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## **GEOFFREY M. KISTRUCK**

RBC Professor in Social Innovation & Impact  
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### **PROFESSIONAL BACKGROUND**

*Professor & RBC Chair in Social Innovation & Impact*, Schulich School of Business, York University, (2020 – current)

- *Associate Professor & Ron Binns Chair in Entrepreneurship* (2013-2019)

*Director*, Social Sector Management Program (2019 – current)

*Director*, Social Innovation Research Lab (2013 – current)

*Field Editor*, *Journal of Business Venturing* (2018 – 2020)

*Editor*, *Entrepreneurship Theory & Practice* (2015 – 2017)

*Representative-at-Large*, Strategic Management Society, Entrepreneurship & Strategy Interest Group (2014 – 2016)

*Associate Professor & Cintas Chair in Entrepreneurship*, Farmer School of Business, Miami University (2012 – 2013)

*Assistant Professor*, Fisher College of Business, The Ohio State University (2008 – 2012)

### **EDUCATION**

*Doctorate of Philosophy, Business Administration* (2008)  
Richard Ivey School of Business, University of Western Ontario, London, Canada

*Master of Business Administration* (1998)  
DeGroote School of Business, McMaster University, Hamilton, Canada

*Bachelor of Arts, Political Science* (1996)  
Faculty of Social Science, University of Western Ontario, London, Canada

### **PRIMARY RESEARCH INTERESTS**

Innovation in Base-of-the-Pyramid Environments  
Market-Based Solutions to Poverty Alleviation  
Social Entrepreneurship

## REFEREED JOURNAL PUBLICATIONS

**Kistruck, G.** & Shulist, P. (2020) “Linking Management Theory with Poverty Alleviation Efforts through Market Orchestration”. *Journal of Business Ethics*. DOI 10.1007/s10551-020-04533-1

Slade Shantz, A., **Kistruck, G.**, Pacheco, D., & Webb, J. (2019) “How Formal and Informal Hierarchies Shape Conflict within Cooperatives: A Field Experiment in Ghana”. *Academy of Management Journal*. 63(2): 503-529.

Slade Shantz, A., **Kistruck, G.**, & Zietsma, C. (2018) “The Opportunity Not Taken: The Occupational Identity of Entrepreneurs in Contexts of Poverty” *Journal of Business Venturing*, 33(4): 416-437.

Sutter, C., Webb, J., **Kistruck, G.**, Ketchen, D., & Ireland, D. (2017) “Transitioning Entrepreneurs from Informal to Formal Markets” *Journal of Business Venturing*, 32(4): 420-442

Qureshi, I., **Kistruck, G.**, & Bhatt, B. (2016) “The Enabling and Constraining Effects of Social Ties in the Process of Institutional Entrepreneurship” *Organization Studies*, 37(3): 425-447

**Kistruck, G.**, Lount, R., Smith, B., Bergman, B., & Moss, T. (2016) “Cooperation vs. Competition: Alternative Goal Structures for Motivating Groups within a Resource Scarce Environment,” *Academy of Management Journal*, 59(4): 1174-1198

Smith, B., **Kistruck, G.**, & Cannatelli, B. (2016). The Impact of Moral Intensity and Desire for Control on Scaling Decisions in Social Entrepreneurship. *Journal of Business Ethics*, 133(4): 677-689

**Kistruck, G.**, Morris, S., Webb, J., & Stevens, C. (2015) 'The Importance of Client Heterogeneity in Predicting Make-or-Buy Decisions'. *Journal of Operations Management*, 33-34: 97-110

Sutter, C., **Kistruck, G.**, & Morris, S. (2014). Adaptations to Knowledge Templates in Base-of-the-Pyramid Markets: The Role of Social Interaction. *Strategic Entrepreneurship Journal*, 8(4): 303-320

**Kistruck, G.**, Webb, J., Sutter, C., & Bailey, A. (2014) “The Double-Edged Sword of Legitimacy in Base-of-the-Pyramid Markets. *Journal of Business Venturing*, 30(3): 436-451

London, T., Esper, H., Grogan-Kaylor, A., & **Kistruck, G.** (2014). Connecting Poverty to Purchase in Informal Markets. *Strategic Entrepreneurship Journal*, 8(1): 37-55

Sutter, C., Webb, J., **Kistruck, G.**, Bailey, A. (2013). Entrepreneurs’ Responses to Semi-Formal Illegitimate Institutional Arrangements. *Journal of Business Venturing*, 28(6): 743-758

**Kistruck, G.,** Sutter, C., Lount, R., & Smith, B. (2013) “Mitigating Principal-Agent Problems in Base-of-the-Pyramid Markets: An Identity Spillover Perspective” *Academy of Management Journal*, 56: 659-682

**Kistruck, G.,** Beamish, P., Qureshi, I., & Sutter, C. (2013) “Social Intermediation in Base-of-the-Pyramid Markets”. *Journal of Management Studies*, 50(1): 31-66

**Kistruck, G.,** Webb, J., Sutter, C., & Ireland, D. (2011) “Microfranchising in Base-of-the-Pyramid Markets: Institutional Challenges and Adaptations to the Franchise Model”. *Entrepreneurship Theory & Practice*, 35(3): 503-531.

**Kistruck, G.,** Qureshi, I., & Beamish, P. (2011) “Geographic and Product Diversification in Charitable Organizations”. *Journal of Management*, 39(2): 496-530.

**Kistruck, G.** & Beamish, P. (2010) “The Interplay of Form, Structure, and Embeddedness in Social Intrapreneurship”. *Entrepreneurship Theory and Practice*, 34(4): 735-761.

Webb, J., Ireland, D., Hitt, M., **Kistruck, G.,** & Tihanyi, L. (2010) “Where is the Opportunity without the Customer? An Integration of Marketing Activities, the Entrepreneurship Process, and Institutional Theory”. *Journal of the Academy of Marketing Science*, 39(4): 537-554.

Webb, J., **Kistruck, G.,** Ireland, D., & Ketchen, D. (2009) “The Entrepreneurial Process in Bottom of the Pyramid Markets: The Case of Multinational Corporation/Non-Government Organization Alliances”. *Entrepreneurship Theory and Practice*, 34(3): 555-581.

Bansal, P. & **Kistruck, G.** (2006) “Seeing is (Not) Believing: Managing the Impressions of the Firm’s Commitment to the Natural Environment”. *Journal of Business Ethics*, 67(2): 165-180.

## WORK IN PROGRESS

Slade Shantz, A., **Kistruck, G.,** Smith, I. “When More can Mean Less: How Drawing Increased Attention to a Social Enterprise’s Good Deeds can Backfire.” Revise & Resubmit at *Organization Science*

Slade Shantz, A., **Kistruck, G.,** & Agbleze, S. “The Effects of a ‘Scarcity Mindset’ on Entrepreneurial Ideation and Action”. Revise & Resubmit at *Journal of Business Venturing*.

Morris, S., Lount, R., **Kistruck, G.,** Carlos, C., & Tumsifu, E. “The Impact of Growth Mindset Training on Experimental Action among Necessity Entrepreneurs”. Revise & Resubmit at *Journal of Business Venturing*

Slade Shantz, A., **Kistruck, G.,** Zietsma, C., & Barin-Cruz, L. “Framing Institutional Change in Discursive Voids: A Field Experiment on the Relative Efficacy of Frame Bridging versus Frame Shifting Strategies” Reject & Resubmit at *Organization Science*

**Kistruck, G.,** Weber, L., Slade Shantz, A. & Lount, R. “Promotion vs. Prevention Framing: The Importance of Regulatory Fit within Impoverished Environments”. Under Review at *Strategic Management Journal*

Gras, D., **Kistruck, G.**, Neda, Y., & Bruton, G. “Comparative Approaches for Spurring Innovative Opportunities in Base-of-the-Pyramid Markets”. Draft manuscript completed targeting *Journal of Business Venturing*.

Shulist, P., Rivera Santos, M., **Kistruck, G.**, & Nguni, W., “Tactics for Reconciling Identity Conflicts in Social Entrepreneurship”. Draft manuscript completed targeting *Academy of Management Journal*

Bruton, G., Sutter, C., & **Kistruck, G.**, “New Models of Supply Chains for Multinationals in the Base of the Pyramid”. Data analysis completed

**Kistruck, G.** & Slade Shantz, A. “A Process Model for Grand Challenges Research in Management.” Manuscript currently being drafted

**Kistruck, G.**, Slade Shantz, A., & Heales, K. “Reshaping Entrepreneurship as a Tool for Poverty Alleviation”. Field experiment in Tanzania current being designed.

## ACADEMIC AWARDS

Winner of *Seymour Schulich Teaching Excellence Award* (top 10) for undergraduate level business students, 2018-2019 - **Kistruck, G.**

Winner of AMA 2017 *Gerald E. Hills Award* for best paper on entrepreneurial marketing – Webb, J., Ireland, D, Hitt, M., **Kistruck, G.**, and Tihanyi, L., “Where is the Opportunity without the Customer? An integration of Marketing Activities, the Entrepreneurship Process, and Institutional Theory”

Finalist for *Academy of Management 2017 Carolyn Dexter Award* for all-academy best international paper – Slade-Shantz, A., **Kistruck, G.**, and Zietsma, C., “The Opportunity not Taken: Entrepreneurship as an Occupational Identity in Contexts of Poverty”

Winner of *Academy of Management Journal*, Best Reviewer Award, 2016 - **Kistruck, G.**

Winner of *Seymour Schulich Teaching Excellence Award* (2<sup>nd</sup> place overall) for undergraduate level business students, 2015-2016 - **Kistruck, G.**

Winner of *Academy of Management 2014 Carolyn Dexter Award* for all-academy best international paper – **Kistruck, G.**, Lount, R., Smith, B., Bergman, B., and Moss, T. “Competition vs. Cooperation: Motivating Groups in Base-of-the-Pyramid Markets”

Winner of *Outstanding Full-Time MBA Core Professor* at The Ohio State University, 2010-2011 – **Kistruck, G.**

Winner of *2010 Satter Best Paper Award* at the 7<sup>th</sup> Annual NYU-Stern Conference on Social Entrepreneurship – **Kistruck, G.**, Sutter, C., & Smith, B. “Identity Spillover: A Social-Psychological Perspective on Mitigating Principal-Agent Problems in Base-of-the-Pyramid Ventures”

Winner of *Academy of Management 2009 Barry M. Richman Best Dissertation Award* in the International Management Division – **Kistruck, G.** “Comparative Institutional Arrangements of Social Intermediation in Developing Countries”.

Winner of *Academy of Management 2009 Best Dissertation Award* in the Public and Nonprofit Division - **Kistruck, G.** “Comparative Institutional Arrangements of Social Intermediation in Developing Countries”.

Winner of *Academy of Management 2009 Entrepreneurship Division and Rowan University Best Paper in Social Entrepreneurship Award* – **Kistruck, G.** “The Interplay of Form, Structure & Embeddedness in Organizational Social Entrepreneurship”.

Winner of *Academy of Management 2008 Samsung Distinguished Paper Award* in the International Management Division – **Kistruck, G.,** Qureshi, I., & Beamish, P. (2008) “NGOs as Multinationals: The Implications of Diversification”.

Winner of *Academy of Management 2007 Conference Sage Award* for Best Student Paper in Public & Nonprofit Division - **Kistruck, G. &** Qureshi, I. (2007) "Not Too Big and Not Too Small: Identifying the 'Sweet Spot' for Nonprofit Boards".

Winner of Administrative Sciences Association of Canada 2006 Conference *Best Student Paper Award* for Strategy Division - **Kistruck, G.** (2006) "A test of moderated mediation between board size and financial performance in the nonprofit sector".

Winner of Administrative Sciences Association of Canada 2006 Conference *Best Student Paper Award* for International Business Division - **Kistruck, G.** (2006) "The Impact of Geographic and Product Diversification on Performance in Charitable Organizations".

## RESEARCH FUNDING

Insight Grant (2018) – **Kistruck, G. &** Slade Shantz, A. *Social Sciences and Humanities Research Council of Canada* (\$263,685), “Reshaping Entrepreneurship as a Tool for Poverty Alleviation”

Research in Organizations Program (2016) – **Kistruck, G.,** *Strategic Management Society* (\$19,200), “Strategic Challenges Among Hybrid Organizations”

Partnership Development Grant (2015) – **Kistruck, G.,** *Social Sciences and Humanities Research Council of Canada* (\$197,918), “Social Impact Research Lab”

Connections Grant (2014) – **Kistruck, G.,** *Social Sciences and Humanities Research Council of Canada* (\$24,500). “Social Impact Research Lab Project Planning Workshop”

Summer Research Appointment (2012) – **Kistruck, G.** *Miami University* (\$12,400). “The Effect of Individual-Level Feedback on Group Performance within Impoverished Settings”

General Research Funding (2011) – I. Qureshi & **Kistruck, G.** *Hong Kong Polytechnic University* (\$58,900) “Alternative global structural arrangements of social entrepreneurship”

Global Competence Award (2011) - **Kistruck, G.** *Centers for International Business Education & Research* (\$9,200). “Antecedents of Psychological Ownership within Development Projects”

General Research Funding (2010) – I. Qureshi & **Kistruck, G.** *Hong Kong Polytechnic University* (\$23,000) “Social Capital Perspectives and Social Enterprise Outcomes”

Global Competence Award (2010) – **Kistruck, G.** *Centers for International Business Education & Research* (\$7,500). “Risk-Transfer in Market-Based Efforts at Poverty Alleviation”

Small Research Grant (2010) – **Kistruck, G.**, *The Ohio State University* (\$2,000). “Achieving Functional Independence in Poverty Alleviation Efforts”

Centers of Innovation (2009) – The Ohio State University (\$750K per year for 5 years) **Kistruck, G.** (co-investigator with 60 additional faculty members from multiple disciplines). “International Poverty Solutions Collaborative”.

Global Competence Award (2009) – **Kistruck, G.** *Centers for International Business Education & Research* (\$11,500). “Base-of-the-Pyramid Social Enterprise Survey”

Competitive Research Grants for Newly Recruited Junior Academic Staff (2009) - I. Qureshi & **Kistruck, G.** *Hong Kong Polytechnic University* (\$17,500). “The Role of Not-for-Profit Organizations as Intermediaries in Bridging Developing with Developed Markets”

Small Research Grant (2009) – **Kistruck, G.**, *The Ohio State University* (\$2,000). “Microfranchising in Base-of-the-Pyramid Markets”.

International Thesis Grant (2007) – **Kistruck, G.** *The University of Western Ontario* (\$5,000) “Alternative Structures of Social Intermediation in Developing Countries”

*Community/University Research Alliance for Southern Ontario’s Social Economy* (2005) – P. Bansal & **Kistruck, G.** (1 of 35 projects within a multi-university cluster) Social Sciences and Humanities Research Council (\$30,000) “Exploring the Impact of Organizational Ownership Structures on the Decision Making Process of Boards of Directors”.

## INVITED CONFERENCE PRESENTATIONS

**Kistruck, G.** (2019) Keynote Speaker, *Nelson Mandela Lecture Series*, Wilfrid Laurier University

**Kistruck, G.** (2018) Keynote Speaker. “Academic + Practitioner = 3”, *Global Good Conference*, Ecole Polytechnique Federale de Lausanne

**Kistruck, G.** (2018) Panelist. “Bridging Research and Practice: Addressing the Tensions between Academic Scholarship and Social Innovation”, *Winter Innovation Summit*, University of Utah

**Kistruck, G.** (2017) Presenter. “The Opportunity not Taken: Entrepreneurship as an Occupational Identity in Contexts of Poverty”. *Journal of Business Venturing* special issue symposium, Ivey School of Business

**Kistruck, G.** (2017) Panelist. “Social Innovation in the Developing Economy”, *Winter Innovation Summit*, University of Utah

**Kistruck, G.** (2016) Panelist. “Social Innovation at the Base-of-the-Pyramid: Scaling Impact through Collaboration”, *Academy of International Business Conference*

**Kistruck, G.** (2015) Panelist. “Issues in Advancing Social Entrepreneurship Research”, *NYU-Stern Conference on Social Entrepreneurship*, New York University.

**Kistruck, G.** (2014) Keynote Speaker. “Lunchtime Talk on BoP Markets” Skoll Centre for Social Entrepreneurship, University of Oxford

**Kistruck, G.** (2014) Panelist. “Social Innovations within Markets Workshop”, School of Environment, Enterprise and Development, University of Waterloo

**Kistruck, G.** (2013; 2011) Keynote Speaker. “NYU-Stern Conference on Social Entrepreneurship”, New York University.

**Kistruck, G.** (2011) Keynote Speaker. “CK Prahalad’s Legacy: Business for Poverty Alleviation”, University of San Diego Conference.

**Kistruck, G.,** Morris, S., Stevens, C., & Webb, J. (2010) “The Relative Capabilities of Suppliers versus Intermediaries to Reduce Transaction Costs with Heterogeneous Client Sets” *Organization Science Special Issue Conference*, The Norwegian School of Economics and Business Administration

**Kistruck, G.** (2009) Top 100 leading thinkers on “Base of the Pyramid” research domain, “*Creating a Shared Roadmap: Collaboratively Advancing the Base of the Pyramid Community*” University of Michigan

**Kistruck, G.** (2009) “The Interplay of Form, Structure & Embeddedness in Organizational Social Entrepreneurship”. *Second Research Colloquium on Social Entrepreneurship*, Duke University

Webb, J., **Kistruck, G.,** Ireland, D., & Ketchen, D. (2008) “The Entrepreneurial Process in Bottom of the Pyramid Markets: The Case of Multinational Corporation/Non-Government Organization Alliances”. *Entrepreneurship Theory & Practice Special Issue Conference*, Northeastern University

## REFEREED CONFERENCE PROCEEDINGS

Slade Shantz, A., **Kistruck, G.**, & Agbleze, S. (2018) “An Experimental Study of the Effects of Scarcity on Entrepreneurial Cognition”. *Academy of Management Conference: Best Paper Proceedings*.

Slade-Shantz, A., **Kistruck, G.**, and Zietsma, C. (2017) “The Opportunity not Taken: Entrepreneurship as an Occupational Identity in Contexts of Poverty”. *Academy of Management Conference: Best Paper Proceedings*.

**Kistruck, G.**, Sutter, C., & Smith, B (2011). “Identity Spillover: A Sociological Perspective on Mitigating Principal-Agent Problems in Base-of-the-Pyramid Ventures”. *Academy of Management Conference: Best Paper Proceedings*.

**Kistruck, G.**, Qureshi, I., & Beamish, P. (2008) “NGOs as Multinationals: The Implications of Diversification”. *Academy of Management Conference: Best Paper Proceedings*.

**Kistruck, G.** & Qureshi, I. (2007) "Not Too Big and Not Too Small: Identifying the 'Sweet Spot' for Nonprofit Boards". *Academy of Management Conference: Best Paper Proceedings*.

**Kistruck, G.** (2006) "The Impact of Geographic and Product Diversification on Performance in Charitable Organizations". *Administrative Sciences Association of Canada Conference: Best Paper Proceedings*.

**Kistruck, G.** (2006) "A Test of Moderated Mediation between Board Size and Financial Performance in the Nonprofit Sector". *Administrative Sciences Association of Canada Conference: Best Paper Proceedings*.

Zietsma, C. & **Kistruck, G.** (2006) “Aurora Cultural Centre.” *Administrative Sciences Association of Canada Conference: Best Paper Proceedings*.

## OTHER PRESENTATIONS AT REFEREED CONFERENCES

Slade Shantz, A., **Kistruck, G.**, & Agbleze, S. “The Effects of a ‘Scarcity Mindset’ on Entrepreneurial Ideation and Action.” *Academy of Management 2020 Conference*

Morris, S., Lount, R., **Kistruck, G.**, Carlos, C., & Tumsifu, E. “The Impact of Growth Mindset Training on Experimental Action among Necessity Entrepreneurs”. *Academy of Management 2020 Conference*

Slade Shantz, A., **Kistruck, G.**, Smith, I., & Weber, L. “Motivating Employees by Mission: The Complex Effects of Social Comparisons” *Strategic Management Society 2018 Conference*

Slade Shantz, A., **Kistruck, G.**, Pacheco, D., & Webb, J. “Alternative Structures for Governing Newly-Formed Cooperatives: The Mediating Role of Psychological Ownership”. *Academy of Management 2018 Conference*



Gras, D., **Kistruck, G.**, Neda, Y., & Bruton, G. “Comparative Approaches for Spurring Innovative Opportunities in Base-of-the-Pyramid Markets” *Academy of Management 2018 Conference*

Slade Shantz, A., **Kistruck, G.**, Pacheco, D., & Webb, J. “Alternative Structures for Governing Newly-Formed Cooperatives: The Mediating Role of Psychological Ownership”. *European Group for Organizational Studies 2018 Conference*

Gras, D., **Kistruck, G.**, Neda, Y., & Bruton, G. “Comparative Approaches for Spurring Innovative Opportunities in Base-of-the-Pyramid Markets” *Australia Centre for Entrepreneurship Research Exchange 2018 Conference*

Sutter, C., Webb, J. & **Kistruck, G.** “Changing the Cassette: Altering Understandings, Relationships, and Rules in Institutional Fields” *Academy of Management 2015 Conference*

**Kistruck, G.**, Lount, R., Smith, B., Bergman, B., and Moss, T. “Competition vs. Cooperation: Motivating Groups in Base-of-the-Pyramid Markets” *Academy of Management 2014 Conference*

Qureshi, I, **Kistruck, G.**, Bhatt, B. “The Enabling and Constraining Effects of Network Ties on Institutional Entrepreneurship” *Academy of Management 2013 Conference*

**Kistruck, G.**, Webb, J., Sutter, C., Bailey, A., “Entrepreneurial Challenges to (In)Formality in Emerging Markets: An Institutional Polycentricity Perspective” *Academy of Management 2012 Conference*

**Kistruck, G.**, Beamish, P., Qureshi, I., & Sutter, C. (2011) “Social Intermediation in Base-of-the-Pyramid Markets” *Academy of Management 2011 Conference*

**Kistruck, G.** & Beamish, P. (2009) “Comparative Institutional Arrangements of Social Intermediation in Least Developed Countries” *6<sup>th</sup> Annual Satter Conference on Social Entrepreneurship*

**Kistruck, G.**, Stevens, C. & Morris, S. (2009) “Broadening the Explanatory and Predictive Power of Intermediation Theory in Management Research” *Academy of International Business 2009 Conference*

**Kistruck, G.** (2007) "The Governance of Cross-Sector Partnerships in Developing Economies". *Academy of International Business 2007 Conference*

**Kistruck, G.** (2007) “A Cautionary View on Governance Reforms: Exploring the Effect of Increased Disclosure Requirements on Competitive Positioning”. *McMaster World Congress on Corporate Governance*

**Kistruck, G.** (2006) “Substitution Effects of Formal and Informal Corporate Governance Mechanisms in the Nonprofit Sector”. *Academy of Management 2006 Conference*

## CASE STUDIES

Zietsma, C. & *Kistruck, G.* (2005) “Aurora Cultural Centre” *Ivey Publishing*

## BOOK CHAPTERS

Cotte, J. & *Kistruck, G.* (2006) “The Meanings of Marketers: Depth Interviews with Executives,” in Belk, R.W. *Handbook of Qualitative Research Methods in Marketing*. Cheltenham, UK: Edward Elgar

## EXTERNAL ACADEMIC SERVICE

### ***Editorial Board Member:***

- *Journal of Management (2012-2020)*
- *Academy of Management Review (2017-2020)*
- *Academy of Management Journal (2013-2019)*
- *Entrepreneurship Theory & Practice (2012-2015)*

### ***Ad-hoc Academic Reviewer:***

- *Journal of International Business Studies*
- *Organization Science*
- *Strategic Entrepreneurship Journal*
- *Strategic Management Journal*
- *Global Strategy Journal*
- *Academy of Management Perspectives*
- *Journal of World Business*
- *Journal of Management Studies*
- *Business & Society*
- *Long Range Planning*

***Panelist*** (2020), “Addressing Validity Challenges in Entrepreneurship Research Experiments”, Academy of Management PDW

***Mentor*** (2020), “Doctoral Consortium” 2018 Annual Conference on Sustainability, Ethics, & Entrepreneurship

***Co-Organizer*** (2019; 2018), Early Career Doctoral Consortium, Entrepreneurship Division, Academy of Management

***Panelist*** (2018), ““Experimenting with Experiments? An Experiment Development Workshop” Strategic Management Society Behavioral Strategy Interest Group

***Panelist*** (2018), “Institutional Voids: Refining Academic Tools for the Global Economy” Academy of Management PDW

***Panelist*** (2018), “Bridging Theory with Practice” ACERE Doctoral Consortium

**Mentor** (2018), “Doctoral Consortium” 2018 Annual Conference on Sustainability, Ethics, & Entrepreneurship

**Organizer** (2016), “Making Organizational Research Meaningful: Designing Field Experiments for Poverty Alleviation” Academy of Management PDW

**Organizer** (2016), “SIRLab Tanzania Workshop” University of Dar es Salaam

**Speaker** (2016), “Building Partnerships to Research Poverty Alleviation” Academy of Management PDW

**Organizer** (2015), “Entrepreneurship in Base-of-the-Pyramid Markets” Strategic Management Society Annual Meeting Workshop

**Invited Discussant** (2015), “Capacity Building in the Face of Extreme Poverty: Scholarship, Research, and Action”, Academy of Management PDW

**Facilitator** (2015), “Re-Energizing the Base of the Pyramid Domain: Creating a Roadmap for the Next Decade”. Academy of Management PDW

**Participant** (2015), “Management Research, Governance, and Natural Resources in Africa: Taking Stock and Looking Ahead”, Academy of Management PDW

**Participant** (2015), “Research In and On Africa: Opportunities and Challenges in Data Collection and Publishing”. Academy of Management Caucus

**Participant** (2015; 2014), “Poverty Initiative: Workshops for Development” in Peru and Ethiopia, Strategic Management Society

**Organizer** (2014), “Social Impact Research Lab Project Planning Workshop” at Schulich School of Business

**Speaker** (2014), “Research in Practice: Connecting Theory and Work Through Academic/Practitioner Collaborations”. Academy of Management PDW

**Track Chair** (2014), “Entrepreneurship” Fifth Subsistence Marketplace Conference, University of Illinois

**Invited Discussant** (2013), “Building a Community of Base of the Pyramid Scholars: Creating a Legacy that can Change the World”, Academy of Management PDW,

**Chair** (2010-2012), International Poverty Solutions Collaborative International Laboratory Site Selection Committee, The Ohio State University

**Invited Discussant** (2012), “Field Experiments in Management Research”, Academy of Management PDW

**Invited Discussant** (2011), “Collecting Data for Quantitative Methods of Analysis in Social Entrepreneurship Research”, Academy of Management PDW

***Invited Discussant*** (2011), “Base of the Pyramid Research Methods: Overcoming Perils and Pitfalls in the Quest for Quality Data”, Academy of Management PDW

***Invited Discussant*** - Social Entrepreneurship (2009-2012) Academy of Management Doctoral Consortium, Entrepreneurship Division

***Panelist*** (2010) One of three faculty experts for Oikos UNDP Young Scholars Development Academy, Costa Rica

***Faculty Chair*** (2009-2012) “Fisher 5K Student Association”, The Ohio State University

***Session Chair*** (2009) “Fisher College of Business Summit on Sustainability”, The Ohio State University