

JAKE B. GRANDY
Walton College of Business
University of Arkansas
(updated Aug. 2023)

EMPLOYMENT

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

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

Entrepreneurship, Nonmarket Strategy, Corporate Social Responsibility, Nascent Markets, Stakeholder Management, Business-government Relations.

PUBLICATIONS

Grandy, J. B., & Hiatt, S. R. (2023). The Radical Flank Revisited: How Regulatory Discretion Shapes the Effectiveness of Social Activism on Business Outcomes. *Organization Science*.

Murphy, M, Grandy, J, & Shin, J. (2023). Brand Activism and the Growth of High-performing Entrepreneurial Ventures. *Frontiers of Entrepreneurship Research*.

Grandy, J. B. (2023). Gal Beckerman. The Quiet Before: On the Unexpected Origins of Radical Ideas. *Administrative Science Quarterly*, 68(2):35–38.

Callery, P, Andrus, J, & Grandy, J. (2023). The uneven returns of transparency in voluntary nonfinancial disclosures. *Organization & Environment*, 36(1):39-68.

Grandy, J & Younger S. (2022). Caught in Transition Market Category Stagnation and New Venture Strategies in Regulated Markets. *Frontiers of Entrepreneurship Research*, 205-2010

Woo, H. & Grandy, J. 2021. Nikola Motors: a Case Study in Bundling as a Market Entry Strategy. *Journal of Business Strategy*, 42(1):59-68.

Grandy, J. & Hiatt, S. 2020. State Agency Discretion and Entrepreneurship in Regulated Markets. *Administrative Science Quarterly*, 65(4):1092-1131.

Grandy, J & Hiatt, S. 2020. When public agencies are free to decide, entrepreneurs are more likely to get a licence. *LSE Business Review*, 29 May.

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. McInerney. *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

“The Radical Flank Revisited: How Institutional Arrangements Shape the Effectiveness of Social Movement Tactics on Business Outcomes” With Shon Hiatt (*Under review*).

“Regulatory Hacking: Non-market Strategies in Nascent Markets” (*Completed manuscript, preparing for submission*).

"Regulatory Ambiguity and Entrepreneurship in the US Geothermal Sector" With Shon Hiatt (*Revising manuscript*).

“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 Wine Industry” (*Analyzing data*).

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

“Tech Startups as Brand Activists: Market and Nonmarket Capabilities for Corporate Sociopolitical Activism” With Maurice Murphy (*Analyzing data*).

“Caught in Transition: Market Category Stagnation and New Venture Strategies in Regulated Markets” With Shannon Younger (*Collecting Data*)

“Entrepreneurship in Institutional Voids” (*Collecting Data*)

“Innovation Performance After Misbehavior: An examination of the medical device industry” (*Collecting data*)

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

AWARDS AND HONORS

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

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

Courses Taught:

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

PROFESSIONAL SERVICE

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.