

**JAKE B. GRANDY**  
Walton College of Business  
University of Arkansas  
(updated Apr. 2020)

**EMPLOYMENT**

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**University of Arkansas, Walton College of Business**

May 2020-present      Assistant Professor of Entrepreneurship

**California State University Long Beach, College of Business**

July 2017- May 2020      Assistant Professor of Management and Human Resources

**EDUCATION**

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June 2017                  UNIVERSITY OF SOUTHERN CALIFORNIA                  Los Angeles, CA  
*Ph.D. in Management and Organization*

Jan 2007                  UNIVERSITY OF NEW MEXICO                                  Albuquerque, NM  
*MA in Environmental Economics*

May 2003                  UNIVERSITY OF BRITISH COLUMBIA                          Vancouver, BC  
*MS in Ecology*

May 1998                  UNIVERSITY OF BRITISH COLUMBIA                          Vancouver, BC  
*BS in International Resource Systems*

**RESEARCH INTERESTS**

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Entrepreneurship, Strategic Management, Corporate Social Responsibility

Dissertation Title:                  Essays in Non-market Strategy and Entrepreneurship  
Dissertation Committee:              Shon Hiatt, Violina Rindova, Nan Jia, Nandini Rajagopalan

**PUBLICATIONS**

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“State Agency Discretion and Entrepreneurship in Regulated Markets.” With Shon Hiatt *Administrative Science Quarterly*, forthcoming.

Woo, H. & Grandy, J. forthcoming. Nikola Motors: a Case Study in Bundling as a Market Entry Strategy. *Journal of Business Strategy*, forthcoming.

Hiatt, S., Grandy, J., & Lee, B. 2015. Organizational Responses to Public and Private Politics: An Analysis of Climate Change Activists and U.S. Oil and Gas Firms. *Organization Science*, 26: 1769-86.

Hiatt, S. & Grandy, J. 2015. Book Review: From social movement to moral market: How circuit riders sparked an I.T. revolution and created a technology market by P. McNerney. *Organization Studies*, 36(6): pp. 831-834.

Hiatt, S. & Grandy, J. 2014. Institutional Uncertainty as Public Politics: Climate Change Hearings and New Technology Development. *Academy of Management Best Paper Proceedings*.

Broadbent, C.D., J.B. Grandy, and R.P. Berrens. 2010. Testing for Hypothetical Bias in a Choice Experiment: Valuing Riparian Forest Restoration on the Middle Rio Grande. *International Journal of Ecological Economics and Statistics*, 19:1-19

Brookshire, D., Brand, A., Thacher, J., Dixon, M., Stromberg, J., Lansey, K., Goodrich, D., McIntosh, M., Grandy, J., Stewart, S., and Izon, G. 2007, Integrated Modeling and Ecological Valuation: Application in the Semi-Arid Southwest. *Proceedings of EPA Valuation for Environmental Policy: Ecological Benefits*.

## **WORKING PAPERS**

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“Entrepreneurship in Regulated Markets: Legitimation strategies in Market and Non-Market Environments” (*Completed manuscript, preparing for submission to Academy of Management Review*).

“State Agency Discretion and the Radical Flank: An Examination of Stakeholder Opposition to New Hydroelectric Facilities.” With Shon Hiatt (*Completed manuscript, preparing for submission to Academy of Management Journal*).

“Appealing to the Wrong stakeholder? The Uneven Returns of Transparency in Voluntary Disclosure” With Joel Andrus and Patrick Callery (*Completed Manuscript, preparing for submission to Strategic Management Journal*).

“Going with the Flow or Swimming Upstream? The Effect of Regulatory Discretion on New Technology Development in U.S. Tidal Power Industry.” (*Analyzing data*).

“From Legitimation to Differentiation: Strategic Decertification in the U.S. Organic Food Industry” with Brooke Lahneman (*Analyzing data*).

“Social and Shareholder Activism: Corporate Governance and Performance Implications” with Joel Andrus (*Analyzing data*).

“Environmental Capabilities and Stakeholder Scrutiny: New Venture Performance in Industries with Environmentally Harmful Inputs” (*Collecting data*).

## **AWARDS AND HONORS**

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Best Paper Award, 2019, Sustainability, Ethics and Entrepreneurship Annual Conference for “State Agency Discretion and the Radical Flank: An Examination of Stakeholder Opposition to Hydroelectric Facilities” with Shon Hiatt.

Best Dissertation Award 2017, Academy of Management Organizations and the Natural Environment Division.

Best Dissertation Award, 2017, Industry Studies Association.

Best Reviewer, 2017, Academy of Management Organizations and the Natural Environment Division.

2016 Kauffman Dissertation Fellowship (\$25,000), awarded to support dissertations in the area of entrepreneurship.

2016 Greif Center Entrepreneurial Research Award (\$2,500)

Best Reviewer, 2015, Academy of Management Organizations and the Natural Environment Division.

Best Paper Award, 2014 Academy of Management Organizations and the Natural Environment Division for: "Institutional Uncertainty as Public Politics: Climate Change Hearings and New Technology Development" with Shon Hiatt.

Graduate Assistantship, USC Marshall School of Business, offered in recognition of academic achievement, 2012-present.

### CONFERENCE PRESENTATIONS

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Market and Reputational Impact of Transparency in Voluntary Environmental Disclosure.

- Strategic Management Paper Development Workshop, Paris, France, September 2018

Regulatory Discretion and New Venture Outcomes: An Examination of the U.S. Hydroelectric Power Sector, 1970-2014.

- Strategic Management Society Annual Conference, Houston, TX, October 2017
- Academy of Management Annual Conference, Atlanta, GA, August 2017
- Kauffman Emerging Scholars Conference, Kansas City, MO, February, 2016
- Sustainability Ethics and Entrepreneurship Conference, Denver, CO, May, 2016
- ARCS-Ivey Ph.D. Academy, London, ON, 2015.

Fighting on Two Fronts: Entrepreneurship in Regulated Environments.

- Strategic Management Society Annual Conference, Houston, TX, October 2017
- Academy of Management Annual Conference, Atlanta, GA, August 2017
- Sustainability Ethics and Entrepreneurship Paper Development Workshop, Denver, CO, May, 2016

Political Structures and the Pattern of Stakeholder Activism: Regulatory Discretion and External Stakeholder Opposition to U.S. Hydroelectric Facilities.

- Sustainability, Ethics and Entrepreneurship Conference, Miami, 2019
- Strategy and the Business Environment Conference, Wharton School of Business, 2018
- Sustainability, Ethics and Entrepreneurship Conference, Washington DC, 2018
- Movements and Markets PDW, Academy of Management Annual Meeting, Anaheim, CA, 2016

AOM-Organizations and the Natural Environment Division Doctoral Consortium, Vancouver, BC, 2015

Social Movements, Stakeholders, and Non-Market Strategy, PDW Facilitator, Academy of Management Annual Meeting, Vancouver, BC, 2015.

Institutional Uncertainty as Public Politics: Climate Change Hearings and New Technology Development.

- Academy of Management Annual Meeting, Philadelphia, PA, August, 2014 *Best Paper Award*
- Jr. Org. Theory Workshop, Berkeley, CA, November, 2014
- Reputations NGOs Conference. Oxford Centre for Corporate Reputation, UK, July 2014.
- Sustainability, Ethics and Entrepreneurship Conference, Denver, CO, 2015.

Ph.D. Student Workshop, West Coast Research Symposium, Seattle, WA, 2013.

Dissertation Workshop, West Coast Research Symposium, Seattle, WA, 2016.

## TEACHING

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### Courses Taught:

- Entrepreneurship and New Venture Creation
- Strategic Management Undergraduate Capstone
- Sustainable Business Management
- Organization Theory
- Global Strategy
- Policy Formulation and Implementation

## PROFESSIONAL SERVICE

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Program Team Member: Academy of Management Organizations and the Natural Environment Division 2017-present.

Reviewer: *Organization Science*, *Journal of Management Studies*, Academy of Management Annual Meeting 2014 - 2017, Strategic Management Society Annual Meeting 2014 - 2018, Alliance for Research in Corporate Responsibility Annual Meeting 2014-2018.

Program Team Member: Industry Studies Association, Early Career and Doctoral Consortium, 2019-present.