

ALEX MURRAY

Curriculum Vitae | October 2015
amm65@uw.edu
+1 443 370 2527

Foster School of Business
University of Washington
Box 353200
Seattle WA 98195

EDUCATION

- Ph.D. in Management + Organizations**, University of Washington Current
- **Major areas:** strategy, entrepreneurship
 - **Minor areas:** research methods, psychology
 - **Committee:** Suresh Kotha (chair), Benjamin Hallen, Kevin Steensma
- M.S. in Accounting**, University of Virginia 2012
- B.S. in Accounting**, University of Alabama, *summa cum laude* 2011

ACADEMIC + RESEARCH EXPERIENCE

- Research Assistant** 2013 – Current
University of Washington, Foster School of Business

RESEARCH INTERESTS

My research interests focus on the intersection of strategy, organizational theory, and entrepreneurship. I seek to better understand how micro-level processes influence macro-level phenomena in early stage ventures. Emphasizing process methods, I study the impact of entrepreneurial cognition on resource acquisition. I have a particular interest in resource-constrained environments, bottom-of-the-pyramid markets, and social enterprises.

WORKING PAPERS

Murray, A., Kotha, S., & Fisher, G. (2015) Persuading crowds: A process approach to understanding persuasion mechanisms in crowdfunding campaigns.

Fung, A., Kotha, S., & Murray, A. (2015) Democratization of new venture funding: Does gender matter in crowdfunding settings?

Murray, A. (2015) Will they deliver? The impact of entrepreneurial narcissism on new venture follow-through.

PAPERS IN DEVELOPMENT

Murray, A. & Boeker, W. Are you being served? Institutionalized mission drift in microfinance organizations.

Murray, A., Fisher, G., & Kotha, S. For experience or resources: Goal orientation and its impact on new venture resource acquisition

Murray, A. It's not personal, it's just business: The role of emotions in resource acquisition for early stage ventures.

CASES

Murray, A. (2015) "Robot Turtles: A New Venture in Board Games." *Foster School of Business teaching case*

Murray, A. (2014) "Seattle City Light and Solar Energy: Strategies for a Brighter Future." *Foster School of Business case*

SPONSORED RESEARCH + GRANTS

Rockefeller Foundation 2013
Grameen Foundation. e-Warehouse project. *Transactions without Transport: Social Lending to Empower Smallholder Farmers* (with E. Connor & S. Wardle) | \$100,000

University of Virginia 2012
Travel award. Funding to research conflict resolution in Northern Ireland | \$500

USA Today 2011
All-USA College Academic Team, 1st Team. Funding to travel to Bangladesh to observe operations of Grameen Bank and BRAC | \$2,500

Center for Community-Based Partnerships 2011
Forza Financial. Seed funding to foster sustainable community development through microfinance in rural Alabama (with D. Bailey & A. Parrish) | \$2,000

PRESENTATIONS

Conference Papers + Presentations

"Democratization of new venture funding: Does gender matter in crowdfunding settings?" **Strategic Management Society Annual International Conference** | Denver CO | October 2015

"Persuading crowds: Mindset, learning and influence mechanisms in crowdfunding campaigns" **Academy of Management Annual Meeting** | Vancouver, Canada | August 2015

"Persuading crowds: A process approach to understanding persuasion mechanisms in crowdfunding campaigns" **Babson College Entrepreneurship Research Conference** | Boston MA | June 2015

Invited Talks + Presentations

“Scale development: Measurement challenges across individual perceptions” **University of Washington School of Social Work** | Seattle WA | May 2015

PROFESSIONAL DEVELOPMENT WORKSHOPS

Embracing process in entrepreneurship research: “Visual mapping for process research” (with Suresh Kotha) **Academy of Management Annual Meeting** | Vancouver, Canada | August 2015

TEACHING EXPERIENCE

University of Washington 2014 – Current
Foster School of Business

ENTRE 370: Introduction to Entrepreneurship
Instructor, Undergraduate | Fall 2015

EMBA 553: Corporate Entrepreneurship, Suresh Kotha
Teaching Assistant, Executive MBA | Spring 2015

EMBA 558: General Management & Strategy, Suresh Kotha
Teaching Assistant, Executive MBA | Spring 2015

TMMBA 515: Strategic Management of Technology Innovation, Warren Boeker
Teaching Assistant, Technology Management MBA | Fall 2014

University of Washington 2013
School of Public Health

HSMGMT 566: Decision Support Models for Health Professionals, Martha Pilcher
Teaching Assistant, Master of Health Administration | Fall 2013

University of Virginia 2011-2012
McIntire School of Commerce

GCOM 7870: Foundations of Global Commerce, Peter Maillet
Teaching Assistant, Master’s of Commerce | Spring 2012

GCOM 7020: Cost Accounting, Ira Harris
Teaching Assistant, Master’s of Commerce | Fall 2011

PROFESSIONAL SERVICE ACTIVITIES

Ad-hoc Reviewer
Journal of Business Venturing | 2015 – Current

Other Professional Service

Reviewer for BCERC | 2015 – Current

PROFESSIONAL ASSOCIATIONS

Academy of Management | 2015 – Current
Strategic Management Society | 2015 – Current

UNIVERSITY SERVICE

University of Washington Seattle WA
Representative, Doctoral Business Student Association | 2015 – Current

University of Virginia Charlottesville VA
Leading Consultant, Student Entrepreneurs for Economic Development | 2012
Social Chair, The Range, Thomas Jefferson’s Academical Village | 2012

University of Alabama Tuscaloosa AL
Honors Ambassador, Honors College | 2010 – 2011
Logistics Director, Alabama Action | 2008 – 2010
Resident Advisor, Housing + Residential Communities | 2009 – 2010
Financial Analyst, CIMG | 2009
Reporter / Producer, WVUA Commercial Broadcast TV + Radio | 2008 – 2009

INDUSTRY + SOCIAL ENTERPRISE EXPERIENCE

Forza Financial Tuscaloosa AL 2009 – Current
Co-founder, Board of Directors | *microfinance*

Grameen Foundation Nairobi, Kenya 2013
e-Warehouse Project Lead | *social enterprise*

Grameen Foundation Washington DC 2012
Impact Investment Group | *microfinance + social enterprise*

PricewaterhouseCoopers Philadelphia PA 2012
Associate | *advisory services*

Grameen Bank / BRAC Dhaka, Bangladesh 2012
University Volunteer | *microfinance + social enterprise*

HONORS + AWARDS

Graduate School Top Scholar Award, University of Washington | 2014
David Beck Ph.D. Fellowship, University of Washington | 2013
Federation of Schools of Accountancy Student Achievement Award, University of Virginia
(Awarded to top graduate in M.S. Accounting) | 2012
M.S. Accounting Departmental Scholarship, University of Virginia | 2011-2012
Academical Village Resident, University of Virginia | 2011-2012

USA Today All-USA College Academic Team, 1st Team (Awarded annually to 20 undergraduate students in the United States) | 2011
Omicron Delta Kappa, University of Alabama | 2011
Beta Gamma Sigma, University of Alabama | 2011
PricewaterhouseCoopers National Leadership Adventure, Chicago IL | 2010
PricewaterhouseCoopers Accounting Scholarship | 2010
Outstanding Business Ethics Award, University of Alabama | 2010
PricewaterhouseCoopers xACT Case Competition (Member of winning team at the University of Alabama) | 2009
Telecommunications Sophomore of the Year, University of Alabama | 2009
Presidential Scholarship, University of Alabama | 2008-2011

PERSONAL INTERESTS

Mountaineering
Hiking
Running
Swimming
Traveling
Backpacking