

SONALI K. SHAH

University of Washington, Foster School of Business
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PROFESSIONAL EXPERIENCE

UNIVERSITY OF WASHINGTON. Seattle, WA

Assistant Professor, Foster School of Business. July 2007-present
Charlene M. & Arthur Buerk Fellow. 2010-2013

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN. Champaign, IL

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

MCKINSEY & CO. San Francisco, CA

Summer Associate (full time offer received). 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

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

Magna cum Laude, Dual Degree Management & Technology Program

B.S. in Engineering, Biomedical Engineering. May 1996

B.S. in Economics, concentration in Finance. May 1996

Study Abroad, University of Stockholm. Fall 1995

HONORS & AWARDS

RESEARCH

Kauffman Firm Survey Promising Paper Award, Ewing Marion Kauffman Foundation. 2011

Charlene M. & Arthur Buerk Fellowship, University of Washington. 2010-2013

Best Paper Prize - Strategic Management Society Conference, Ewing Marion Kauffman Foundation. 2010

Thought Leader Award, Academy of Management (Entrepreneurship Division). 2010

Sloan Industry Studies Fellowship, Alfred P. Sloan Foundation. 2008-2010

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

Carolyn Dexter Award Finalist, Academy of Management. 2008

Industry Studies Best Paper Prize, Alfred P. Sloan Foundation. 2006

William H. Newman Award Finalist, Academy of Management (Technology & Innovation Management Division). 2004

Dissertation Award Finalist, Academy of Management (Entrepreneurship Division). 2004

Doctoral Dissertation Competition Finalist, Institute for the Study of Business Markets. 2001

TEACHING

Nominated for the 2011 Faculty Mentor Award, University of Washington. 2011

Recognized for Teaching Excellence, University of Illinois at Urbana-Champaign. 2006

COMMUNITY & UNDERGRADUATE

Outstanding Volunteer Award, Red Cross of Massachusetts Bay. 2003
Board Member, University of Pennsylvania Alumni 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
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
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

Student Leadership
Director of the Engineering Peer Advising Council, 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

GRANTS

Industry Studies Fellowship, Alfred P. Sloan Foundation. 2008-10	\$45,000
Kauffman Foundation Grant (co-investigator). 2005	\$665,511
"Entrepreneurship and Technological Change: Implications for Firm and Industry Evolution"	
University of Illinois Campus Research Board. 2004	\$10,000
Center for International Business Education & Research (CIBER) Research Grant. 2004	\$10,000
Travel Grant for Central & Eastern Europe. 2005	\$5,000
Course Development Grant. 2005	\$3,000
MIT Graduate Student Fellowship. 1997 – 2001	tuition fellowship
Ronald A. Kurtz Graduate Student Fellowship, MIT. 1997	tuition fellowship

PUBLICATIONS & MANUSCRIPTS

JOURNAL ARTICLES

John Dencker, Marc Gruber & Sonali K. Shah. Individual & Opportunity Factors Influencing Job Creation in New Firms. *Academy of Management Journal*. 52(6), pp. 1125-1147. 2009

- Carolyn Dexter Award Finalist, Academy of Management. 2008
- Thought Leader Award, Academy of Management (Entrepreneurship Division). 2010

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

Sonali K. Shah & Mary Tripsas. The Accidental Entrepreneur: The Emergent & Collective Process of User Entrepreneurship. *Strategic Entrepreneurship Journal*. 1(1), pp. 123-140. 2007

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

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

- Sonali K. Shah. 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

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

BOOK CHAPTERS & REPORTS

Sonali K. Shah & Mary Tripsas. When Do User Innovators Start Firms? A Theory of User Entrepreneurship. *Revolutionizing Innovation: Users, Communities and Open Innovation*. MIT Press, Cambridge, MA. 2012

Sonali K. Shah, Sheryl Winston Smith & E.J. Reedy. Who Are User Entrepreneurs? Findings on Innovation, Founder Characteristics & Firm Characteristics. *Kauffman Foundation Report*. Kauffman Foundation, Kansas City, MO. 2012

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

CONFERENCE PROCEEDINGS

John Dencker, Marc Gruber & Sonali K. Shah. Individual, Organizational & Environmental Drivers of Job Creation in New Firms. *Best Paper Proceedings of the Academy of Management*. 2008

Sonali K. Shah. 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

Sonali K. Shah. Understanding the Nature of Participation & Coordination in Open and Gated Source Software Development Communities. *Best Paper Proceedings of the Academy of Management*. 2004

PRACTITIONER & OTHER PUBLICATIONS

Frank Sommers & Sonali K. Shah. Effort on the Edge, Part 2: A Fact-Based Analysis of the JCP's Effectiveness. *JavaWorld*. January 2003

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

Sonali K. Shah. 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

MANUSCRIPTS UNDER REVIEW

Sonali K. Shah & Sheryl Winston Smith. Intellectual Property, Prior Knowledge & the Survival of New Firms. Revise & Resubmit at *Management Science*

- Kauffman Foundation Best Paper Award at the Strategic Management Society Conference. 2010
- Kauffman Firm Survey Promising Paper Award. 2011

Sonali K. Shah & Cyrus C.M. Mody. Innovation, Social Structure & the Creation of New Industries. Revise & resubmit at *Academy of Management Journal*

Sheryl Winston Smith & Sonali K. Shah. Knowledge Transfer Between Users and Established Firms: CVC Investment and Physician-Entrepreneurs in the Medical Device Industry. Revise & Resubmit at *Strategic Entrepreneurship Journal*

WORK IN PROGRESS

WORKING PAPERS

Sonali K. Shah. From Innovation to Firm Formation in the Windsurfing, Skateboarding, and Snowboarding Industries

Rajshree Agarwal & Sonali K. Shah. The Knowledge Context & the Entrepreneurial Process

Sonali K. Shah. Revisiting Generalized Exchange: Extending Theory to Explain Wikipedia, Open Source & Other Collaborative Communities

Sonali K. Shah & Mary Tripsas. User Entrepreneurship: When There's Got to Be a Better Way – and You've Found It! (practitioner article)

DATA ANALYSIS STAGE

Rajshree Agarwal, April Franco & Sonali K. Shah. Spillovers, Selection, and Spats: Factors that Motivate Spin-Off Formation in the Disk Drive Industry

Sonali K. Shah & Sheryl Winston Smith. The Effect of Entrepreneurial Origins on CVC Investors in the Medical Device Industry

Sonali K. Shah & Sheryl Winston Smith & E.J. Reedy. The Value of User Knowledge in Entrepreneurship

Sonali K. Shah. Coordination Mechanisms in Open Source Software Communities

Sonali K. Shah, Patrick Wagstrom & Jim Herbsleb. Value Creation & Cooperative Resource Exchange through Open Technology Platforms

Sonali K. Shah. University-Industry Cooperation in the Agricultural Biosciences.

DATA COLLECTION STAGE

Emily Cox & Sonali K. Shah. The Effect of Entrepreneurial Origins on Innovation in the Minimally Invasive Surgical Device Industry

Rajshree Agarwal & Sonali K. Shah. Innovation & Industrial Change in the Magnetic Resonance Imaging Industry

INVITED ACADEMIC PRESENTATIONS

Georgia Institute of Technology. Atlanta, GA. November 2011

Stanford University. Palo Alto, CA. November 2011

Convening Cultural Commons Workshop – NYU School of Law. New York, NY. September 2011

West Coast Research Symposium. Seattle, WA. September 2011

Academy of Management, Business Policy & Strategy, Entrepreneurship, Technology & Innovation Management, & OCIS Divisions (3 presentations). San Antonio, TX. August 2011

User Innovation Workshop. Vienna, Austria. July 2011

Wharton Technology Conference. Philadelphia, PA. April 2011

INFORMS Conference. Austin, TX. November 2010

Strategic Management Society Conference. Rome, Italy. September 2010

West Coast Research Symposium. Portland, OR. August 2010

Entrepreneurship Research Exemplars Conference. Storrs, CT. May 2010

Oregon State University (seminar). Corvallis, OR. May 2010

University of Maryland Entrepreneurship Research Conference. College Park, MD. April 2010
West Coast Research Symposium. Seattle, WA. 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
Strategic Research Forum. Brewster, MA. May 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
User Innovation Summer Workshop. MIT. June 2005
Wharton Technology 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

INVITED PRACTITIONER PRESENTATIONS

POLICY PRESENTATIONS

U.S. Economic Development Administration, Sustainable Commerce & the Law Colloquium. Seattle, WA. February 2012
New America Foundation (non-partisan think tank), working group on Innovation, Collaboration & Job Creation. Seattle, WA. January 2012
European Forum Alpbach. Alpbach, Austria. August 2011
U.S. Economic Development Administration, Annual Conference. Los Angeles, CA. December 2010
U.S. Economic Development Administration Sustainable Commerce & the Law Colloquium. Seattle, WA. October 2010

INDUSTRY PRESENTATIONS

Online Community Business Forum. Sonoma, CA. March 2009
Object-Oriented Programming, Systems, Languages & Applications (OOPSLA) Conference. Onward! Keynote Speaker. Nashville, TN. October 2008. Talk available at: <http://www.infoq.com/oopsla>
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

ALUMNI, MBA & ENGINEERING SCHOOL PRESENTATIONS

Transforming Organizations through Digital Media (guest lecture). Seattle, WA. February 2012
Program in Technology Commercialization - Biomedical Commercialization (guest lecture for graduate students in medicine and biomedical engineering). Seattle, WA. October 2011
Science & Engineering Business Association. Seattle, WA. October 2011
Emerging Markets in Digital Media (guest lecture). Seattle, WA. November 2010
Center for Innovation and Entrepreneurship Alumni Event. Seattle, WA. May 2010
MBA Twilight Talk (research talk for MBA students). Seattle, WA. October 2009
University of Washington Alumni Event. Portland, OR. May 2008
Gordon Institute of Business Science (Johannesburg, South Africa) - MBA Student Study Tour. October 2008

TEACHING EXPERIENCE

MBA ELECTIVES

- *Innovation Strategy. University of Washington. 2009, 2011, 2012
- *Open Innovation. University of Washington. 2008, 2009
- Technology Strategy. University of Illinois. 2005, 2006

UNDERGRADUATE CORE

- Strategy. University of Washington. 2008, 2009, 2010, 2012
- Organization Design & Environments. University of Illinois. 2004, 2005, 2006, 2007

PHD SEMINAR

- *Theoretical Foundations of Entrepreneurship. University of Washington. 2010

* *signifies a new course developed*

DOCTORAL STUDENT DISSERTATION COMMITTEES/CURRENT ADVISING

Rose Kim	University of Washington
Istvan Fulop	University of Washington
Michelle Van Lare	University of Washington, School of Education, 2010
Matthias Stuermer	ETH Zurich, 2009
Naina Gupta	University of Illinois at Urbana Champaign, 2006

PROFESSIONAL SERVICE ACTIVITIES

SERVICE & LEADERSHIP FOR PROFESSIONAL SOCIETIES

Academy of Management

- Advisory Committee, Technology & Innovation Management Division. 2011-12
- Research Committee, Business Policy & Strategy Division. 2010-12
- Awards Committee Chair & Representative-at-Large, Technology & Innovation Management Division. 2010-12
- Doctoral Consortium Mentor/Speaker, Technology & Innovation Management Division. 2009, 2010
- Best Paper Award Committee Member, Technology & Innovation Management Division. 2008

Industry Studies Association

- Chair, Early Career Development Committee. 2009-10
- Organizer, Early Career Professional Development Workshop. 2009, 2010
- Committee Member, Early Career Development Committee. 2008-2010

Strategic Management Society

- Representative-at-Large. 2008-9

EDITORIAL BOARD MEMBERSHIP & REVIEWING

Editorial Board

- Organization Science, Editorial Review Board. 2011-present

Journal Reviews

- Academy of Management Journal
- American Sociological Review
- Information Systems Research
- Management Information Systems Quarterly
- Management Science
- Organization Science
- Research Policy
- Strategic Entrepreneurship Journal
- Strategic Management Journal

Conference Reviews

Academy of Management Conference. Ongoing
EURAM - Scientific Committee for Track on Open Source Models. 2009
International Sports Engineering Association – Scientific Committee. 2005-6
Strategic Management Society Conference. Ongoing

Funding Agency Reviews

National Science Foundation. Ongoing
Vienna Science & Technology Fund. 2006

UNIVERSITY OF WASHINGTON, SEATTLE

M&O Department Taskforce – Name Change. 2012
ADVANCE Faculty Peer Mentoring Workshop, Panelist. 2011
MBA Entrepreneurship Curriculum Committee. 2011
Undergraduate Entrepreneurship Curriculum Committee. 2011
West Coast Research Symposium, Doctoral Workshop Organizer. 2009, 2010, 2011
Doctoral Student Recruiting Committee. 2008, 2009, 2010, 2011, 2012
Search Committee for Lecturer Position in Strategy. 2011
Technology, Society & Media Faculty Reading Group, Coordinator. January 2010-present
Innovation Lab Meetings (meet every other week to discuss research with a group of graduate students).
Jan 2010-May 2011
Search Committee for Faculty Position in Entrepreneurship & Strategy. 2009-10
Search Committee for Faculty Position 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

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

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