

Douglas Paul Hannah

McCombs School of Business | University of Texas at Austin
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EDUCATION

Stanford University, Stanford, CA 2009 – 2016

Ph.D. in Organizations, Technology, and Entrepreneurship

- Committee: Kathleen Eisenhardt (chair), Riitta Katila, Charles Eesley
- Dissertation: *Firm Strategy in Early-Stage Ecosystems*

Stanford University, Stanford, CA 2007 – 2009

Masters of Science in Management Science and Engineering

Dartmouth College, Hanover, NH 2001 – 2005

Bachelor of Arts in Environmental Studies, with Honors

ACADEMIC POSITIONS

Assistant Professor of Management July 2015 – Pres.

McCombs School of Business, The University of Texas at Austin

RESEARCH

Hannah D., R. Bremner, and K. Eisenhardt. 2016. Resource redeployment in business ecosystems. In *Advances in Strategic Management* (T.B. Folta, C. E. Helfat, and S. Karim, Eds), Emerald Group Publishing. London.

Hannah, D. and K. Eisenhardt. “How firms navigate cooperation and competition in nascent ecosystems.” 2015 *Academy of Management Best Paper Proceedings*, BPS Division. *Second round revise and resubmit at SMJ.*

- Winner, Distinguished Student Paper Award, BPS Division, 2015

Hannah, D. and H. Piezunka. “Getting ahead by falling behind: A set-theoretic model of search-based competition.” 2014 *Academy of Management Best Paper Proceedings*, TIM Division. *Working paper.*

Hannah, D. “Puzzle and pieces: Entrepreneurial strategy in nascent ecosystems.” *Working paper.*

Hannah, D., K. Eisenhardt, and R. Tidhar. “Developing theory through formal modeling.” *Working paper.*

Hannah, D. “Value creation and capture in a world of bottlenecks.” *Working paper.*

EARLY STAGE PROJECTS

Hannah, D. “Missionaries and mercenaries: Founder motivation and ecosystem construction.” *Data collected, analysis and writing underway.*

Lim, S., and **D. Hannah.** “Entrepreneurial entry into established ecosystems: An investigation of strategies adopted by digital health entrepreneurs.” *Data collected, analysis underway.*

OTHER PUBLICATIONS

Eisenhardt, K., R. Bremner, and **D. Hannah**. Forthcoming. “Firm Strategy in Business Ecosystems: An Empirical Review.” In *Collaborative Strategy: A Guide to Strategic Alliances*. L. Mesquita, J. Reuer, and R. Ragozzino, eds.

Eesley, C. and **D. Hannah**. 2012. Review of: *Winds of Change: The Environmental Movement and the Global Development of the Wind Energy Industry*. By Ion B. Vasi. *Administrative Science Quarterly*.

AWARDS AND GRANTS

Research Awards and Fellowships

- The Mackenzie Family Fellowship Fund (2014)
- Stanford Technology Ventures Program Fellowship (2011, 2013)
- Stanford Gerald J. Lieberman Fellowship (2012)
- MAP Sustainable Energy Fellowship (2008)
- Downey Family Prize for Excellence in Independent Research (2005)

Other Awards and Recognition

- McCombs Undergraduate Business Council, Faculty Honor Roll (Spring 2016)
- Best Reviewer Award, Technology and Innovation Management (TIM) Division (2013, 2014)
- Outstanding Reviewer Award, Business Policy and Strategy (BPS) Division (2013, 2014, 2015)
- Phi Beta Kappa, Dartmouth College (2005) – top 10% of students.

Research Grants

- Department of Energy, Solar Energy Evolution and Diffusion Studies SEEDS II Grant (2016)
- Herb Kelleher Center for Entrepreneurship Research Grant, McCombs School of Business (2015)
- Undergraduate Research Assistant Grant, McCombs School of Business (2015)
- Mellon Foundation Grant for Independent Research, Dartmouth College (2004)
- Dickey Center Research Fellowship, Dartmouth College (2004)

PRESENTATIONS AND CONFERENCE ACTIVITIES

*Denotes presentation by coauthor.

Hannah, D. and K. Eisenhardt. “How Firms Navigate Cooperation and Competition in Nascent Ecosystems.”

- *University of Maryland (Smith), College Park, MD, 2014*
- *University of Oregon (Lundquist), Eugene, OR, 2014*
- *University of Texas (McCombs), Austin, TX, 2014*
- *University of Southern California (Marshall), Los Angeles, CA, 2015*
- *University of Navarra (IESE), Barcelona, Spain, 2015*
- *University of Pennsylvania (Wharton), Philadelphia, PA, 2015*
- *University of North Carolina (Kenan-Flagler), Chapel Hill, NC, 2015*
- *Sumantra Goshal Conference, London School of Business, 2015**
- *Academy of Management, Vancouver, BC, 2015*
- *West Coast Research Symposium, Seattle, WA, 2015*
- *BYU-Utah Winter Strategy Conference, Park City, UT, 2016*
- *Northwestern University (Kellogg), Evanston, IL, 2016**

- *Boston College (Carroll), Chestnut Hill, MA, 2016**
- *Strategic Management Society, Rome, Italy, 2016*
- *Strategic Management Society, Berlin, Germany, 2016*

Hannah, D. and H. Piezunka. “Getting Ahead by Falling Behind: A Model of Search-based Competition.”

- *Stanford University (MS&E), Stanford, CA, 2014*
- *Academy of Management, Philadelphia, PA, 2014*

Hannah, D. “Puzzles or Pieces: Entrepreneurial Strategy in Nascent Ecosystems.”

- *Consortium for Cooperation and Competitiveness, Kansas City, MO, 2013*
- *Academy of Management, Orlando, FL, 2013*

Hannah, D., R. Bremner, and K. Eisenhardt. “Resource Redeployment in Business Ecosystems.”

- *McCombs School of Business, Management Department, Austin, TX, 2015*
- *University of Strasbourg Institute for Advanced Study, Strasbourg, France, 2015*
- *Academy of Management, Anaheim, CA, 2016**

Hannah, D. “Value Creation and Capture in a World of Bottlenecks.”

- *Wharton Technology and Innovation Conference, Philadelphia, PA, 2015*
- *Strategic Management Society Special Conference, Rome, Italy, 2016*
- *Sumantra Goshal Conference, London School of Business, 2016*

UNIVERSITY OF TEXAS TEACHING

MAN 374	General Management and Strategy (2016)	Avg. Instructor Rating: 5.0/5
MAN 374H	General Management and Strategy (2016)	Avg. Instructor Rating: 4.9/5

Designated to the Spring 2016 Faculty Honor Roll by the McCombs Undergraduate Business Council

STANFORD GUEST INSTRUCTOR AND ASSISTANTSHIPS

MS&E 175	Creativity and Innovation
MS&E 180	Organizational Behavior
MS&E 190	Methods and Models for Policy and Strategy
MS&E 270	Strategy in Technology-based Companies
MS&E 446	Policy and Economics Research Roundtable
MS&E 294	Climate Policy Analysis
CEE 207A	Energy Resources Engineering

PROFESSIONAL ACTIVITIES AND SERVICE

Reviewer

- Ad hoc reviewer for Strategic Management Journal
- Ad hoc reviewer for Organization Science
- Ad hoc reviewer for Strategic Entrepreneurship Journal
- Ad hoc reviewer for Advances in Strategic Management
- Reviewer for Academy of Management Annual Meeting (BPS and TIM Divisions)

Stanford University Service

- Student Representative, Stanford Board on Judicial Affairs (2013-2014)
- Co-organizer, Stanford Technology Ventures Program Research Day (2009-2014)
- Cofounder, Stanford Green Fund (2007-2008)

University of Texas Service

- Member, Undergraduate Entrepreneurship Minor Committee (2015-2017)
- Member, Management Department Executive Committee (2016-2017)
- Coordinator, Management Department Work in Progress Seminar (2016-2017)

ADDITIONAL EXPERIENCE

Natural Resources Defense Council (Washington, DC) <ul style="list-style-type: none">• Research Fellow (federal energy policy)	2008
Energy Modeling Forum (Stanford, CA) <ul style="list-style-type: none">• Research Assistant (climate modeling and policy analysis)	2007 – 2009
The Cadmus Group (Watertown, MA) <ul style="list-style-type: none">• Policy Analyst (federal and state environmental policy)	2005 – 2007
The Big Green Bus (Hanover, NH) <ul style="list-style-type: none">• Cofounder, Advisor (student environmental advocacy)• National outreach organization housed at Dartmouth College, supporting energy independence, environmental awareness, and social justice to an audience in the tens of thousands every year through student programs and multimedia outreach efforts. Website: www.thebiggreenbus.org.	2004 – 2014