

SONALI K. SHAH

University of Washington Business School ◦ Box 353200, Seattle WA 98195 ◦ 908 268 4943
skshah@u.washington.edu ◦ faculty.washington.edu/skshah/index.htm

PROFESSIONAL EXPERIENCE

UNIVERSITY OF WASHINGTON. Seattle, WA

Assistant Professor, Foster School of Business. July 2007-present

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN. Champaign, IL

Assistant Professor, College of Business. August 2003-July 2007

MCKINSEY & CO. San Francisco, CA

Associate. Summer 2000

MORGAN STANLEY & CO. New York, NY

Analyst, Investment Banking Division, High Technology Group. June 1996-1997

AMERICAN RED CROSS. Boston, MA

International Social Services Volunteer. 1998-2004

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Sloan School of Management

Ph.D. in Management. May 2003

Dissertation Title: Innovation & Product Development Within User Communities: Findings From Open Source Software and Consumer Sporting Goods

Dissertation Committee: Eric von Hippel (chair), Carliss Baldwin, Roberto Fernandez

UNIVERSITY OF PENNSYLVANIA, Wharton School and School of Engineering & Applied Science

Magna cum Laude, Dual Degree Management & Technology Program

Bachelor of Science in Engineering, Biomedical Engineering. May 1996

Bachelor of Science in Economics, concentration in Finance. May 1996

Study Abroad, University of Stockholm. Fall 1995

JOURNAL ARTICLES

Individual & Opportunity Factors Influencing Job Creation in New Firms (with John Dencker and Marc Gruber). *Academy of Management Journal.* Forthcoming, 2009

- Carolyn Dexter Award Finalist, Academy of Management. 2008

Pre-Entry Knowledge, Learning & the Survival of New Firms (with John Dencker and Marc Gruber). *Organization Science.* 20(3), pp. 516-537. 2009

User Entrepreneurship: An Emergent & Collective Process (with Mary Tripsas). *Strategic Entrepreneurship Journal.* 1(1), pp. 123-140. 2007

- Thought Leader Award, Academy of Management (Entrepreneurship Division). 2008

Building Better Theory by Bridging the Quantitative-Qualitative Divide (with Kevin Corley). *Journal of Management Studies,* 43(8), pp. 1821-1835. 2006

Motivation, Governance, and the Viability of Hybrid Forms in Open Source Software Development. *Management Science,* 52(7), pp. 1000-1014. 2006

- Alfred P. Sloan Foundation Industry Studies Best Paper Prize. 2006
- William H. Newman Award Finalist, Academy of Management (Technology & Innovation Management Division). 2004

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How Communities Support Innovative Activities: An Exploration of Assistance and Sharing Among End-Users (with Nikolaus Franke). *Research Policy*, 32(1), pp. 157-178. 2003

BOOK CHAPTERS & ADDITIONAL PUBLICATIONS

Individual, Organizational & Environmental Drivers of Job Creation in New Firms. *Proceedings of the 2008 Academy of Management Meeting in Anaheim, California* (CD). 2008

Open Beyond Software. *Open Sources 2*, edited by Chris Dibona, Danese Cooper and Mark Stone. O'Reilly Media, Sebastopol, CA. pp. 339-360. 2005

From Innovation to Firm Formation: Contributions by Sports Enthusiasts to the Windsurfing, Snowboarding & Skateboarding Industries. *Proceedings of the Sixth Annual Meeting of the International Sports Engineering Association*. 2006

Understanding the Nature of Participation & Coordination in Open and Gated Source Software Development Communities. *Proceedings of the Sixty-third Annual Meeting of the Academy of Management* (CD), ISSN 1543-8643. 2004

Effort on the Edge, Part 2: A Fact-Based Analysis of the JCP's Effectiveness (with Frank Sommers). *JavaWorld*, January 2003

Effort on the Edge, Part 1: Does the JCP Adequately Balance Innovation with Maintenance of Java's Standards? (with Frank Sommers). *JavaWorld*, November 2002

Article Summary: Open Source Software as Lead User's Make or Buy Decision: A Study of Open and Closed Source Quality. *Technological Innovation & Intellectual Property Newsletter*, Fall 2002, issue 3

WORKING PAPERS

From Innovation to Firm Formation in the Windsurfing, Skateboarding, and Snowboarding Industries. University of Illinois Working Paper #05-0107

Identifying and Distinguishing Between Motives: A Framework for Studying the Choices Made by Software Developers When Allocating Their Discretionary Time

The Knowledge Context & the Entrepreneurial Process (with David Audretsch & Rajshree Agarwal). University of Illinois Working Paper #06-0118. 2006

Value Creation & Cooperative Resource Exchange through Open Technology Platforms (with Jim Herbsleb & Patrick Wagstrom)

Founder Identity, Opportunity Identification & Firm Heterogeneity (with Emmanuelle Fauchart and Marc Gruber)

Revisiting Generalized Exchange: Extending Theory to Explain Wikipedia, Open Source & Other Collaborative Communities (with David Gomulya)

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GRANTS & FELLOWSHIPS

Alfred P. Sloan Foundation, Industry Studies Fellowship. 2008	\$45K
Kauffman Foundation. 2005 (co-investigator)	\$665K
University of Illinois Campus Research Board. 2004	\$10K
Center for International Business Education & Research (CIBER) Research Grant. 2004	\$10K
Travel Grant for Central & Eastern Europe. 2005	\$5K
Course Development Grant. 2005	\$3K
MIT Graduate Student Fellowship. 1997 – 2001	tuition fellowship
Ronald A. Kurtz Graduate Student Fellowship, MIT. 1997	tuition fellowship

HONORS & AWARDS

RESEARCH & TEACHING

Thought Leader Award, Academy of Management. 2008
Carolyn Dexter Award Finalist, Academy of Management. 2008
Alfred P. Sloan Foundation, Industry Studies Fellowship. 2008
Alfred P. Sloan Foundation, Industry Studies Best Paper Prize. 2006
Recognized for Teaching Excellence, UIUC. 2006
William H. Newman Award Finalist, Academy of Management (TIM Division). 2004
Entrepreneurship Division Dissertation Award Finalist, Academy of Management. 2004
Doctoral Dissertation Competition Finalist, Institute for the Study of Business Markets. 2001

COMMUNITY & UNDERGRADUATE

Outstanding Volunteer Award, Red Cross of Massachusetts Bay. 2003
Board Member, Penn Club of Boston. 2002-2003
Chair, University of Pennsylvania Asian Alumni Network - New England Chapter. 2002-2003
Dean's Award for Outstanding Contribution to the Engineering School, University of Pennsylvania. 1996
Director of the Engineering Peer Advising Council, University of Pennsylvania. 1995-1996
Student Representative to the Provost's Council on Undergraduate Education, University of Pennsylvania. 1995
Tau Beta Pi Engineering Honor Society, University of Pennsylvania. 1995-1996
Varsity Sailing Team, University of Pennsylvania. 1992-1996
Editor-in-Chief of Mosaic, Literary Arts Magazine, University of Pennsylvania. 1994-1995
Benjamin Franklin Scholar, University of Pennsylvania. 1992-1996
Joseph Wharton Scholar, University of Pennsylvania. 1992-1996
Hickman Scholarship, four-year academic merit scholarship. 1992-1996
Dean's List, University of Pennsylvania. 1992-1996
National Merit Scholar. 1992
Highest Achievement Award, American Association of Teachers of German, 6-week scholarship granted by the German government for the study of language and culture in Nürnberg, Germany. 1990

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TEACHING

Recognized for Teaching Excellence. 2006

MBA Elective Innovation Strategy. 2009
MBA Elective Open Innovation. 2007-8
MBA Elective Technology Strategy. 2005-2006

Undergraduate Core Strategy. 2008-9
Undergraduate Core Organization Design & Environments. 2004-7

DOCTORAL STUDENT COMMITTEES

Naina Gupta Univeristy of Illinois at Urbana Champaign, 2006
Matthias Stuermer ETH Zurich ((Swiss Federal Institute of Technology)

ACADEMIC SERVICE

PROFESSIONAL SERVICE

Alfred P. Sloan Foundation, Early Career Development Committee - Chair. 2009-10.
Academy of Management, Junior Faculty Consortium Mentor - Technology & Innovation Management Division. 2009
Alfred P. Sloan Foundation, Early Career PDW Organizer, 2009.
Alfred P. Sloan Foundation, Early Career Development Committee. 2008-10.
Strategic Management Society, Representative at Large, 2008-9
Academy of Management, Best Paper Award Committee - Technology & Innovation Management Division. 2008

JOURNALS & CONFERENCES

Journal & Conference Reviews: Management Science, Organization Science, Academy of Management Journal, Research Policy, American Sociological Review, Information Systems Research, Academy of Management Conference, Strategic Management Society Conference, International Sports Engineering Association (scientific committee member, 2005-6), EURAM (Scientific Committee for Track on Open Source Models, 2009)
Funding Agency Reviews: Vienna Science & Technology Fund (jury member, 2006), National Science Foundation
Professional Memberships: Affiliate of the Sloan Software Industry Center (Carnegie Mellon University), Academy of Management, American Sociological Association, Strategic Management Society, Society for the Social Studies of Science

UNIVERSITY OF WASHINGTON, SEATTLE

Search Committee for Faculty Positions in Entrepreneurship & Strategy. 2009-10
Doctoral Student Search Committee. 2008, 2009
Search Committee for Faculty Positions in Strategy. 2007-8

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN

Graduate Studies Committee, 2006-7
Undergraduate Studies Committee, 2006-7
Technology Faculty Reading Group, Founder & Coordinator. 2004-7
Organizational Behavior Research Seminar Coordinator. 2004-6
Search Committee for Faculty Positions in Organizational Behavior. 2003-7
Search Committee for Faculty Positions in Technology & Entrepreneurship. 2004-5

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MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Aeronautics and Astronautics Department
Assisted in organizing MIT's newly established Center for Sports Engineering & Innovation.
Participated in marketing and funding meetings, as well as research-related meetings. October
1999-May 2000.

ACADEMIC PRESENTATIONS

ETH Zurich. Zurich, Switzerland. September 2009
Academy of Management, Business Policy & Strategy, Technology & Innovation Management
Divisions (2 presentations, symposium organizer). Chicago, IL. August 2009
Instruments in Manufacturing Workshop, Rice University. Houston, TX. June 2009
Free University of Bozen-Bolzano. Bolzano, Italy. July 2009
Washington University, Olin School of Business. St. Louis, MO. October 2008.
West Coast Research Symposium. Palo Alto, CA. September 2008
Academy of Management, Symposium Panelist: Healthcare Management, Human Resources,
Organization & Management Theory and Research Methods Divisions. August 2008
Academy of Management, Symposium Organizer: Business Policy & Strategy, Organization &
Management Theory, and Research Methods Divisions. Anaheim, CA. August 2008
User Innovation Workshop (4 presentations). Boston, MA. August 2008
Cornell-McGill Conference on Institutions & Entrepreneurship. Montreal, Canada. June 2008
DRUID Conference. Fundamentals: Open and Proprietary Innovation Regimes: Opportunities and
limitations of the open source models of innovation and the role of intellectual property rights
(invited speaker). Copenhagen, Denmark. June 2008
University of Maryland (Entrepreneurship Research Conference). College Park, MD. April 2008
University of Southern California (Greif Research Symposium). Los Angeles, CA. March 2008
University of Twente. Enschede, Netherlands. November 2007.
American Sociological Association. New York, NY. August 2007
Academy of Management, Entrepreneurship Division (poster presentation). Philadelphia, PA.
August 2007
Academy of Management, Entrepreneurship Division. Philadelphia, PA. August 2007
Academy of Management, Business Policy & Strategy, Technology & Innovation Management
Divisions. Philadelphia, PA. August 2007
Cornell-McGill Conference on Institutions & Entrepreneurship. Ithaca, NY. July 2007.
EGOS Conference. Vienna, Austria. July 2007
Conference for the *Organization Science* Special Issue on Strategic Renewal. Chicago, IL. March
2007
University of Utah-BYU Winter Conference. Solitude, Utah. March 2007.
University of Washington, Seattle. January 2006.
Vienna University of Economics & Business Administration (invited speaker). Vienna, Austria.
October 2006.
Strategic Management Society Conference. Vienna, Austria. October 2006
Strategic Management Society Conference (panel on entrepreneurship research). Vienna, Austria.
October 2006
Advanced International Summer School: Innovation in the Extended Enterprise. Ostuni, Italy.
July 2006.
User Innovation Summer Workshop. Munich, Germany. July 2006.
Conference in Honor of Michael Gort. St. Louis, MO. June 2006
Ecole Polytechnique Fédérale de Lausanne. Lausanne, Switzerland. May 2006
Purdue University. March 2006
London Business School. London, UK. February 2006.
Academy of Management, TIM Division. Honolulu, HI. August 2005
Max Planck Institute for Economics. Jena, Germany. July 2005

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User Innovation Summer Workshop. MIT. June 2005
Wharton Technology Mini-Conference. April 2005
Qualitative Research Conference. University of California at Davis. March 2005
College on Organization Science Fall Conference. Dartmouth, NH. November 2004
American Sociological Association. San Francisco, CA. August 2004
Academy of Management, TIM Division. New Orleans, LA. August 2004
Academy of Management, Business History Division. New Orleans, LA. August 2004
User Innovation Summer Workshop. Ludwig-Maximilians-Universität. Munich. June 2004
University of Illinois at Urbana-Champaign, Dept. of Sociology. April 2004
Society of Entrepreneurship Scholars Conference. Ohio State University. March 2004
American Sociological Association, Theoretical Issues in Economic Sociology, Regular Session.
Atlanta, GA. August 2003
Academy of Management, All-Academy Symposium. Seattle, WA. August 2003
Academy of Management, Entrepreneurship Division. Seattle, WA. August 2003
User Innovation Summer Workshop. Wirtschaftsuniversität Wien. Vienna. June 2003
Harvard Business School-MIT Open Source Software Conference. June 2003
New York University, Stern School of Business. January 2003
Georgetown University, Edmund A. Walsh School of Foreign Service. January 2003
Cornell University, Johnson School. January 2003
University of Sussex, Science & Technology Policy Research Unit (SPRU). January 2003
Cambridge University, Judge School of Business. January 2003
University of Illinois at Urbana-Champaign, School of Business. January 2003
Strategic Management Society Conference. Paris, France. September 2002
Academy of Management, TIM Division (2 presentations). Denver, CO. August 2002
National Science Foundation Meeting, Advancing the Research Agenda on Open Source.
Washington D.C. January 2002
Annual Meeting of the Society for Social Studies of Science. Cambridge, MA. November 2001
New York Innovation Research Network Conference. Rochester, NY. May 2001
Harvard Business School, Technology & Operations Management Seminar. Spring 2001
Consortium on Competition and Cooperation. Durham, NC. April 2001

INDUSTRY PRESENTATIONS

Online Community Business Forum. Sonoma, CA. March 2009
Oopsla Conference (Object-Oriented Programming, Systems, Languages & Applications).
Onward! Keynote Speaker. Nashville, TN. October 2008. Talk available at:
<http://www.infoq.com/oopsla>
University of Washington Alumni Event. Portland, OR. May 2008
Changing Role of Users Corporate Workshop, Center for Information Technology & Society,
University of Twente. Enschede, Netherlands. November 2007
Community 2.0 Conference. Las Vegas, NV. March 2007
Wharton Impact Conference. Philadelphia, PA. December 2005
MIT Innovation Lab Meeting. Cambridge, MA. June 2000, November 2005
London Business School/Tata Consulting Services Workshop. London, England. November
2004

MEDIA MENTIONS

Inc. Magazine. The Secrets of Open-Source Managing: Start Treating Your Customers Like
Employees. David H. Freedman. December 2004

New York Times. A Souped-Up Model T May Have Been the First Mash-Up. Steve Lohr. July
27, 2008

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Financial Times. Letting Users Lead the Way to New Ideas. Elizabeth Biddlecombe. September 19, 2005