders and the Generation of Toxic Waste.”

Academy of Management Annual Meeting, Boston, MA, August 2023

- Symposium, “Connecting the Dots: Bridging Nonmarket Strategy and Corporate Innovation”.

Nonmarket Strategy Research Community Doctoral Conference, May 2023

- Invited discussant, “Stakeholders and Collective Action”

Strategy and the Business Environment Conference, Washington, DC, May 2023

- Paper session, “Scientific Discourse and Lobbying.”

Academy of Management Annual Meeting, Seattle, WA, August 2022

- Invited panelist, STR Dissertation Consortium
- Invited discussant, “Leveraging Human Capital in Inventions and New Venture Formation.”
- STR Research Committee

West Coast Research Symposium, Seattle, WA, August 2022

- Paper session, “Bad medicine: litigation, competition, and the marketing of prescription opioids.”

Strategic Management Society Annual Conference, virtual, September 2021

- Invited discussant, “Creating and Sustaining Competitive Advantage in a Discordant World” PDW

Academy of Management Annual Meeting, virtual, August 2021

- STR Research Committee

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Academy of Management Annual Meeting, virtual, August 2020

- Invited panelist, OMT Junior Faculty Consortium
- Invited panelist, STR Junior Faculty PDW

Strategic Management Society Annual Conference, virtual, October 2020

- Paper session, “Bad medicine: litigation, competition, and the marketing of prescription opioids.”

Strategy and the Business Environment Conference, virtual, May 2020

- Paper session, “Bad medicine: litigation, competition, and the marketing of prescription opioids.”

Academy of Management Annual Meeting, Boston, MA, August 2019

- Symposium, “The ecology of signals and strategies in labor markets.”

Consortium on Competitiveness and Cooperation (CCC), Chapel Hill, NC, June 2019

- Invited discussant

Organization Science Winter Conference, Phoenix, AZ, March 2019

- Paper session, “How the basis for status perceptions varies with perceiver status.”

Academy of Management Annual Meeting, Chicago, IL, August 2018

- Invited panelist, “Optimal distinctiveness” PDW
- Symposium, “Careers in Professional Service Firms.” (Best Symposium Award in Careers Division)

West Coast Research Symposium, Alberta, Canada, August 2017

- Paper session, “Same difference? Why audiences fail to recognize distinctiveness in new products.”

Academy of Management Annual Meeting, Atlanta, GA, August 2017

- Invited panelist, BPS Dissertation Consortium

Strategy Research Forum, New Orleans, LA, May 2017

- Invited discussant

INSEAD Doriot Entrepreneurship Conference, Fontainebleu, France, May 2017

- Invited discussant
- Paper session, “Same difference? Why audiences fail to recognize distinctiveness in new products.”

Consortium on Competitiveness and Cooperation (CCC), Milan, Italy, June 2016

- Invited discussant

Strategy Research Forum, Newport, RI, May 2016

- Paper session, “Altogether obvious: hindsight bias and the evaluation of recombinant innovations.”

Academy of Management Annual Meeting, Anaheim, CA, August 2016

- Invited panelist, BPS Dissertation Consortium

Strategic Management Society Annual Conference, Denver, CO, October 2015

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- Paper session, “Let them go? How losing employees to competitors can enhance firm status.”

INSEAD Doriot Entrepreneurship Conference, Fontainebleu, France, October 2015

- Paper session, “Far from the tree? Do private entrepreneurs agglomerate around public sector incumbents during economic transition?”.

Academy of Management Annual Meeting, Vancouver, Canada, August 2015

- Invited panelist, BPS Dissertation Consortium

Editorial review board

- *Administrative Science Quarterly*
- *Organization Science*

Ad hoc reviewer

- *American Sociological Review*
- *Management Science*
- *Strategic Management Journal*

GRANTS AND FELLOWSHIPS

With Soyoung Kang. VentureWell Faculty Grant, 2018.

With Jie Yang. Center for Financial Markets and Policy, Georgetown University, 2012

With Chris Rider (principal investigator) and Adina Sterling. Law School Admissions Council, 2009

Kauffman Foundation-GRA Grant for the Study of Entrepreneurship and Productivity, 2008

Howard Hughes Teacher-Scholar, Emory University, 2006

George W. Woodruff Fellowship, Emory University, 2004

TEACHING

Courses Taught

BA 500: Corporate and Competitive Strategy, University of Washington

TMMBA 504: Competitive Strategy, University of Washington

MGMT 590: Economic Foundations of Strategic Management, University of Washington

ENTRE 510: Entrepreneurial Strategy, University of Washington

ENTRE 567: Entrepreneurial Strategy and Decision-making, University of Washington

TECHIN 530: Essentials of Entrepreneurship, University of Washington

ENTRE 581: Theoretical Foundations of Entrepreneurship, University of Washington

STRT 283: Strategic Management, Georgetown University

Economic Sociology of Emerging Technology, Emory University

Teaching Materials

Tan, D. and Tan, J. “Amway in China (A): a new business model”. *Ivey Business School Case, (Co-listed as Harvard Business School case #904M35)*.

Tan, D. and Tan, J. “Amway in China (B): adapting to a changing environment”. *Ivey Business School Case, (Co-listed as Harvard Business School case #904M36)*.

Case, A., Darrow, L., Jameson, H., and Tan, D. “Discovering the connections: reflections from teaching interdisciplinary undergraduate research methods”. *International Journal of Teaching and Learning in Higher Education*, 21 (1) 118-126.

- Presented at the *International Society for Exploring Teaching and Learning Annual Meeting*. Atlanta, GA, October 2007.