

Lin Jiang

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University of Missouri
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ACADEMIC APPOINTMENTS

University of Missouri, Columbia, MO
Assistant Professor, 2010-Present

EDUCATION:

Georgia Institute of Technology, Atlanta, GA
Ph.D. with a focus on Strategic Management and Entrepreneurship (Minor in Economics), 2010
Dissertation Committee Chair: Dr. Marie Thursby

Creighton University, Omaha, NE
MBA & M.S. in Information Technology Management, 2005

Peking University, China
B.S. in Information Science (Minor in Computer Software), 2002
B.A. in Economics, 2002

RESEARCH INTEREST

Technological innovations; Entrepreneurship; The organization of science.

PUBLICATIONS:

Impact - Citations: 1370, h-index and i10-index: 5, from Google Scholar.

Jiang, L., Clark, B., & Turban, D. 2015. Creating Breakthroughs: The Role of Interdisciplinary Idea Networking and Organizational Contexts. *Academy of Management Meeting Best Paper Proceedings*.

Haeussler, C., Jiang, L., Thursby, J., & Thursby, M. C. 2014. Specific and General Information Sharing Among Competing Academic Researchers. *Research Policy*. 43(3): 465–475. (Equal contributors)

Ceccagnoli, M., & Jiang, L. 2013. The cost of integrating external technologies: Supply and demand drivers of value creation in the markets for technology. *Strategic Management Journal*. 34(4): 404-425. (Equal contributors)

Jiang, L., Tan, J. & Thursby, M. C. 2010. Incumbent firm invention in emerging fields: Evidence from the semiconductor industry. *Strategic Management Journal*, 32 (1): 55-75.

Rothaermel, F., Agung, S. D., & Jiang, L. 2007. University entrepreneurship: a taxonomy of the literature. *Industrial and Corporate Change*, 16 (4): 691-791. (Equal contributors)

- Categorized as “Highly Cited Paper” by Web of Science as the paper “received enough citations to place it in the top 1% of the academic field of Economics & Business.”

Tan, J. & Jiang, L. 2002. 网络对广告营销的影响, 经济管理 (*Economic Management*). 15, 65-68.

MANUSCRIPTS UNDER REVIEW

The Role of Changing Emotions in Entrepreneurial Pitches (Manuscript with a different title, under review at the *Academy of Management Journal*).

Passion, Trust, and Crowdfunding (Manuscript with a different title, under review at the *Journal of Business Venturing*).

Exploration and internal communication practices (Manuscript with a different title under review at the *Administrative Science Quarterly*).

Prepublication Openness in Science. (Manuscript with a different title first round R&R at the *Science Advance*).

WORKING PAPERS

Jiang, L., & Packard, M. Demand-side knowledge, needs heterogeneity, and investor decision. (Manuscript with a different title, to be submitted to *Strategic Management Journal*)

Schnatterly, K., Jiang, L., & Steele, C. Innovation and fraud (Manuscript with a different title, to be submitted to *Strategic Management Journal*).

WORK IN PROGRESS

Demand-side Knowledge, Innovativeness, and Funding Performance (with Richard Chan and Annaleena Parhankangas. Data collection in progress.)

Knowledge Sources and Diffusion during Nascent Stages of a Technology Life Cycle (with James Ostler. Data cleaning in progress.)

Post-acquisition Knowledge Flow and Status (with Zhi Huang, Suifang Guo. Data merging in progress.)

Patent Announcement, Media Response, and Patent Citations (with Xinran Wang. Data merging in progress.)

Seller-Customers Interactions in Crowdfunding Context (with Dezhi Yin. Data collection in progress.)

Needs and Technologies: Combining Knowledge for Innovations. (With Mark Packard. Draft and preliminary analysis completed. Additional data collection in progress.)

Beyond Specialists and Generalists? Individual and Team-level Evidence on the Generation of Novel and Useful Innovations. (with Chi-hung Peng and Chi-ping Wei. Data analysis and writing in progress.)

The Impressions or the Real Stuff? The Salient Hook for Crowds versus Professional Investors in Evaluating Entrepreneurial Projects (with Dezhi Yin. Data collection completed.)

CONFERENCE PRESENTATIONS

- The More Cheerful the Better? The Role of Emotional Valence and Variability in Attracting Crowdfunding. (With D. Yin and D. Liu)
 - To be presented at the AOM Specialized Conference (Big Data) in April 2018, UK.
- Entrepreneurs' Demand-side Knowledge and Investors' Funding Decision (with M. Packard)
 - Proposal for an earlier version presented at the *2016 Strategic Management Society Conference*.
 - Full paper presented at the *2017 Academy of Management Conference* in Atlanta.
- Creating Breakthroughs: The Role of Interdisciplinary Idea Networking and Organizational Contexts (with B. Clark and D. Turban)
 - presented as one of the best papers in the TIM division at the *2015 Academy of Management Conference* in Vancouver, Canada).
- Entrepreneurs' Passion in Attracting Crowdfunding (three versions) (with D. Yin and R. Johnson)
 - Passion as a Double-Edged Sword: How and When Entrepreneurs' Passion Influences their Funding Performance (presented at the *2015 Midwest Strategic Management Meeting* in St. Louis, MO in June).
 - Why and When Entrepreneurs' Passion Affects Investors' Funding Decision: A Moderated Mediation Model. (presented at the *2015 Academy of Management Conference* in Vancouver, Canada).
 - Does Entrepreneurs' Passion Attract Funding or Backfire? The Moderating Effect of Perspective Taking. (Presented at the *2014 Strategic Management Society Annual Conference*).
- Competition and Open Sharing in Academic Science (with C. Haeussler, J. Thursby, and M. Thursby).
 - *Conference on Information Sciences and Systems*, 2015, Baltimore MD.
 - *Round Table of Engineering Entrepreneurship*, 2013, Atlanta GA.
- Knowledge Transfer, Learning, and Cospecialized Complementary Assets: The Role of Firm Capabilities in the Markets for Technology (with M. Ceccagnoli).
 - *2011 Wharton Technology Conference*, Philadelphia, MA, April 2011 (the third version)
 - *2010 ACAC*, Atlanta, GA (the second version)
 - *2009 Academy of Management Annual Meeting*, Chicago, IL (the earliest version presented).
- Incumbent Firm Invention in Emerging Fields: Evidence from the Semiconductor Industry (with J. Tan, J., and M. Thursby).
 - *2010 Transatlantic Workshop on Nanotechnology Innovation and Policy*, Atlanta, GA, March 2010.
- Competition from Academic Researchers: How does it Affect the Openness of Research Disclosure in Industries.
 - *2010 Roundtable for Engineering Entrepreneurship Research*, Atlanta, GA, November 2010.

- University Entrepreneurship: a Taxonomy of the Literature (with F. Rothaermel and S. Agung).
 - 2006 *Technology Transfer Society Conference*, Atlanta, GA, September 2006.

ACADEMIC SERVICES

Ad Hoc Journal Referee

European Management Journal, Strategic Management Journal, Management Science, Journal of Management, Organization Science, Research Policy, Journal of Economic Behavior & Organization, Journal of Business Research, Academy of Management Journal, Journal of Management Studies, International Journal of Production Economics, Scientometrics.

Ad Hoc Conference Referee

Strategic Management Society Conference (2012, 2017), Strategic Management Society Conference in China (2012), Academy of Management Conference (2007, 2011, 2015, 2017), and International Association for Chinese Management Research Conference (2007).

Ad Hoc Referee (others)

Strategy Research Foundation in the Strategic Management Society (2011).

Review a report on innovation research for United States Small Business Administration Office of Advocacy (2014).

INTERNAL SERVICES

College and Department-Level Service

Department Chair search committee, 2015-2016, 2016-2017

College Internationalization Committee, 2013-Present

Doctoral Thesis Committees

Brent Clark (Assistant Professor, University of Nebraska, Omaha, graduated in 2013)

Mark Packard (Assistant Professor, University of Nevada, Reno, graduated in 2016)

John Berns (Assistant Professor, University of Mississippi, graduated in 2016)

Fengxia Zhu (Assistant Professor in Marketing, Cleveland State University, graduated in 2016)

Habib Islam (expected to graduate in two years)

Nahyun Oh (expected to graduate in one year)

Li Chen (marketing department, expected to graduate in three years)

Doctoral Comp Committees

Anne Albrecht (Assistant Professor in Accounting, Texas Christian University, graduated in 2016).

TEACHING

University of Missouri

Doctoral Seminar in Strategic Management (Ph.D.), 2014-Present

Strategic Management (Undergraduate), 2010-Present

Georgia Institute of Technology

Principles of Management (Undergraduate), 2008

Strategic Management (Undergraduate), 2009

Teaching assistant for Microeconomics (Ph.D.), 2006-2009
Teaching assistant for TI:GER® entrepreneurial education program (MS), 2007-2008

MEMBERSHIP

Academy of Management
Strategic Management Society
American Association for the Advancement of Science

HONORS AND AWARDS

Grants

Collaborator under the National Science Foundation Award 0965289, 2010-2014
Robert J. Trulaske, Sr. College of Business Summer Research Fellowship, 2016
Robert J. Trulaske, Sr. College of Business Large Grant, 2015, 2012
Robert J. Trulaske, Sr. College of Business Small Grant, 2011

Research Awards

Nominated for Best Paper, Technology and Innovation Management (TIM) division, Academy of Management Conference, Vancouver, 2015
Richard A. Miller Summer Scholar Award, 2014-2015
University of Missouri Research Fellowship, 2011-2013

Service Awards

Outstanding Reviewer Award, TIM division, Academy of Management Conference, 2015

Others

Invited Participant to the Academy of Management TIM Division Junior Faculty Consortium, 2015
University of Missouri Faculty Scholar Program Fellow, 2013-2014
Invited Participant to the Academy of Management Business Policy and Strategy (BPS) Division Junior Faculty Consortium, 2011
National Science Foundation/IGERT Research Associate, 2007-2010
Invited Participant to the Academy of Management TIM Division Doctoral Consortium, 2009
Invited Participant to the Academy of Management BPS Division Doctoral Consortium, 2008.
Invited Participant to the 5th West Coast Research Symposium Doctoral Workshop (Seattle, WA), 2007
Invited Participant to the Intensive Doctoral Workshop in Entrepreneurship taught by Scott Shane (Cleveland, OH), 2007
Superior Scholastic Achievement Award, Creighton University, 2005
Nominated to be listed in The Chancellor's List, Creighton University, 2004-2005
The May 4th Youth Award for excellent comprehensive performance, Peking University, China, 2000.
Luo Tianzhao Scholarship for excellent performance in college entrance examination, Fujian, China, 1998.
Honors in Chinese National Mathematics Contests, 1996, 1997

NON-ACADEMIC PROFESSIONAL EXPERIENCE

Community service for minority entrepreneurs from New Community Development Corporation in

Omaha, NE, 2004

Shenzhen-HongKong PKU-HKUST Institution of Industrial-Education-Research (IER), China,
2002-2003

Beijing Teamsun Technology Corporation, Ltd., China, 2002 (Internship)