

# SONALI K. SHAH

University of Illinois at Urbana-Champaign • College of Business  
343G Wohlers Hall, 1206 S 6<sup>th</sup> Street Champaign, IL 61820  
Phone (217) 244-9557 • [sonali@illinois.edu](mailto:sonali@illinois.edu)

## ACADEMIC APPOINTMENTS

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### **University of Illinois at Urbana-Champaign**

#### ***Gies College of Business***

Robert & Karen May Faculty Fellow (August 2019-present)  
Associate Professor of Strategy & Entrepreneurship (2017-present)  
Assistant Professor of Strategy & Entrepreneurship (2014-2017)  
Assistant Professor of Organizational Behavior (2003-2007)

#### ***Center for Advanced Study***

Associate (2021-22)

#### ***Carle Illinois College of Medicine***

Associate Professor (2018-present)

#### ***Discovery Partners Institute***

Member (2020-present)

### **Stanford University**

Visiting Scholar (February-June 2019)

### **University of Maryland, College Park**

Snyder Center Affiliate (2019-present)

### **University of Washington, Seattle**

Assistant Professor of Management (2007-2014)

## EDUCATION

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### **Massachusetts Institute of Technology**

PhD in Management, Sloan School of Management, 2003

### **University of Pennsylvania**

*Magna cum laude*

BS in Bioengineering, School of Engineering & Applied Science, 1996

BS in Economics (Finance), The Wharton School, 1996

## OTHER PROFESSIONAL & VOLUNTEER EXPERIENCE

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### **McKinsey & Co.**

Summer Associate

San Francisco, CA

### **American Red Cross**

International Social Services Volunteer

Boston, MA

### **Morgan Stanley & Co.**

Investment Banking Analyst, High Technology Group

New York, NY

## JOURNAL PUBLICATIONS

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Google Scholar Citations: 7338 (as of January 2022; <http://bit.ly/MlkOKO>)

Beck, Susanne, Marcel LaFlamme, Carsten Bergenholtz, Marcel Bogers, Tiare-Maria Brasseur, Marie Louise Conradsen, Kevin Crowston, Diletta Di Marco, Agnes Effert, Despoina Filiou, Lars Frederiksen, Thomas Gillier, Marc Gruber, Carolin Haeussler, Karin Hoisl, Olga Kokshagina, Maria Theresa Norn, Marion Poetz, Gernot Pruschak, Laia Pujol Priego, Agnieszka Radziwon, Alexander Ruser, Henry Sauermann, Sonali K. Shah, Julia Suess-Reyes, Chris Tucci, Philipp Tuertscher, Jane Bjørn Vedel, Roberto Verganti, Jonathan Wareham, Sunny Mosangzi Xu. Examining Open Innovation in Science (OIS): What Open Innovation Can and Cannot Offer the Science of Science (2021). *Innovation: Organization and Management*. December, pp. 1-15

Meade, Audra\*, Rajshree Agarwal, Serguey Braguinsky & Sonali K. Shah (2021). David Overshadows Goliath: Specializing in Generality for Internationalization in the Global Mobile Money Industry. *Strategic Management Journal*. 42(8), pp. 1459-1489.

- Best Student Paper Award Finalist, Knowledge & Innovation Interest Group, Strategic Management Society Conference. 2018

Moeen, Mahka, Rajshree Agarwal & Sonali Shah (2020). Building Industries by Building Knowledge: Uncertainty Reduction Over Industry Milestones. *Strategy Science*. 5(3), pp. 218-244.

Shah, Sonali K. & Frank Nagel (2020). Why Do User Communities Matter for Strategy? *Strategic Management Review*. 1(2), pp. 305-353.

Beck, Susanne, Carsten Bergenholtz, Marcel Bogers, Tiare-Maria Brasseur, Marie Louise Conradsen, Diletta Di Marco, Andreas P. Distel, Leonhard Dobusch, Daniel Dörler, Agnes Effert, Benedikt Fecher, Despoina Filiou, Lars Frederiksen, Thomas Gillier, Christoph Grimpe, Marc Gruber, Carolin Haeussler, Florian Heigl, Karin Hoisl, Katie Hyslop, Olga Kokshagina, Marcel LaFlamme, Cornelia Lawson, Hila Lifshitz-Assaf, Wolfgang Lukas, Markus Nordberg, Maria Theresa Norn, Marion Poetz, Marisa Ponti, Gernot Pruschak, Laia Pujol Priego, Agnieszka Radziwon, Janet Rafner, Gergana Romanova, Alexander Ruser, Henry Sauermann, Sonali K. Shah, Jacob F. Sherson, Julia Suess-Reyes, Christopher L. Tucci, Philipp Tuertscher, Jane Bjørn Vedel, Theresa Velden, Roberto Verganti, Jonathan Wareham, Andrea Wiggins & Sunny Mosangzi Xu (2020). The Open Innovation in Science Research Field: A Collaborative Conceptualisation Approach. *Industry and Innovation*. August, pp. 1-50.

Shah, Sonali, Rajshree Agarwal & Rajagopal Echambadi. Jewels in the Crown: Exploring the Motivations and Team Building Processes of Employee Entrepreneurs (2019). *Strategic Management Journal*. 40(9), pp.1417-1452.

Agarwal, Rajshree, Mahka Moeen & Sonali K. Shah (2017). Athena's Birth: Triggers, Actors, and Actions Preceding Industry Inception. *Strategic Entrepreneurship Journal*. 11(3), pp. 287-305.

Agarwal, Rajshree & Sonali Shah (2014). Knowledge Sources of Entrepreneurship: Firm Formation by Academic, User & Employee Innovators. *Research Policy*. 43(7), pp. 1109-1133.

Shah, Sonali & Emily Cox Pahnke (2014). Parting the Ivory Curtain: Understanding How Universities Support a Diverse Set of Startups. *Journal of Technology Transfer*. 39(5), pp. 780-792.

Winston Smith, Sheryl & Sonali Shah (2013). Do Innovative Users Generate More Useful Insights? An Analysis of Corporate Venture Capital Investment in the Medical Device Industry. *Strategic Entrepreneurship Journal*. 7(2), pp. 151-167.

Dencker, John, Marc Gruber & Sonali Shah (2009). Individual and Opportunity Factors Influencing Job Creation in New Firms. *Academy of Management Journal*. 52(6), pp. 1125-1147.

- Carolyn Dexter Award Finalist. Academy of Management. 2008
- Thought Leader Award. Academy of Management (Entrepreneurship Division). 2010

Dencker, John, Marc Gruber & Sonali Shah (2009). Pre-Entry Knowledge, Learning and the Survival of New Firms. *Organization Science*. 20(3), pp. 516-537.

Shah, Sonali, & Mary Tripsas (2007). The Accidental Entrepreneur: The Emergent and Collective Process of User Entrepreneurship. *Strategic Entrepreneurship Journal*. 1(1-2), pp. 123-140.

- Thought Leader Award. Academy of Management (Entrepreneurship Division). 2008
- Strategic Entrepreneurship Journal Best Paper Award. Strategic Management Society. 2015

Shah, Sonali & Kevin Corley (2007). Building Better Theory by Bridging the Quantitative-Qualitative Divide. *Journal of Management Studies*. 43(8), pp. 1821-1835.

Shah, Sonali. Motivation, Governance, and the Viability of Hybrid Forms in Open Source Software Development (2006). *Management Science*, 52(7), pp. 1000-1014.

- Alfred P. Sloan Foundation Industry Studies Best Paper Prize. 2006
- William H. Newman Award Finalist. Academy of Management (Technology & Innovation Management Division). 2004

Franke, Nikolaus & Sonali Shah (2003). How Communities Support Innovative Activities: An Exploration of Assistance and Sharing among End-Users. *Research Policy*, 32(1), pp. 157-178.

\* indicates current or past doctoral student

***List of papers under review, working papers, and work-in-progress available upon request.***

## BOOK CHAPTERS

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Sonka, Steve, Rajshree Agarwal & Sonali Shah (2018). The Post-Harvest Loss Paradox and Market Creation. *Keeping Food on the Table in a Changing Climate*. Engineering for Change.

Shah, Sonali & Andreea Gorbatai (2016). Structural Sampling: A Technique for Illuminating Social Systems. *Handbook of Qualitative Organizational Research: Innovative Pathways and Methods*. Editors: Kimberly D. Elsbach and Roderick M. Kramer. Routledge, Taylor and Francis Group. Routledge, New York, NY. pp. 251-261.

Shah, Sonali & Mary Tripsas (2016). When Do User-Innovators Start Firms? A Theory of User Entrepreneurship. *Revolutionizing Innovation: Users, Communities and Open Innovation*. Editors: Dietmar Harhoff and Karim Lakhani. MIT Press, Cambridge, MA. pp. 285-307.

Shah, Sonali & Cyrus C.M. Mody (2014). Creating a Context for Entrepreneurship: Examining How Users' Technological and Organizational Innovations Set the Stage for Entrepreneurial Activity.

*Governing Knowledge Commons*. Editors: Brett Frischmann, Michael Madison, and Katherine Strandburg. Oxford University Press. New York, NY. pp. 313-339.

Shah, Sonali (2005). Open Beyond Software. *Open Sources 2.0: The Continuing Evolution*. Editors: Chris Dibona, Danese Cooper, and Mark Stone. O'Reilly Media, Sebastopol, CA. pp. 339-360.

## FOUNDATION REPORTS

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Shah, Sonali, M. Diane Burton, & Pao-Lien Chen (editors). Background of Entrepreneurs: Human Capital (2015). *Kauffman Foundation State of the Field* (online research resource).

Shah, Sonali (2012). User & Community-Based Innovation: Findings and New Research Directions. *White Paper for the New America Foundation*.

Shah, Sonali, Sheryl Winston Smith & E.J. Reedy (2012). Who Are User Entrepreneurs? Findings on Innovation, Founder Characteristics and Firm Characteristics. *Kauffman Foundation Report*. Kauffman Foundation, Kansas City, MO.

## OTHER PUBLICATIONS

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### Invited Essays

Shah, Sonali and Mary Tripsas (2020). User Entrepreneurs in Crises Situations: Innovators You Can Count On. *Strategic Entrepreneurship Journal*. 14(4), pp. 566-569

Sonka, Steve, Rajshree Agarwal, and Sonali K. Shah (2018). To Reduce Post-Harvest Loss, Start with a Sustaining End in Mind. *Pyxera Global Engagement Forum*. Fall/Winter 2018, pp. 44-46. (also available online: [Pyxeraglobal.org](http://Pyxeraglobal.org)).

### Invited Mainstream Media Pieces

Reedy, E.J., Sonali Shah & Sheryl Winston Smith (2012). Can't Find a Product or Service? Start a Company. *Huffington Post*. March 19.

Sommers, Frank & Sonali Shah (2003). Effort on the Edge, Part 2: A Fact-Based Analysis of the JCP's Effectiveness. *JavaWorld*. January 31.

Shah, Sonali & Frank Sommers (2002). Effort on the Edge, Part 1: Does the JCP Adequately Balance Innovation with Maintenance of Java's Standards? *JavaWorld*. November 8.

### Blog Posts/Research Newsletters

Sonka, Steve, Sonali K. Shah, Audra Wormald, Rajshree Agarwal (2020). Lessons Learned From the Yieldwise Experience in the Kenyan Mango Sector: Initial Findings. Consortium for Innovation in Post-Harvest Loss & Food Waste Reduction (<https://sites.google.com/iastate.edu/phlfwreduction/home/research-blog/10-lessons-learned>).

Shah, Sonali (2002). Article Summary: Open Source Software as Lead User's Make or Buy Decision: A Study of Open and Closed Source Quality. *Technological Innovation & Intellectual Property Newsletter*. Fall 2002, issue 3.

### Conference Proceedings

Dencker, John, Marc Gruber & Sonali Shah (2008). Individual, Organizational and Environmental Drivers of Job Creation in New Firms. *Best Paper Proceedings of the Sixty-Seventh Annual Meeting of the Academy of Management* (CD), ISSN 1543-8643. Top 10% of conference papers.

Dencker, John, Marc Gruber & Sonali Shah (2008). Individual, Organizational and Environmental Drivers of Job Creation in New Firms. *Frontiers of Entrepreneurship Research*: Vol. 28: Issue 20, Article 4.

Dencker, John, Marc Gruber & Sonali Shah (2007). Knowledge Acquisition Activities, Prior Knowledge and Experience & the Survival of New Firms. *Frontiers of Entrepreneurship Research*: Vol. 27: Issue 5, Article 2.

Shah, Sonali (2006). From Innovation to Firm Formation: Contributions by Sports Enthusiasts to the Windsurfing, Snowboarding and Skateboarding Industries. *The Engineering of Sport 6* (Vol. 3): Developments for Innovation (*Proceedings of the Sixth Annual Meeting of the International Sports Engineering Association*). Editors: Eckehard Fozzy Moritz and Steve Haake. Springer, New York, NY. pp. 29-34.

Dencker, John, Marc Gruber & Sonali Shah (2006). Knowledge-Related Success Factors on the Path from Unemployment to Entrepreneurship. *Frontiers of Entrepreneurship Research*: Vol. 26: Issue 6, Article 7.

Shah, Sonali (2004). Understanding the Nature of Participation and Coordination in Open and Gated Source Software Development Communities. *Best Paper Proceedings of the Sixty-Third Annual Meeting of the Academy of Management* (CD), ISSN 1543-8643. Top 10% of conference papers.

#### RESEARCH AWARDS & RECOGNITION

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Center for Advanced Study Associate. University of Illinois. 2021-22  
Campus Distinguished Promotion Award (\$3,000). University of Illinois. 2017  
Strategic Entrepreneurship Journal Best Paper Award (\$5,000). Strategic Management Society. 2015  
Rising Star Best Paper Award. Industry Studies Association. 2013  
Kauffman Firm Survey Promising Paper Award. Ewing Marion Kauffman Foundation. 2011  
Best Paper Prize, Strategic Management Society Conference. Ewing Marion Kauffman Foundation. 2010  
Thought Leader Award. Academy of Management, Entrepreneurship Division. 2010  
Charlene M. & Arthur Buerk Fellowship. University of Washington. 2010-2013  
Sloan Industry Studies Fellowship (\$45,000). Alfred P. Sloan Foundation. 2008-2010  
Thought Leader Award. Academy of Management, Entrepreneurship Division. 2008  
Carolyn Dexter Award Finalist. Academy of Management. 2008  
Industry Studies Best Paper Prize. Alfred P. Sloan Foundation. 2006  
William H. Newman Award Finalist. Academy of Management. 2004  
Dissertation Award Finalist. Academy of Management, Entrepreneurship Division. 2004  
Doctoral Dissertation Competition Finalist, Institute for the Study of Business Markets. 2001  
MIT Graduate Student Fellowship. 1997-01  
Ronald A. Kurtz Graduate Student Fellowship. MIT. 1997

*Awards associated with individual papers are also listed under the paper with which they are associated*

## GRANTS

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Foundation for Food and Agriculture Security Grant (co-investigator; interdisciplinary, multi-institution, multi-project grant). 2019	\$1,200,000
Rockefeller Foundation Grant (co-investigator). 2018	\$221,000
University of Illinois, Department of Business Administration, Senior Faculty Research Grant. 2019	\$3,000
University of Illinois, University of Illinois, Campus Research Board. 2018. Grant for <i>Crafting an Entrepreneurial Career: Investigating the Motivations &amp; Team Building Processes of Employee Entrepreneurs</i>	\$23,910
University of Illinois Campus Research Board, Arnold O. Beckman Award. 2016. Grant for <i>Corporate Front Groups and Impression Management: Coca-Cola's Response to Obesity-Related Scientific Findings</i>	\$7,840
Department of Business Administration, Junior Faculty Council Grant. 2016	\$3,000
Alfred P. Sloan Foundation (co-investigator). 2013	\$19,840
Ewing Marion Kauffman Foundation Grant (co-investigator). 2005	\$665,511
University of Illinois Campus Research Board (co-investigator). 2004	\$10,225
Center for International Business Education & Research (CIBER). 2004	\$5,000
Center for International Business Education & Research (CIBER) (co-investigator). 2004	\$5,000
Center for International Business Education & Research (CIBER), Travel Grant. 2005	\$5,000
Center for International Business Education & Research (CIBER), Course Development Grant. 2005	\$3,000

## MEDIA COVERAGE OF RESEARCH

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*Forbes*. User Communities: A Powerful Tool for Companies that Don't Meddle. Danielle Kost. August 9, 2019

*NW News Network/National Public Radio*. 'Hackerspaces' Double As Private Incubators For Entrepreneurship. Tom Banse. July 31, 2013

*MIT Technology Review*. What Technologies Will Crowdfunding Create? Super-users, Hobbyists, and Gadget Fans are Investing in Innovations They Want, and Creating a New Generation of Entrepreneurs along the Way. Antonio Regalado. September 17, 2012

*New York Times*. A Souped-Up Model T May Have Been the First Mash-Up. Steve Lohr. July 27, 2008

*Financial Times*. Letting Users Lead the Way to New Ideas. Elizabeth Biddlecombe. September 19, 2005

*Inc. Magazine*. The Secrets of Open-Source Managing: Start Treating Your Customers Like Employees. David H. Freedman. December 2004

The Kauffman report titled "Who Are User Entrepreneurs? Findings on Innovation, Founder Characteristics and Firm Characteristics" received over 25 media impressions, including in *The Wall Street Journal*, *Fortune/CNN Money*, *Inc. Magazine*, *CNBC*, and *MSNBC*

## INVITED RESEARCH SEMINARS

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2022	University of Illinois at Urbana-Champaign, Center for African Studies (scheduled)
2021	University of California, Irvine Boston University Imperial College London
2020	Strategic Management Society Strategy & Entrepreneurship Interest Group
2019	Syracuse University University of Oregon University of California, Berkeley

2018 Stanford University  
 The University of Colorado Law School  
 2017 University of Maryland, College Park  
 2016 Massachusetts Institute of Technology 50th Anniversary of Entrepreneurship Academic Colloquium  
 2015 NSF-Wharton Knowledge Conference. University of Pennsylvania, Wharton School of Business. Invited panel organizers  
 2013 University of California, Santa Barbara  
 2011 Georgia Institute of Technology  
 Stanford University  
 Massachusetts Institute of Technology, TIES 50<sup>th</sup> Anniversary Research Conference  
 2010 Oregon State University  
 2009 ETH, Zurich  
 Free University of Bozen-Bolzano  
 2008 Washington University, Olin School of Business  
 DRUID Conference, invited speaker for “Fundamentals: Open and Proprietary Innovation Regimes”  
 2007 University of Washington  
 University of Twente  
 2006 Vienna University of Economics & Business Administration  
 Ecole Polytechnique Fédérale de Lausanne (EPFL)  
 Purdue University  
 London Business School  
 2005 Max Planck Institute for Economics  
 2004 University of Illinois at Urbana-Champaign, Dept. of Sociology  
 2003 New York University  
 Georgetown University, Edmund A. Walsh School of Foreign Service  
 Cornell University, Johnson School  
 University of Sussex, Science & Technology Policy Research Unit (SPRU)  
 Cambridge University, Judge School of Business  
 University of Illinois at Urbana-Champaign, School of Business

#### INVITED PRESENTATIONS TO POLICY & INDUSTRY AUDIENCES

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2019 Kenan Institute Frontiers of Entrepreneurship Conference. University of North Carolina, Chapel Hill. Palm Beach, FL.  
 2018 Community, Creativity & #GiveFirst (presentation and panel discussion). The University of Colorado Law School. Boulder, CO  
 2016 Workshop on Non-Market Mechanisms for Technology Transfer. Bocconi University. Milan, Italy  
 2012 Workshop on Innovation, Collaboration & Job Creation. New America Foundation, Markle Foundation & McKinsey & Co. Seattle, WA  
 2011 European Forum Alpbach. Alpbach, Austria  
 2010 U.S. Economic Development Administration, Annual Regional Conference. Los Angeles, CA. December 2010. Lunchtime Keynote (audience: 350+ clients of the U.S. EDA—largely policymakers, entrepreneurs, and the leaders of non-profit organizations)  
 2010 U.S. Economic Development Administration Sustainable Commerce & the Law Colloquium. Seattle, WA  
 2009 Online Community Business Forum. Sonoma, CA

- 2008 Object-Oriented Programming, Systems, Languages & Applications (OOPSLA) Conference - Keynote. Nashville, TN. October 2008. Talk available at: <http://www.infoq.com/oopsla> (audience: 400+ software developers)
- 2007 Changing Role of Users Corporate Workshop, Center for Information Technology & Society, University of Twente. Enschede, Netherlands
- Community 2.0 Conference. Las Vegas, NV
- 2005 Wharton Impact Conference. Philadelphia, PA
- MIT Innovation Lab Meeting. Cambridge, MA
- 2004 London Business School/Tata Consulting Services Workshop. London, England
- 2002 National Science Foundation Meeting, Advancing the Research Agenda on Open Source. Washington D.C.
- 2000 MIT Innovation Lab Meeting. Cambridge, MA

## CONFERENCE & WORKSHOP RESEARCH PRESENTATIONS

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Hyeonsuh Lee\* & Sonali K. Shah. Lighting the Way: Illuminating How New Ventures in Nascent Industries Experiment.

- Strategic Management Society Annual Conference. Virtual. October 2020

Shah, Sonali, Hyeonsuh Lee\* & Rajshree Agarwal. Spinning an Entrepreneurial Career: Uncovering Motivational Pathways to Venture Success & Serial Entrepreneurship in the Disk Drive Industry.

- Academy of Management Annual Conference. Virtual. August 2020
- Strategic Management Society Annual Conference. Minneapolis, MN. October 2019
- West Coast Research Symposium. Stanford, CA. September 2019
- Industry Studies Association Annual Conference. Nashville, TN. May 2019
- Stanford Qualitative/Case Research Workshop. Stanford, CA. April 2019

Eunkwang Seo \*, Frank Nagle Shah & Sonali K. Shah. A Little Help From My Friends: How Receiving Assistance Affects Participation in Online Knowledge-Sharing Communities.

- Academy of Management Annual Conference. Virtual. August 2020

Moen, Mahka, Rajshree Agarwal & Sonali Shah. Building Industries by Building Knowledge: Uncertainty Reduction Over Industry Milestones.

- Academy of Management Annual Conference. Boston, MA. August 2019

Meade, Audra\*, Rajshree Agarwal, Serguey Braguinsky & Sonali K. Shah. Pioneering Multi-Sided Digital Platforms: The Effect of Firm Characteristics and Platform Strategies on Pioneer Outcomes.

- Academy of Management Annual Conference. Boston, MA. August 2019

Shah, Sonali, Rajshree Agarwal & Steve Sonka. A Time and a Place: Non-Profit Engagement in the Creation of Markets and Industry Emergence.

- Industry Studies Association Annual Conference. Nashville, TN. June 2019
- Strategic Management Society Conference. Houston, TX. October 2017

Meade, Audra\*, Rajshree Agarwal, Serguey Braguinsky & Sonali K. Shah. Immortality Through Knowledge: The Role of Pioneering Firms in the Growth of Nascent Industries.

- Strategic Management Society Conference. Paris, France. September 2018
- Academy of Management Conference (Symposium: Unpacking Market Emergence and Firm Strategies in Nascent Industries). Chicago, IL. August 2018



Minefee, Ishva\* & Sonali Shah. Corporate Front Groups and Impression Management: Coca-Cola's Response to Obesity-Related Scientific Findings.

- Strategic Management Society Conference. Paris, France. September 2018

Teaching Industry Dynamics: Bringing in Entrepreneurship & Change

- Strategic Management Society Conference (panel). Paris, France. September 2018

Shah, Sonali, Rajshree Agarwal & Raj Echambadi. Jewels in the Crown: Exploring the Motivations and Team Building Processes of Employee Entrepreneurs.

- Kenan Frontiers of Entrepreneurship Conference (UNC Chapel Hill). Palm Beach, FL. January 2018
- Academy of Management Conference. Atlanta, GA. August 2017
- Strategic Management Society Special Conference. Banff, Canada. June 2017

Shah, Sonali. Profiting from Innovation: How the Sources of Innovation Shape Industry Evolution.

- Consortium on Competitiveness and Cooperation Doctoral Consortium (invited talk). Bocconi University. Milan, Italy. June 2016

Shah, Sonali & David Uisung Park. Hacking Health: Physician Entrepreneurs, Preentry Knowledge & Technological Progress in the Medical Imaging Industry.

- Academy of Management. Anaheim, CA. August 2016
- Industry Studies Conference. Portland, OR. May 2014

Shah, Sonali & Cyrus C.M. Mody. Making Sparks Fly: Understanding How Users Organize to Innovate.

- Academy of Management. Anaheim, CA. August 2016

Shah, Sonali & Sheryl Winston Smith. What is the Right Stuff? Pre-Entry Knowledge, Invention & the Survival of Nascent High Technology Startups.

- Midwest Strategy Meeting. St. Louis, MO. June 2015
- BPS Division Executive Committee Meeting/Research Conference. Atlanta, GA. February 2013
- Academy of Management. San Antonio, TX. August 2011
- Wharton Technology Conference. Philadelphia, PA. April 2011
- INFORMS Conference. Austin, TX. November 2010
- Strategic Management Society Conference. Rome, Italy. September 2010
- West Coast Research Symposium. Portland, OR. August 2010
- University of Maryland Entrepreneurship Research Conference. College Park, MD. April 2010

Shah, Sonali & Andreea Gorbatai. Together at Last: How Makerspaces Simultaneously Support Exploration and Exploitation.

- Academy of Management. Philadelphia, PA. August 2014

Aksoy, Dilan & Sonali Shah. Does it Pay to be Open? Stock Market Responses to Contributions to the Commons.

- Academy of Management. Philadelphia, PA. August 2014
- Industry Studies Conference. Kansas City, MO. May 2013

Shah, Sonali & Emily Cox Pahnke. Commercializing Innovative Insights: Entrepreneurial Origins and Innovation.

- New York University School of Law – Medical Innovation Workshop. New York, NY. May 2014

Winston Smith, Sheryl & Sonali Shah. Seeking Novel Insights through CVC Investing: Do Relationships with Users Promote Knowledge Transfer?

- Open & User Innovation Workshop. Cambridge, MA. July 2012
- Darden Entrepreneurship and Innovation Research Conference. Charlottesville, VA. May 2012
- West Coast Research Symposium. Seattle, WA. September 2011
- Academy of Management. San Antonio, TX. August 2011
- Open & User Innovation Workshop. Vienna, Austria. July 2011

Shah, Sonali, Sheryl Winston Smith & E.J. Reedy. Who Are User Entrepreneurs? Findings on Innovation, Founder Characteristics & Firm Characteristics.

- Open & User Innovation Workshop. Cambridge, MA. July 2012

Shah, Sonali & Cyrus C.M. Mody. Innovation, Social Structure & the Creation of New Industries.

- Industry Studies Conference. Kansas City, MO. May 2013
- New York University School of Law - Convening Cultural Commons Workshop. New York, NY. September 2011
- West Coast Research Symposium. Seattle, WA. September 2009
- Academy of Management. Chicago, IL. August 2009
- Instruments in Manufacturing Workshop, Rice University. Houston, TX. June 2009

Shah, Sonali. User Entrepreneurship.

- Keynote. Open & User Innovation Workshop. Vienna, Austria. July 2011

Shah, Sonali & David Gomulya. Revisiting Generalized Exchange: Extending Theory to Understand Wikipedia, Open Source and Other Collaborative Communities.

- Academy of Management. Chicago, IL. August 2009
- User and Open Innovation Workshop. Boston, MA. August 2008

Shah, Sonali, Patrick Wagstrom & Jim Herbsleb. Cooperative Resource Exchange & Value Creation Through Open Technology Platforms.

- Academy of Management. Chicago, IL. August 2009
- User and Open Innovation Workshop. Boston, MA. August 2008
- Industry Studies Conference. Boston, MA. May 2008

Fauchart, Emmanuelle, Marc Gruber & Sonali Shah. The Influence of Founder Identity on Opportunity Identification Processes and Opportunity Exploitation Strategies.

- West Coast Research Symposium. Palo Alto, CA. September 2008
- User and Open Innovation Workshop. Boston, MA. August 2008
- University of Southern California Greif Research Symposium. Los Angeles, CA. March 2008

Dencker, John, Marc Gruber & Sonali Shah. Individual, Organizational & Environmental Drivers of Job Creation in New Firms.

- Academy of Management. Anaheim, CA. August 2008
- Cornell-McGill Conference on Institutions & Entrepreneurship. Montreal, Canada. June 2008

Shah, Sonali & Mary Tripsas. The Accidental Entrepreneur: The Emergent and Collective Process of User Entrepreneurship.

- User and Open Innovation Workshop. Boston, MA. August 2008
- Poster presentation. Academy of Management. Philadelphia, PA. August 2007

Shah, Sonali. Innovation Communities: A Path From Innovation to Market Formation.

- University of Maryland Entrepreneurship Research Conference. College Park, MD. April 2008
- Cornell-McGill Conference on Institutions & Entrepreneurship. Ithaca, NY. July 2007
- Strategic Research Forum. Brewster, MA. May 2007

Shah, Sonali. From Innovation to Firm Formation in the Windsurfing, Skateboarding and Snowboarding Industries.

- EGOS Conference. Vienna, Austria. July 2007
- American Sociological Association. New York, NY. August 2007
- University of Utah-BYU Winter Conference. Solitude, Utah. March 2007
- International Sports Engineering Association Conference. Munich, Germany. July 2006
- User Innovation Summer Workshop. Munich, Germany. July 2006
- Conference in Honor of Michael Gort. St. Louis, MO. June 2006
- Qualitative Research Conference. University of California at Davis. Davis, CA. March 2005
- College on Organization Science Fall Conference. Dartmouth, NH. November 2004
- American Sociological Association. San Francisco, CA. August 2004
- Society of Entrepreneurship Scholars Conference. Ohio State University. Columbus, OH. March 2004

Shah, Sonali. Coordination Mechanisms in Innovation Communities: Firm vs. Volunteer Focused Processes.

- Academy of Management. Philadelphia, PA. August 2007

Dencker, John, Marc Gruber & Sonali Shah. Knowledge Acquisition Activities, Prior Knowledge and Experience & the Survival of New Firms.

- Academy of Management. Philadelphia, PA. August 2007
- Cornell-McGill Conference on Institutions & Entrepreneurship. Ithaca, NY. July 2007
- Organization Science Special Issue on Strategic Renewal Conference. Chicago, IL. March 2007

Agarwal, Rajshree & Sonali Shah. The Knowledge Context & The Entrepreneurial Process: Academic, User & Employee Entrepreneurship.

- Strategic Management Society Conference. Vienna, Austria. October 2006

Shah, Sonali. Open Beyond Software.

- Academy of Management. Honolulu, HI. August 2005

Shah, Sonali. Users & Industry Emergence.

- User Innovation Summer Workshop. MIT. Boston, MA. June 2005

Shah, Sonali. Attracting & Retaining Volunteer Software Developers.

- Wharton Technology Conference. Philadelphia, PA. April 2005
- Academy of Management. New Orleans, LA. August 2004
- Academy of Management. Seattle, WA. August 2003
- User Innovation Summer Workshop. Wirtschaftsuniversität Wien. Vienna, Austria. June 2003

- Harvard Business School-MIT Open Source Software Conference. Boston, MA. June 2003
- Strategic Management Society Conference. Paris, France. September 2002

Shah, Sonali & Mary Tripsas. When Do User-Innovators Start Firms? Towards a Theory of User Entrepreneurship.

- Academy of Management. New Orleans, LA. August 2004
- User Innovation Summer Workshop. Ludwig-Maximilians-Universität. Munich, Germany. June 2004

Shah, Sonali. Towards a Theory of Large-Scale Generalized Exchange.

- American Sociological Association. Atlanta, GA. August 2003

Franke, Nikolaus & Sonali Shah. How Communities Support Innovative Activities: Assistance and Sharing Among Sports Enthusiasts.

- Academy of Management. Denver, CO. August 2002

Shah, Sonali. Sources and Patterns of Innovation in a Consumer Products Field: Innovations in Sporting Equipment.

- Academy of Management. Denver, CO. August 2002
- Annual Meeting of the Society for Social Studies of Science. Cambridge, MA. November 2001
- New York Innovation Research Network Conference. Rochester, NY. May 2001
- Consortium on Competition and Cooperation. Durham, NC. April 2001

### **Research Symposia Organized**

Users as Sources of Technological Innovation: Consequences for Firm Strategy and Industry Evolution. Academy of Management. Chicago, IL. August 2009

Developing More Robust Theory by Building Bridges Between Quantitative and Qualitative Methods. Academy of Management. Anaheim, CA. August 2008

Managing User Communities. Academy of Management. Atlanta, GA. August 2006

Organizational Response to Constrained, Motivated Employees: Embracing Possibilities for Organizational Renewal and Change. Academy of Management. Seattle, WA. August 2003

### **CONFERENCE & WORKSHOP PANELS**

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From Firm to Industry: Bridging Levels of Analysis in Qualitative Research in Entrepreneurship. Academy of Management Annual Conference. Virtual. August 2020.

Novel Theory from Hot Topics. Academy of Management Conference. Boston, MA. August 2019

The Human Capital of Startups: Founding Team Dynamics.” Academy of Management Annual Conference. Boston, MA. August 2019

User-Inspired Research: Gaining Access. Academy of Management Conference. Boston, MA. August 2019

The Right Tool for the Task? Using Different Methodological Approaches to Better Understand Open Innovation. Academy of Management Conference. Chicago, IL. August 2018

Firm Strategy in Nascent Industries: Advances and Opportunities. Strategic Management Society Conference. Houston, TX. October 2017

Interfaces of Individuals, Organizations & Institutions for the Creation of Markets & Industries. Academy of Management Conference. Atlanta, GA. August 2017

Lean Startups and Innovation Strategy: Towards a New Paradigm? Academy of Management. Anaheim, CA. August 2016

Open Innovation as a Framework for Teaching Technology Commercialization. Academy of Management. Boston, MA. August 2012  
Lean Startups: Emergent Management Practice and Further Research Agendas. Academy of Management. Boston, MA. August 2012  
The Mirroring Hypothesis in Open Production Context. Academy of Management. San Antonio, TX. August 2011  
Engaging Themes Thought Leader Winners' Roundtable. Entrepreneurship Research Exemplars Conference. Storrs, CT. May 2010  
Overcoming Challenges When Conducting Research In Entrepreneurship. Strategic Management Society Conference. Vienna, Austria. October 2006

## TEACHING

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### **Teaching Awards/Honors**

List of Teachers Ranked as Excellent by Their Students. University of Illinois. 2015-18, 2020-2021 (on sabbatical 2019)  
Distinguished Teaching Award Finalist. University of Washington (university-wide recognition). 2013  
Doctoral Business Student Faculty Mentor Award Nominee. University of Washington. 2011  
Recognized as a Star Teacher. University of Washington. 2009-2013  
List of Teachers Ranked as Excellent by Their Students. University of Illinois at Urbana-Champaign. 2006

### **University of Illinois at Urbana-Champaign**

Entrepreneurship. Undergraduate. 2021-present  
IDEAS course, Carle-Illinois College of Medicine, Co-Director. Novel 1-year innovation course developed for the College of Medicine. 2018-present  
Institutions, Organizations & Innovation. Doctoral seminar. 2018, 2020  
Qualitative Inquiry, Fieldwork & Historical Methods. Doctoral seminar. 2018, 2020  
Business Policy & Strategy. Undergraduate core. 2014-present  
Organization Design & Environments. Undergraduate core. 2004-2007  
Technology Strategy. MBA elective. 2005-2006

### **University of Washington**

Strategy. Undergraduate Core. 2008-2013  
Innovation Strategy (new course developed). Undergraduate and MBA Elective. 2008-2013  
Theoretical Foundations of Entrepreneurship. Doctoral course. 2010, 2013

### **Other Doctoral Teaching**

Guest Speaker, Doctoral Course. University of Maryland, College Park. 2021  
Advanced International Summer School: Innovation in the Extended Enterprise. Ostuni, Italy. 2006

### **Executive Education**

Hyundai Creative Journey Program, July 2012  
Executive Development Program, University of Washington. April 2013

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## DISSERTATION COMMITTEE MEMBERSHIPS

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Each student's institution, year of graduation, and position after graduation are listed

Hyeonsuh Lee	<b>Co-chair.</b> University of Illinois at Urbana-Champaign (expected 2022). Assistant Professor at West Virginia University <ul style="list-style-type: none"><li>• Strategic Management Society Dissertation Grant</li></ul>
Ying Li	University of Illinois at Urbana-Champaign (expected 2022). Assistant Professor at Universidad Carlos III de Madrid
Audra Meade	University of Maryland, Smith School of Business (expected 2022). Assistant Professor at the University of North Carolina at Chapel Hill <ul style="list-style-type: none"><li>• Best Student Paper Award Finalist, Knowledge &amp; Innovation Interest Group, Strategic Management Society Conference</li></ul>
Noah Oluwafemi	University of Illinois at Urbana-Champaign (2021). JP Morgan Chase
Marlies Koers-Stuiver	University of Twente (2020)
Yoomin Lee	University of Illinois at Urbana-Champaign, School of Education (2019)
Wen Zheng	University of Illinois at Urbana-Champaign (2019). Assistant Professor at Shanghai Tech University
Ishva Minefee, Jr.	University of Illinois at Urbana-Champaign (2017). Assistant Professor at Iowa State University (now at University of Illinois at Urbana-Champaign)
Jeff Savage	University of Illinois at Urbana-Champaign (2017). Assistant Professor at University of South Carolina
Bradley Skousen	University of Illinois at Urbana-Champaign (2016). Visiting Lecturer at The Ohio State University
Dilan Aksoy	Universidad Carlos III de Madrid, 2013 (external evaluator). Assistant Professor at ESC Rennes School of Business
Rose Kim	University of Washington, Business School, 2014. Assistant Professor at University of Kentucky
Michelle Van Lare	University of Washington, School of Education, 2010. Assistant Professor at George Mason University
Matthias Stürmer	ETH Zurich, 2009. Ernst & Young
Naina Gupta	University of Illinois at Urbana Champaign, 2006. Assistant Professor at Nanyang Technological University

## PROFESSIONAL SERVICE ACTIVITIES

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### **Associate Editorships & Editorial Boards**

*Organization Science*, Senior Editor. 2021-2024

*Organization Science*, Editorial Review Board. 2011- 2021

*Strategic Entrepreneurship Journal*, Editorial Review Board. 2015-present

*Academy of Management Review*, Editorial Review Board. 2017-2020

*Management Science*, Guest Associate Editor. 2013-2014

### **Positions in Professional Organizations**

5-year Chair Track. Technology & Innovation Management Division, Academy of Management. 2020-2025

Board Member. Consortium on Competitiveness & Cooperation (CCC). 2019-present

Board Member & Early Career Development Committee Liaison. Industry Studies Association. 2018-present

Membership Committee. Industry Studies Association. 2019-2020

Track Chair–User and Social Entrepreneurship, Open & User Innovation Conference. 2019, 2021  
Executive Committee Member. Business Policy & Strategy (BPS) Division, Academy of Management.  
2012-2014. Organized the Best Paper and Best Student Paper Awards processes  
Research Committee Member. BPS Division, Academy of Management. 2010-2012  
Representative-at-Large. Technology & Innovation Management (TIM) Division, Academy of  
Management. 2010-2012. Organized the Best Paper, Best Student Paper, and Best Dissertation  
Awards processes  
Early Career Development Committee Chair. Industry Studies Association. 2009-2010  
Representative-at-Large. Entrepreneurship & Strategy Interest Group, Strategic Management Society.  
2008-2009  
Early Career Development Committee Member. Industry Studies Association. 2008-2010

### **Awards Committee Memberships**

INFORMS/Organization Science Dissertation Proposal Competition. 2021  
Emerging Scholar Award Committee. Industry Studies Association. 2020  
Best Dissertation Awards Committee. Industry Studies Association. 2017  
TIM Best Dissertation Awards Committee. Academy of Management. 2017  
TIM Best Dissertation Awards Committee. Academy of Management. 2015  
Best Dissertation Awards Committee. Industry Studies Association. 2014  
TIM Best Paper Awards Committee. Academy of Management. 2008

### **Doctoral & Early Career Workshops Organized**

BPS Doctoral Consortium. Academy of Management. Vancouver, Canada. 2015  
BPS Doctoral Consortium. Academy of Management. Philadelphia, PA. 2014  
West Coast Research Symposium Doctoral Workshop. University of Washington. 2011  
Early Career Professional Development Workshop. Sloan Foundation Industry Studies Association.  
Chicago, IL. 2010  
West Coast Research Symposium Doctoral Workshop. University of Oregon. 2010  
Early Career Professional Development Workshop. Sloan Foundation Industry Studies Association.  
Chicago, IL. 2009  
West Coast Research Symposium Doctoral Workshop. University of Washington. 2009

### **Invited Panelist/Mentor at Professional Development Workshops**

Kauffman Foundation Early Stage Professional Development Session. February 2022  
Kauffman Foundation Early Stage Professional Development Session. June 2021  
Early Career Professional Development Workshop. Industry Studies Association. Online. June 2022  
Early Career Professional Development Workshop. Industry Studies Association. Online. June 2021  
STR Doctoral Student Consortium. Academy of Management. Online. August 2020  
Early Career Professional Development Workshop. Industry Studies Association. Online. June 2020  
TIM Doctoral Student Consortium. Academy of Management. Boston, MA. August 2019  
Early Career Professional Development Workshop. Industry Studies Association. Nashville, TN. May  
2019  
Early Career Professional Development Workshop. Industry Studies Association. Washington D.C., May  
2017  
TIM Doctoral Student Consortium. Academy of Management. Anaheim, California. August 2016  
TIM Junior Faculty Consortium. Academy of Management. Montreal, Canada. August 2010  
TIM Junior Faculty Consortium. Academy of Management. Chicago, IL. August 2009

### **Reviewing**

**Journal Reviews:** *Academy of Management Journal*; *American Sociological Review*; *Information Systems Research*; *Management Information Systems Quarterly*; *Management Science*; *Organization Science*; *Research Policy*; *Strategic Entrepreneurship Journal*; *Strategic Management Journal*

**Funding Agency Reviews:** National Science Foundation (various years); Icelandic Research Fund, 2009; Vienna Science & Technology Fund, 2006

**Other:** Organization Science Dissertation Proposal Competition

**Conference Reviews** (various years): Academy of Management Conference; Strategic Management Society Conference; EURAM 2009; International Sports Engineering Association, Scientific Committee, 2005-6

### **Current Memberships**

Academy of Management

Industry Studies Association

Strategic Management Society

### UNIVERSITY SERVICE

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#### **University of Illinois at Urbana-Champaign**

##### **University**

Leadership Initiative for Women Faculty, Participant. 2021

Academic Director, Origin Ventures Academy for Entrepreneurial Leadership. 2020-2021

Invited to prepare a graduation video clip by the Student Alumni Ambassadors for the “Senior 100 Honorary.” Spring 2021

Judge, Illinois Social Innovation Prize. 2020

Judge, Illinois Innovation Prize & Fiddle Award. 2020

Social Design Minor Visioning Committee. 2019-2020

Alchemy Accelerator Visioning Committee. 2019-2020

Provost’s Inaugural Entrepreneurship & Technology Transfer Discovery Partners Institute (DPI) Cross Cutting Area Working Group. 2018-2019

Campus-Wide Committee on Fostering Entrepreneurship between UIUC, the Discovery Partners Institute & Tel Aviv University (Concept Note). Lead. 2018

Provost’s Entrepreneurship Roundtable, Co-Chair. 2017-present

Featured Speaker, Celebration of Women Faculty at Illinois. 2017

##### **Gies College of Business**

Gies Values Ambassador Training. 2021

Undergraduate Faculty Council. 2019-2022

Guest Speaker, Doctoral Course on Research Methods (BADM 590). 2021

Gies Dialogue Discussion on Tenure, Panelist. 2020

Participant, Dean’s Vision, Mission & Values Workshop. February 2018

Search Committee for Academy of Entrepreneurial Leadership Position. 2017-2018

##### **Carle-Illinois College of Medicine**

Search Committee for (select) Health Innovation Professors. 2021

##### **Department**

Search Committee for Faculty Positions in Strategy, Member. 2021-2022

Search Committee for Faculty Positions in Strategy, Member. 2019-2020

Departmental Advisory Committee, Member (elected). 2020-2022

Fulbright Committee Member for Thomas Deberge (doctoral student). 2019

Departmental Advisory Committee, Member (elected). 2017-2018

Facilitator, Business Administration Department Retreat. 2017

Search Committee for Faculty Positions in Strategy, Member. 2017-2018

Illinois Event at the Academy of Management Conference, Organizer. August 2017



iMBA Course Segment on User Entrepreneurship. Spring 2017  
Search Committee for Business Administration Department Head, Member. 2016-2017  
Master's Programs Committee, Member. 2016-2017  
Academic Integrity Committee, Member. 2015-2017  
Search Committee for Lecturer Positions in Strategy, Member. 2015-2016  
Teaching Enrichment Session on "Developing Your Research Pipeline" for doctoral students. Fall 2016  
Doctoral Student Pre-Seminar, Facilitator (organize and participate in weekly seminars where doctoral students circulate and present their research). Fall 2014, Fall 2015, Fall 2016  
Doctoral Student Selection Committee, Member. Spring 2015, Spring 2016  
Graduate Studies Committee, Member. 2006-2007  
Undergraduate Studies Committee, Member. 2006-2007  
Organizational Behavior Research Seminar, Coordinator. 2004-2006  
Search Committee for Faculty Positions in Organizational Behavior, Member. 2003-2007  
Search Committee for Faculty Positions in Technology & Entrepreneurship, Member. 2004-2005

### **University of Washington, Seattle**

#### ***University***

ADVANCE Faculty Peer Mentoring Workshop, Panelist. 2011

#### ***College***

Session on "Qualitative Methods" for Marketing doctoral students. 2012

#### ***Department***

Session on "What is Good Data?" for Management & Organization doctoral students. 2012

Management & Organization Department Name Change Taskforce, Member. 2012

MBA Entrepreneurship Curriculum Committee, Member. 2011

Undergraduate Entrepreneurship Curriculum Committee, Member. 2011

West Coast Research Symposium Doctoral Workshop, Co-Chair. 2009, 2010, 2011

Doctoral Student Selection Committee, Member. 2008, 2009, 2010, 2011, 2012

Search Committee for Lecturer Position in Strategy, Member. 2011

Search Committee for Faculty Position in Entrepreneurship & Strategy, Member. 2009-2010

Search Committee for Faculty Position in Strategy, Member. 2007-2008

### **Talks/Workshops on Innovation & Entrepreneurship Presented to University Groups**

Doctoral Student Course Session on Innovation & Entrepreneurship Research, Stanford University, 2019

Student Primer: Community, Creativity & #GiveFirst, The University of Colorado Law School, 2018

iVenture Accelerator, Session on User Innovation & Entrepreneurship, University of Illinois, 2017

Program in Technology Commercialization, University of Washington, 2012

Transforming Organizations through Digital Media, University of Washington, 2012

Program in Technology Commercialization - Biomedical Commercialization, University of Washington, 2011

Science & Engineering Business Association, University of Washington, 2011

Emerging Markets in Digital Media, University of Washington, 2010

Center for Innovation and Entrepreneurship Alumni Event, University of Washington, 2010

MBA Twilight Talk, University of Washington, 2009

Alumni Event (Portland, OR), University of Washington, 2008

MBA Student Study Tour, Gordon Institute of Business Science, 2008