

DAVID TAN

University of Washington
Foster School of Business
Seattle, WA 98195

Tel: (206) 543-6405
Email: davidtan@uw.edu

ACADEMIC POSITIONS

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

EDITORIAL POSITIONS

Senior Editor, *Organization Science*

EDUCATION

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

RESEARCH

- Tan, D. and West, N. “Bad medicine: litigation, competition, and the marketing of prescription opioids.” Revise and resubmit at *Strategic Management Journal*.
- Best Conference Paper in Stakeholder Strategy IG, *Strategic Management Society Annual Conference*, October 2020
 - *Strategy and the Business Environment Conference*, Austin, TX, May 2020
 - University of Michigan, University of South Carolina
- Tan, D. and Rider, C. “How the basis for status perceptions varies with perceiver status.” *Organization Science*. Forthcoming.
- *Organization Science Winter Conference*, Phoenix, AZ, March 2019
 - *Academy of Management Annual Meeting*, Boston, MA, August 2019.
- Tan, D. “The road not taken: technological uncertainty and the evaluation of innovations.” *Organization Science*. Forthcoming.
- West Coast Research Symposium, Alberta, Canada, August 2017
 - *INSEAD Doriot Entrepreneurship Conference*, Fontainebleu, France, May 2017
 - University of Minnesota, National University of Singapore, Stanford GSB, Santa Clara University, Washington University, St. Louis
- Tan, D. and Rider, C. 2017. “Let them go? How losing employees to competitors can enhance firm status.” *Strategic Management Journal*. 38 (9): 1848-1874.
- Best Conference Paper in Strategic Human Capital IG, *Strategic Management Society Annual Conference*, Denver, CO, October 2015
 - *Wall Street Journal*, “The Case for Letting Your Best People Go: A study finds a link between employees leaving for prestigious jobs and improved company status.” April 18, 2017.
- 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.
- *INSEAD Doriot Entrepreneurship Conference*, Fontainebleu, France, October 2015
- Tan, D. 2016. “Making the news: heterogeneous media coverage and corporate litigation”. *Strategic Management Journal*. 37 (7): 1341-1353.
- *West Coast Research Symposium*, Seattle, WA, September 2013
 - MIT Sloan
- 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.
- Majzoubi, M., Kotha, S., and Tan, D. “Paying a Price for Change: The Impact of Change in Identity Claims on Legitimacy.”
- Tan, D. and Yang, J. “Defendant cash holdings in patent litigation: the impact on shareholder value”.
- *West Coast Research Symposium*, Seattle, WA, September 2014
- Fabrizio, K R. and Tan, D. “Intrafirm variation in adaptation to environmental change: plant-level evidence from electric utility deregulation.”

Editorial review board

- *Administrative Science Quarterly*
- *Organization Science*

Ad hoc reviewer

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

Conference Presentations

- “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

- Yale University
- University of South Carolina
- University of Michigan
- 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

GRANTS AND FELLOWSHIPS

With Soyoung Kang. VentureWell Faculty Grant, 2018.

- \$21,000

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

Courses Taught

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

TMBA 504: Competitive Strategy, University of Washington, 2014-

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

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

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

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.