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3rd Annual AOM Entrepreneurship Exemplars Conference

2012 Darden Entrepreneurship And Innovation Research Conference

Darden School of Business, University of Virginia

Charlottesville, VA

3 – 5 May 2012

Thursday, 3 May

6:00	Reception and Cocktails	<i>Rotunda</i>
7:00	Dinner	<i>Rotunda</i>
8:00	AOM Welcome: Ron Mitchell (Texas Tech) and Rich Dino (UConn)	
	Keynote Address: Scott Stern (MIT) "Does Entrepreneurship Need Strategy?" *	<i>Rotunda</i>

Friday, 4 May

7:30	Breakfast	<i>Abbott Dining Room</i>
8:30	Welcome: Dean Bob Bruner, Darden School of Business *	<i>Classroom 50</i>
8:45	Plenary Session: Congruence in Entrepreneurship and Innovation Research *	<i>Classroom 50</i>
	Facilitator: Michael Lenox (Darden)	
	Panelist 1: Rajshree Agarwal (Maryland)	
	Panelist 2: Mary Tripsas (HBS)	
	Panelist 3: Gary Dushnitsky (LBS)	
10:00	Coffee Break	<i>Classroom Hallway</i>

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View papers: http://bit.ly/DEIRC_2012

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10:30 Traditional Paper Session

Innovating Across Borders (Classroom 40)

Chair: Yael Grushna-Cockayne (Darden)

Multi-Country Knowledge Generation: Evolving Parent-Subsidiary Relationships and Global Innovation within MNCs. Heather Berry (GWU)

Discussant: Dali Ma (Drexel)

Transnational Intellectual Property and Innovation Strategies: Evidence from China-US Patent Dyads. Kenneth Huang (Singapore Management U.), Jiatao (J.T.) Li (Hong Kong University of Science & Technology-HKUST)

Discussant: Chuck Eesley (Stanford)

Innovating Across Ventures (Classroom 30)

Chair: Jared Harris (Darden)

Do the Costs of Cooperation Drive the Gale of Creative Destruction? Commercialization Strategies in the Medical Device Industry. Ronnie Chatterji (Duke), Kira Fabrizio (Boston U.)

Discussant: Gary Dushnitsky (LBS)

How does Intellectual Property Protection Impact Technology Commercialization Strategy? Reconciling the Competing Effects on Licensing vs. Financing. Simon Wakeman (ESMT)

Discussant: Michael Roach (UNC)

12:00 Lunch

Abbott Dining Room

1:30 Integrative Paper Session

10 minute presentations followed by audience and speaker discussion of the themes: All guests are encouraged to prepare and participate in the discussion

"Social" Entrepreneurship (Classroom 40)

Facilitator: Saras Sarasvathy (Darden, invited)

When Institutional Change Outruns The Change Agent: The Contested Terrain Of Entrepreneurial Microfinance. Susanna Khavul (UT-Arlington), Helmuth Chavez (Marroquín), Gary Bruton (TCU)

Entrepreneurship and Desperate Poverty: Biopharmaceutical Innovation in China, India, and Brazil. Peter Klein (U. Mo), Anita McGahan (Toronto), Rahim Rezaie, (Toronto)

We Do What We Are: The Role Of Values And Identity In Entrepreneurship. Michael Conger & Jeff York (Colorado), Tyler Wry (U. Penn)

Venture Capital and Networking (Classroom 30)

Facilitator: Gal Raz (Darden)

Power Source Mismatch and the Effectiveness of Interorganizational Relations: The Case of Venture Capital Syndication. Dali Ma (Drexel), Mooweon Rhee & Daegyung Yang (Hawaii)

Take a Chance on Me: An Examination of the Interdependence of Start-up Tie Formation Across Venture Capital and Alliance Networks. Anu Wadhwa (Lausanne), Corey Phelps (HEC)

Seeking Novel Insights through CVC Investing: Do Relationships with Users Promote Knowledge Transfer? Sheryl Winston Smith, (Temple), Sonali Shah (U. Wash)

2:45 Break

Abbott Lobby

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3:00	Keynote Speaker: Sandy Reisky, CEO Apex Wind Energy * α	<i>Abbott Auditorium</i>
4:15	Break	<i>Abbott Lobby</i>
4:45	Plenary Session: Entrepreneurship and Innovation for the Social Good * α Facilitator: Mike Lenox (Darden) Panelist 1: Ronnie Chatterji (Duke) Panelist 2: Chuck Eesley (Stanford) Panelist 3: Andrew Hargadon (UC Davis)	<i>Abbott Auditorium</i>
5:45	Break	
6:00	Hors d'oeuvres and Poster Session From Surgeries to Startups: How Institutions Shape Entrepreneurial Activity in the Field of Health Care. <u>Chad Carlos</u> (Cornell) Routines Emergence & Entrepreneurial Opportunity Formation: A Co-Evolutionary Process. <u>Robert Stromeyer</u> & Sharon Alvarez (Ohio State) Social Entrepreneurial Venture Performance: The Impact of Entrepreneurial Approaches and Organizing Activities. <u>Aparna Katre</u> & Paul Salipante (Case), Barbara Bird (American), Antoinette Somers (Wayne State) Dynamic Knowledge Creation From Exploration And Exploitation In The High-Tech Venture. <u>Jennifer Bailey</u> & Cheryl Gaimon (GaTech) Where To Begin? Deciding Where To Search: The Impact Of Experience And Attention On The Search Space. <u>Nel Dutt</u> (Duke) Incubation of Innovation Ecosystems in Nascent Industries: The Role of Pre-investment Capabilities in Value Capture. <u>Mahka Moeen</u> & Rajshree Agarwal (Maryland) Re-conceptualizing Entrepreneurial Performance From a Human Development Perspective <u>Ishrat Ali</u> (Darden) The Role Of Inter-Subjectivity In Entrepreneurship Research. <u>Eugene Geh</u> & S. Venkataraman (Darden)	<i>Abbott Lobby</i>
7:00	Dinner Keynote Address: Howard Aldrich (UNC) <i>Live streaming is not possible for this venue. We will offer an online recording immediately afterward.</i>	Abbott Dining Room

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Saturday, 5 May

7:30 Breakfast (Informal) Abbott Dining Room

8:30 Traditional Paper Session

Managing Radical Innovation (Classroom 30)

Chair: Jeremy Hutchison-Krupat (Darden)

Complementary Assets as Pipes and Prisms: Innovation Incentives and Trajectory Choices.

Brian Wu (Michigan), Zhixi Wan (HEC), Dan Levinthal (Wharton)

Discussant: Atul Nerkar (UNC)

Managing Technological Transitions: The Importance Of Unlearning.

Susan Cohen (UNC)

Mary Tripsas (HBS),

Discussant: Henry Sauermann (GaTech)

Venture Founding (Classroom 40)

Chair: Bobby Parmar (Darden)

Focus or Diversify? Aligning Founding Teams with Strategy and Environment.

Chuck Eesley (Stanford), David Hsu (Wharton), Edward Roberts (MIT)

Discussant: Brent Goldfarb (Maryland)

"Tigerblood": Availability Cascades, Social Media, and the Environment of the Entrepreneurial Process.

Brad Greenwood & Anandasivam Gopal (Maryland)

Discussant: Sharon Alvarez (OSU)

10:00 Coffee Break Classroom Hallway

10:30 Traditional Paper Session

Venture Debt (Classroom 30)

Chair: Pedro Matos (Darden)

Does Security Choice Matter in Venture Capital? The Case of Venture Debt.

Indraneel Chakraborty & Michael Ewens (SMU)

Discussant: David Robinson (Duke)

Debt financing of high-growth startups.

Timo Fischer (T. U. München) Gaetan De Rassenfosse (Melbourne)

Discussant: Susan Chaplinsky (Darden)

Industry Evolution (Classroom 40)

Chair: Eugene Z. Geh (Darden)

What's in a Name? Demography of Product Names and Firm Product Innovation in the Worldwide Optical Disk Drive Industry, 1983-1999.

Olga Khessina (Cornell)

Discussant: Scott Swan (William & Mary)

Construction Of Ambiguous Technology Definitions and Entrepreneurship In The U.S. Geothermal Power Sector.

Shon Hiatt (HBS) Sangchan Park (NUS)

Discussant: David Kirsch (Maryland)

12:00 Lunch Classroom Hallway

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1:30 Plenary Session: **Future Directions in Entrepreneurship and Innovation Scholarship** * *Classroom 50*

Facilitator: Venkat Venkataraman (Darden)

Panelist 1: Anita McGahan (Toronto)

Panelist 2: Dean Shepherd (Indiana)

Panelist 3: Ron Mitchell (Texas Tech)

2:45 Conference Concludes

3:00 Optional Charlottesville Excursions (Monticello or Downtown Mall)

All times are Eastern Daylight Time (GMT -4 hours)

α Presented in partnership with the [Tom Tom Founders Festival](#) and open to the public

