

# Douglas Hannah

Questrom School of Business | Boston University  
Email: dphannah@bu.edu | Website: douglashannah.com

## ACADEMIC APPOINTMENTS

---

<b>Assistant Professor</b> Questrom School of Business, Boston University	2020 – Pres.
- <i>Innovation curriculum coordinator, Innovate@BU (secondary appt.)</i>	2021 – Pres.
<b>Assistant Professor</b> McCombs School of Business, University of Texas at Austin	2015 – 2020 ( <i>med. clock stop 2017-18</i> )

## EDUCATION

---

<b>Stanford University</b> , Stanford, CA <i>Ph.D. in Organizations, Technology, and Entrepreneurship</i>	2016
- Committee: Kathleen Eisenhardt (chair), Riitta Katila, Charles Eesley	
- Dissertation: <i>Firm Strategy in Early-Stage Ecosystems</i>	
- Awards: <i>INFORMS TIMES Section Dissertation Award, Finalist</i> <i>AOM ENT Division Heizer Award, Runner-up</i> <i>Industry Studies Association Dissertation Award, Finalist</i>	
<b>Stanford University</b> , Stanford, CA <i>Master of Science in Management Science and Engineering</i>	2009
<b>Dartmouth College</b> , Hanover, NH <i>Bachelor of Arts in Environmental Studies, with Honors</i>	2005

## PUBLICATIONS

---

**Hannah, D.,** R. Tidhar, and K. Eisenhardt. 2021. “Analytic models in strategy, organizations, and management research: A guide for consumers.” *Strategic Management Journal*. 42(2): 329-360.

- *Academy of Management Best Paper Proceedings* (top 10% of articles)

Ozcan, P. and **D. Hannah**. 2020. “Forced ecosystems and digital stepchildren: Reconfiguring suppliers to realize disruptive social media technology.” *Strategy Science* 5(3): 193-217.

**Hannah, D.** and K. Eisenhardt. 2019. Commentary: Bottlenecks, cooperation, and competition in nascent ecosystems. *Strategic Management Journal* 40(9): 1333-1335.

**Hannah, D.** and K. Eisenhardt. 2018. "How firms navigate cooperation and competition in nascent ecosystems." *Strategic Management Journal*, 39(12): 3163-3192.

- Awarded AOM BPS Division Distinguished Student Paper Award, 2015
- Runner-up, Industry Studies Association 2019 Ralph Gomory Best Paper Award
- *Academy of Management Best Paper Proceedings (top 10% of articles)*
- Wiley Top 20 downloaded article in SMJ, 2017-2018

**Hannah, D.,** R. Bremner, and K. Eisenhardt. 2016. "Resource redeployment in business ecosystems." *Advances in Strategic Management* (35): 19-38.

## WORKING PAPERS & UNDER REVIEW

---

**Hannah, D.,** and S. Lim. "Pluripotent digital ventures and the paths to product market fit: An investigation of digital health entrepreneurs." *First revision under review, Strategic Management Journal*.

**Hannah, D.,** H. Mahar, S. O'Mahony. "Templatization without homogeneity: Understanding what is taught in undergraduate entrepreneurship classrooms." *Under review, Academy of Management Learning and Education*.

**Hannah, D.** and V. Iannucci. "Inverse entrepreneurs and alternative models of venture formation." *Under review, Organization Science*

**Hannah, D.,** and T. Ott (equal contribution). "Towards a richer view of entrepreneurs as theorists." *Working paper*.

Ott, T., and **D. Hannah.** "Moderate obsession from entrepreneurial vision." *Working paper*.

**Hannah, D.,** A. Marquez, and T. Ott. "Not all those who wander are lost: Novelty and inertia in theory-driven experimentation." *Working paper*.

Ott, T., **D. Hannah,** and R. Tidhar. "Degree of focus as a tool for effective strategy formation in nascent markets." *Working paper*.

**Hannah, D.** and E. Plaksenkova. "Value capture in innovation ecosystems." *Working paper*.

- *Academy of Management Best Paper Proceedings (top 10% of articles)*

## WORK IN PROGRESS

---

**Hannah, D.,** V. Rai, A. Beck. "Fragmented knowledge landscapes: How ecosystem complexity shapes US photovoltaic market evolution." *Data analysis*.

**Hannah, D.** and Y. Huang. "Emergence of a novel grassroots ecosystem in response to the Covid-19 supply crisis." *Data analysis*.

Miehe, L., Palmie, M., and **D. Hannah**. “Resource orchestration in the emerging Swiss natural gas vehicle industry, 2012-2020.” *Data analysis*.

## OTHER PUBLICATIONS AND PRESS

---

**Hannah, D.** “Making it through a job search with more than just a job.” [\*Inside Higher Ed\*](#). September 9, 2022

**Hannah, D.** “How a non-descript box has been saving lives during the pandemic – and revealing the power of grassroots innovation”. [\*The Conversation\*](#). March 3, 2022.

- Re-published: Fast Company, Smithsonian Magazine, 22 other outlets

**Hannah, D.** "One way to build more resilient medical supply chains in the U.S." [\*Harvard Business Review Online\*](#) (hbr.org), February 16, 2021.

Eisenhardt, K., R. Bremner, and **D. Hannah**. 2017. “Firm strategy in business ecosystems.” In *Collaborative Strategy: Critical Issues for Alliances and Networks*, Edward Elgar.

Eesley, C. and **D. Hannah**. 2012. Review: Winds of Change: The Environmental Movement and the Development of the Wind Energy Industry. *Admin. Science Quarterly*, 57: 359-362.

## AWARDS AND GRANTS

---

### Research Awards

- Industry Studies Association, Emerging Scholar 2022
- Ralph Gomory Best Industry Studies Paper Award, Runner-up 2019
- INFORMS TIMES Section Dissertation Award, Finalist 2017
- AOM ENT Division Heizer Dissertation Award, Runner-up 2017
- Industry Studies Association Dissertation Award, Finalist 2017

### Other Awards and Recognition

- Poets & Quants Top 50 Best Undergraduate Business Professors 2022
- Trammell/CBA Foundation Teaching Award for Assistant Professors 2018
- McCombs Undergraduate Business Council, Faculty Honor Roll 2016-19
- Best Reviewer Award, AOM TIM Division 2013-14
- Outstanding Reviewer Award, AOM BPS Division 2013-17

### Research Grants

- US DOE, Solar Energy Evolution & Diffusion Studies (\$1,200,000) 2016-19
- Herb Kelleher Center for Entrepreneurship Research Grant (\$5,000) 2015
- Undergraduate Research Assistant Grant, McCombs (\$1,200) 2015, 2018

## INVITED SEMINARS AND CONFERENCE PRESENTATIONS

---

### 2023

- ETH Zurich, University St. Gallen, London Business School (planned), University College London (planned)
- INQUIRE Conference (Chicago), Academy of Management Annual Meeting (Boston), Strategic Management Society (Toronto), Strategy Science (Milan)

### 2022

- MIT Innovation Lab
- Academy of Management Annual Meeting (Seattle), Industry Studies Association Annual Meeting (Philadelphia), SMS Extension on Industry Emergence (Oxford)

### 2021

- Harvard Business School, University of Michigan, U. Pittsburgh
- UC Davis Qualitative Research Conference (virtual), Industry Studies Association Annual Conference (virtual)

### 2019

- UConn School of Business, NUS Business School, INSEAD, Boston University Questrom School of Business
- Austin Technology and Entrepreneurship Conference (Austin), Smith Entrepreneurship Research Conference\* (College Park), Industry Studies Annual Meeting (Nashville), Academy of Management Annual Meeting (Boston), West Coast Research Symposium (Stanford), Strategic Management Society Annual Conference (Minneapolis)

### 2018

- Strategy Science Conference (Philadelphia), Academy of Management Annual Meeting (Chicago), West Coast Research Symposium (Seattle)

### 2017

- Austin Technology and Entrepreneurship Conference (Austin), Smith Entrepreneurship Research Conference (College Park), Industry Studies Annual Meeting (Washington DC), Imperial College Innovation and Entrepreneurship Conversation (London), Strategic Management Society Annual Conference (Houston)

### 2016

- BYU-Utah Winter Strategy Conference (Park City), Wharton Technology and Innovation Conference (Philadelphia), Sumantra Ghoshal Conference\* (London), Strategic Management Society Special Conference (Rome), Academy of Management Annual Conference (Anaheim), Strategic Management Society Annual Conference (Berlin)

### 2015

- USC Marshall School of Business, IESE School of Business, University of Pennsylvania Wharton School of Business, UNC Kenan-Flagler School Business School

- Academy of Management Conference (Vancouver), Atlanta Competitive Advantage Conference (Atlanta), West Coast Research Symposium (Seattle), Advances in Strategic Management Conference (Strasbourg)

#### 2014

- UT Austin McCombs School of Business, University of Oregon Lundquist College of Business, University of Maryland Smith College of Business
- Academy of Management Annual Meeting (Philadelphia)

#### 2013

- Academy of Management Annual Meeting (Orlando), Consortium for Cooperation and Competitiveness (Kansas City)

### CONFERENCE ACTIVITIES

---

Panelist. Into the ecosystem future. Business Ecosystem Alliance. September, 2023.

Panelist and roundtable mentor. Studying emerging technologies. Strategic Management Society Annual Meeting. October 2023.

Panelist. Towards a craft of computational theory construction. Academy of Management Annual Meeting. August, 2023.

Symposium organizer (*Showcase symposium*). Grand challenges, ecosystems, and stakeholders. Academy of Management Annual Meeting. August, 2022.

Symposium organizer. From ideas to impact: The process and promise of democratized innovation in healthcare. Academy of Management Annual Meeting. August, 2022.

Track chair. "Designing the Future: Strategy, Technology, and Society in the 4<sup>th</sup> Industrial Revolution." Strategic Management Society Special Conference Berkeley. March, 2020.

Workshop organizer. Knowledge and Innovation IG junior faculty professional development workshop. Strategic Management Society Annual Meeting. October, 2019.

Symposium organizer (*Showcase symposium*). Coordinating ecosystems and stakeholders in new industries. Academy of Management Annual Meeting. August, 2019.

Panelist. Formal modeling in management research. Academy of Management Annual Meeting. Organizers: Liyue Yan and Elena Plaksenkova. August, 2019.

Conference organizer. 3rd annual Austin Technology and Entrepreneurship Conference. McCombs School of Business, University of Texas at Austin. February, 2019.

Panelist. Shaping sectors, changing architectures, constructing ecosystems. Academy of Management Annual Meeting. Organizer: Michael Jacobides. August, 2018.

Conference organizer. 2nd annual Austin Technology and Entrepreneurship Conference. McCombs School of Business, University of Texas at Austin. February, 2018.

Symposium organizer. Building better theory with formal models. Academy of Management Annual Meeting. Co-organizer: Feng Zhu. August, 2017.

Panelist. Lean startups and innovation strategy professional development workshop. Academy of Management Annual Meeting. Organizers: David Clough and Andy Wu. August, 2017.

Co-founder and conference organizer. Austin Technology and Entrepreneurship Conference. McCombs School of Business, University of Texas at Austin. February, 2017.

Panelist. Internal resource redeployment and the theory of the multi-business firm. Academy of Management Annual Meeting. Organizer: Gwendolyn Lee. August, 2016.

Panelist. Creating and capturing value in ecosystems: Bottlenecks and strategies. Academy of Management Annual Meeting. Organizer: Michael Jacobides. August, 2015.

## TEACHING

---

Texas	MAN 374 (Management and Strategy)	2016	Inst. avg: 5.0/5
Texas	MAN 374H (Management and Strategy)	2017	Inst. avg: 5.0/5
Texas	MAN 327H (Innovation & Entrepreneurship)	2017-2019	Inst. avg: 4.9/5
BU	QST SI 250 (Ideas to Impact)	2020	Inst. avg: 5.0/5
BU	QST SI 250 (Ideas to Impact)	2021	Inst. avg: 4.9/5
BU	QST SI 250 (Ideas to Impact)	2022	Inst. avg: 4.9/5
BU	QST SI 839 (Design Thinking & Innovation)	2023	Inst. avg: 5.0/5

*Named to Faculty Honor Roll four years in a row 2016-2019 by the McCombs Undergraduate Business Council. Sole winner of the Trammell/CBA Foundation Teaching Award in 2018. Nominated for the McCombs Award for Teaching Innovation in 2019. Named by Poet's and Quants as a 2022 Top 50 Undergraduate Business School Professor.*

Dissertation Committee Member

- Shi-Ying Lim (McCombs, IROM), 2016-2017, 1<sup>st</sup> placement: Nat. Univ. Singapore
- Andrea Marquez (McCombs, Management), 2016-2020, 1<sup>st</sup> Placement: UT San Antonio

## PROFESSIONAL ACTIVITIES AND SERVICE

---

### Reviewing

- Editorial Review Board, Strategic Management Journal 2019-Pres.
- Editorial Review Board, Strategic Entrepreneurship Journal 2018-Pres.

- Editorial Review Board, Strategy Science 2022-Pres.
- Ad hoc reviewer for Organization Science, Academy of Management Review, Academy of Management Journal, Administrative Science Quarterly, Management Science, Strategy Science, Industrial and Corporate Change, Research Policy, Strategic Organization, California Management Review

### **Service to the Field**

- External examiner, Oxford University 2023
- Industry Studies Association Best Paper Award Committee Chair 2022, 2023
- AOM TIM Division Research Committee 2020-2022
- SMS Rep-at-Large (Knowledge and Innovation IG) 2019-2021
- STR Track Chair (Innovation Strategy), AOM Annual Meeting 2019
- Reviewer for Academy of Management Annual Meeting 2012-Pres.
- Reviewer for SMS Conferences (Oslo, Sao Paulo, Frankfurt, etc) 2017-Pres.
- STR Track Chair (Cooperative Strategy), AOM Annual Meeting 2018
- Reviewer for AOM TIM Division Dissertation Award 2016

### **Service to Boston University**

- Boston University Children’s Center Advisory Board 2022-2023
- SI917 Doctoral Seminar Co-Coordinator 2023
- Questrom Family & Friends Weekend, Faculty Lecturer 2022
- Innovate@BU Curriculum Coordinator 2021-Pres.
- Innovate@BU Innovation Pathways Coach 2022-Pres.
- Undergraduate Research Opportunity Program Mentor 2022
- Questrom Open House Guest Instructor 2021-22
- Strategy & Innovation Dept. Recruiting Committee 2021-23
- Strategy & Innovation Speaker Series Coordinator 2021-23

### **Service to University of Texas**

- Co-coordinator, Austin Technology and Entrepreneurship Conference 2017-20
- Course Coordinator, MAN327 “Innovation & Entrepreneurship” 2018-20
- Member, Undergraduate Entrepreneurship Minor Committee 2015-18
- Member, Management Department Executive Committee 2016-17
- Coordinator, Management Department Work in Progress Seminar 2016-18

### **Service to Stanford University**

- Student Representative, Stanford Board on Judicial Affairs 2013-14
- Cofounder, Stanford Green Fund 2007-08