

## DAVID TAN

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### ACADEMIC POSITIONS

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2018 – present	University of Washington, Foster School of Business Associate Professor of Strategy and Entrepreneurship
2013 – 2018	Assistant Professor of Strategy and Entrepreneurship
2009 – 2013	Georgetown University, McDonough School of Business Assistant Professor of Strategy

### EDUCATION

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2009	Emory University, Goizueta Business School PhD in Organization and Management
2004	Creighton University BSBA in Finance

### RESEARCH

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- Tan, D. and Rider, C. 2017. “Let them go? How losing employees to competitors can enhance firm status.” *Strategic Management Journal*.
- Best Conference Paper in Strategic Human Capital IG, *Strategic Management Society Annual Conference*, Denver, CO, October 2015
- Tan, D. and Tan, J. 2017. “Far from the tree? Do private entrepreneurs agglomerate around public sector incumbents during economic transition?”. *Organization Science*. 28 (1): 113-132.
- Tan, D. 2016. “Making the news: heterogeneous media coverage and corporate litigation”. *Strategic Management Journal*. 37 (7): 1341-1353.
- Zhang, C., Tan, J., and Tan, D. 2016. “Fit by adaptation or fit by founding? A comparative study of existing and new entrepreneurial cohorts in China”. *Strategic Management Journal*, 37 (5): 911-931.
- Rider, C. and Tan, D. 2015. “Labor market advantages of organizational status: a study of lateral partner hiring by large U.S. law firms.” *Organization Science*. 26: 356-372.
- Tan, D. and Roberts, P. 2010. “Categorical coherence, classification volatility and examiner-added citations”. *Research Policy*. 29 (1) 89-102.
- Xia, J., Tan, J., and Tan, D. 2008. “Mimetic entry and bandwagon effect: the rise and decline of international equity joint venture in China”. *Strategic Management Journal*. 29 (2) 195-217.
- Tan, J. and Tan, D. 2005. “Environment–strategy co-evolution and co-alignment: a staged model of Chinese SOEs under transition”. *Strategic Management Journal*. 26 (2) 141-157.

#### Working papers

- Tan, D. “Same difference: why audiences fail to recognize distinctiveness in new products.” Revise and resubmit at *Administrative Science Quarterly*.
- Tan, D. and Rider, C. “Differences in audience perceptions about status.”
- Tan, D. and Yang, J. “Defendant cash holdings in patent litigation: the impact on shareholder value”.
- Fabrizio, K R. and Tan, D. “Intrafirm variation in adaptation to environmental change: plant-level evidence from electric utility deregulation.”

## Conference Presentations

- Tan, D. and Rider, C. "Differences in audience perceptions about status."  
▪ *Academy of Management Annual Meeting*, Chicago, IL, August 2018
- "Same difference: why audiences fail to recognize distinctiveness in new products."  
▪ West Coast Research Symposium, Alberta, Canada, August 2017  
▪ *INSEAD Doriot Entrepreneurship Conference*, Fontainebleu, France, May 2017
- "Local organizational demography and the growth of new forms: private entrepreneurship in China, 1978-2008"  
▪ *INSEAD Doriot Entrepreneurship Conference*, Fontainebleu, France, October 2015
- "Let them go? How losing employees to competitors can enhance firm status."  
▪ *Strategic Management Society Annual Conference*, Denver, CO, October 2015
- "Patent litigation and shareholder value: the impact of defendant cash holdings"  
▪ *West Coast Research Symposium*, Seattle, WA, September 2014
- "Making the news: heterogeneous media coverage and patent litigation".  
▪ *West Coast Research Symposium*, Seattle, WA, September 2013
- "Patent litigation and cost of capital."  
▪ *Canadian Law and Economics Association Conference*, Toronto, Canada, September 2012.
- "Interorganizational dynamics of architectural change."  
▪ *Asia Ecology Conference*, Seoul, Korea, April 2012  
▪ *Industry Studies Conference*, Pittsburgh, PA, June 2012
- "Structures of opportunity: careers within and across organizations". Symposium co-organizer.  
▪ *Academy of Management Annual Meeting*, San Antonio, TX, August 2011. Sponsored by CAR, OMT, HR divisions.
- "Status differentiation and product line expansion: Evidence from the EEPROM Market, 1977-2001".  
▪ *Academy of Management Annual Meeting*, Montreal, QC, August 2010.
- "Status Differentiation, Consistency, and the Escalation of Disputes: Patent Litigation in the Worldwide Semiconductor Industry".  
▪ *Smith Entrepreneurship Research Conference*, College Park, MD, April 2010.
- Fabrizio, K. and Tan, D. "Agency or agents? The role of incentive pay and managerial expertise under deregulation".  
▪ *Academy of Management Annual Meeting*, Anaheim, CA, August 2008.
- Tan, D. and Roberts, P. "Classification system volatility and the determination of a patent's effective scope".  
▪ *Academy of Management Annual Meeting*, Philadelphia, PA, August 2007.  
▪ *American Sociological Association Annual Meeting*, New York, NY, August 2007.

## Seminar Presentations

- University of Minnesota
- National University of Singapore
- Stanford GSB
- Santa Clara University
- Washington University, St. Louis
- UC Riverside
- MIT Sloan
- INSEAD
- Singapore Management University
- Hong Kong UST

## Editorial board

- *Organization Science*

## Ad hoc reviewer

- *Administrative Science Quarterly*
- *American Sociological Review*
- *Management Science*
- *Strategic Management Journal*

## GRANTS AND FELLOWSHIPS

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With Jie Yang. Center for Financial Markets and Policy, Georgetown University, 2012

- \$2,000 research grant

With Chris Rider (principal investigator) and Adina Sterling. Law School Admissions Council, 2009

- \$15,625 research grant

Kauffman Foundation-GRA Grant for the Study of Entrepreneurship and Productivity, 2008

- \$14,900 research grant

Howard Hughes Teacher-Scholar, Emory University, 2006

- \$5,000 fellowship

George W. Woodruff Fellowship, Emory University, 2004

- \$25,000 fellowship

## TEACHING

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### Courses Taught

*ENTRE 567: Entrepreneurial Strategy and Decision-making*, University of Washington, 2017-2018

*TECHIN 530: Essentials of Entrepreneurship*, University of Washington, 2017

*ENTRE 581: Theoretical Foundations of Entrepreneurship*, University of Washington, 2017

*ENTRE 510: Entrepreneurial Strategy*, University of Washington, 2013-2018

*TMMBA 504: Competitive Strategy*, University of Washington, 2014-2018.

*STRT 283: Strategic Management*, Georgetown University, 2009-2012

*Economic Sociology of Emerging Technology*, Emory University, 2006-2007

### Teaching Materials

Tan, D. and Tan, J. "Amway in China (A): a new business model". *Ivey Business School Case*, (Co-listed as *Harvard Business School case #904M35*).

Tan, D. and Tan, J. "Amway in China (B): adapting to a changing environment". *Ivey Business School Case*, (Co-listed as *Harvard Business School case #904M36*).

Case, A., Darrow, L., Jameson, H., and Tan, D. "Discovering the connections: reflections from teaching interdisciplinary undergraduate research methods". *International Journal of Teaching and Learning in Higher Education*, 21 (1) 118-126.

- Presented at the *International Society for Exploring Teaching and Learning Annual Meeting*. Atlanta, GA, October 2007.