

Andy Wu

OFFICE ADDRESS:
Morgan Hall 242
Soldiers Field Road
Boston, MA 02163

PHONE: (781) 266-8088
FAX: (781) 862-2640
EMAIL: awu@hbs.edu
WEB: andywuandywu.com

PERMANENT ADDRESS:
5 Appletree Lane
Lexington, MA 02420

ACADEMIC EMPLOYMENT

Harvard University Boston, MA
Strategy Unit, Harvard Business School 2016–Present
Assistant Professor of Business Administration

The Wharton School of the University of Pennsylvania Philadelphia, PA
Mack Institute for Innovation Management 2016–Present
Academic Senior Fellow

EDUCATION

The Wharton School of the University of Pennsylvania Philadelphia, PA
Business Economics and Public Policy Department 2011–2016

Doctor of Philosophy (Ph.D.) in Applied Economics

- Dissertation: *Organizational Resource Assembly in Technology Ventures*
- Committee: David H. Hsu (Chair), Joseph E. Harrington, Jr. (Supervisor), Harbir Singh, Vikas A. Aggarwal, Laura Huang

Master of Science (M.S.) in Applied Economics & Managerial Science 2011–2013

Massachusetts Institute of Technology (M.I.T.) Cambridge, MA
Bachelor of Science (S.B.) in Economics and in Mathematics 2008–2011

- GPA: 4.8/5.0, SAT: 2400/2400
- Thesis: *State Alcohol Excise Taxes: Effects on Consumption and Traffic Fatalities*, MIT Undergraduate Economics Journal

RESEARCH AND TEACHING INTERESTS

Entrepreneurship, Technological Innovation, Strategic Management,
Organizational Economics, and Corporate Finance

HONORS, FELLOWSHIPS, AND GRANTS

AOM BPS Robert J. Litschert Award Best Doctoral Student Paper Award (2016)
AOM William H. Newman Award for Best Paper Based on a Dissertation Nominee (2016)
Academy of Management Best Paper Proceedings (2016)
Dr. Andy Binns Award for Outstanding Service to Graduate and Professional Student Life (2016)
Strategic Management Society Best Conference Paper Finalist (2015)
Kauffman Dissertation Fellowship (2015)
Social Enterprise @ Goizueta Research Colloquium Best Paper (2015)
Wharton Risk Center Russell Ackoff Fellowship (2015)
INSEAD-Wharton Center for Global Research and Education Grant (2015, 2016)
Penn Prize for Excellence in Graduate Teaching (2014)
Certificate in College and University Teaching (2014)

President Gutmann Leadership Award (2014)
Wharton Doctoral Travel Grant (2014)
Mack Institute for Innovation Management Research Grant (2012, 2013, 2014, 2016)
NSF Graduate Research Fellowship Honorable Mention (2011)
Wharton Doctoral Fellowship (2011)
MIT Burchard Scholar (2010)

PUBLICATIONS

Wu, A. (2016). "Organizational Decision-Making and Information: Angel Investments by Venture Capital Partners," *Academy of Management Best Paper Proceedings*. Forthcoming.

WORKING PAPERS AVAILABLE UPON REQUEST

Organizational Decision-Making and Information: Angel Investments by Venture Capital Partners

AOM BPS Robert J. Litschert Award Best Doctoral Student Paper Award (2016)
AOM William H. Newman Award for Best Paper Based on a Dissertation Nominee (2016)
Academy of Management Best Paper Proceedings (2016)
SMS Best Conference Paper Finalist (2015)
Social Enterprise @ Goizueta Research Colloquium Best Paper (2015)
Link: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2656896

R&D Production Team Organization and Firm-Level Innovation

with David H. Hsu (*The Wharton School, Dept. of Management*) & Vikas A. Aggarwal (*INSEAD, Dept. of Entrepreneurship and Family Enterprise*)

Link: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2553265

The Structure of Board Committees

with Kevin Chen (*University of Pennsylvania, Dept. of Economics*)

Link: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2646016

Social is the New Financial: How Startups' Social Media Activities Influence Funding Outcomes

with Fujie Jin (*Indiana University, Dept. of Operations & Decision Technologies*) & Lorin Hitt (*The Wharton School, Dept. of Operations, Information, and Decisions*)

Skilled Immigration and Firm-Level Innovation: Evidence from H-1B Lottery

CONFERENCE PRESENTATIONS AND INVITED TALKS

Organizational Decision-Making and Information: Angel Investments by Venture Capital Partners

- Strategic Management Society Annual International Conference (SMS Best Conference Paper Prize Finalist) (Denver, CO) (2015)
- INFORMS Annual Meeting (Philadelphia, PA) (2015)
- Academy of Management Annual Meeting ENT Division Symposium (Vancouver, BC) (2015)
- Social Enterprise @ Goizueta Research Colloquium (Best Paper) (Atlanta, GA) (2015)
- London Business School TADC (London, UK) (2015)
- University College London (London, UK) (2015)
- University of Washington (Seattle, WA) (2015)
- Harvard University (Boston, MA) (2015)

- New York University (New York, NY) (2016)
- INSEAD (Singapore, SG) (2016)
- Kauffman Emerging Scholars Conference (Kansas City, MO) (2016)

R&D Production Team Composition and Firm-Level Innovation

with *David H. Hsu (The Wharton School, Dept. of Management)* & *Vikas A. Aggarwal (INSEAD, Dept. of Entrepreneurship and Family Enterprise)*

- West Coast Research Symposium on Technology Entrepreneurship (Seattle, WA) (2015)
- DRUID15 Conference Rome on the Relevance of Innovation (Rome, IT) (2015)
- Strategic Management Society Annual International Conference (Madrid, ES) (2014)
- Academy of Management Annual Meeting TIM Division (Philadelphia, PA) (2014)
- London Business School TADC (London, UK) (2014)
- INFORMS Annual Meeting Strategy Science Track (Nashville, TN) (2016)

The Structure of Board Committees

with *Kevin Chen (University of Pennsylvania, Dept. of Economics)*

- AAA Management Accounting Section (Dallas, TX) (2015)
- London Business School TADC (London, UK) (2016)
- Wharton Customer Analytics Initiative and Equilar Corporate Management and Board Analysis Symposium (San Francisco, CA) (2016)
- Academy of Management Annual Meeting BPS Division (Anaheim, CA) (2016)
- Strategic Management Society Annual International Conference (Berlin, DE) (2016)

Social is the New Financial: How Startups' Social Media Activities Influence Funding Outcomes

with *Fujie Jin (Indiana University, Dept. of Operations & Decision Technologies)* & *Lorin Hitt (The Wharton School, Dept. of Operations, Information, and Decisions)*

- INFORMS Annual Meeting (Philadelphia, PA) (2015)
- Indiana University (Bloomington, IN) (2016)
- Arizona State University (Tempe, AZ) (2016)
- Hong Kong University of Science and Technology (Hong Kong, CN) (2016)
- Chinese University of Hong Kong (Hong Kong, CN) (2016)
- NBER Summer Institute Economics of Information Technology and Digitization Workshop (Cambridge, MA) (2016)
- West Coast Research Symposium on Technology Entrepreneurship (Seattle, WA) (2016)

Skilled Immigration and Firm-Level Innovation: Evidence from H-1B Lottery

- Strategic Management Society Annual International Conference (Denver, CO) (2015)
- Academy of Management Annual Meeting TIM Division (Vancouver, BC) (2015)

Do Incumbent Firms Have A Midas Touch for Startups? A Two-Sided Matching Model of Incumbent-Entrepreneur Alliances in the Biotechnology Industry

- Academy of Management Annual Meeting ENT Division (Philadelphia, PA) (2014)

TEACHING EXPERIENCE

ENTREPRENEURSHIP & STRATEGY

MGMT 801 Entrepreneurship (EMBA, MBA), *Teaching Assistant* Summer 2012—Summer 2015

- Emphasis on applying and synthesizing concepts and techniques from strategy, finance, accounting, managerial economics, marketing, operations, and org. behavior in the context of new venture development
- Served 19 times with Prof. David Hsu (EMBA: Summer 2012, Fall 2012, Summer 2013, Summer 2015 for 2 sections) (MBA: Fall 2013 for 2 sections) and Prof. Laura Huang (EMBA: Summer 2016) (MBA: Spring 2014 for 6 sections, Spring 2015 for 6 sections, Spring 2016 for 3 sections)

MGMT 612 Management of Emerging Enterprise (MBA), *Teaching Assistant* Spring 2015

MGMT 806 Formation and Implementation of Entrepreneurial Ventures (EMBA), *Teaching Assistant* Fall 2014

Knowledge @ Wharton Introduction to Entrepreneurship (HS), *Instructor* Summer 2015

LBW Introduction to Management (HS), *Instructor* Summer 2015

HEALTHCARE ENTREPRENEURSHIP

HCMG 858 Healthcare Marketing (MBA), *Teaching Assistant* Fall 2014

HCMG 391 Healthcare Entrepreneurship (UG), *Teaching Assistant* Fall 2014

VBMA Veterinary Entrepreneurship (VMD), *Instructor* Fall 2013—

VBMA Veterinary Economics (VMD), *Instructor* Spring 2015

- Designed and taught custom courses for Penn School of Veterinary Medicine Business Certificate program

ECONOMICS & FINANCE

BEPP 250 Managerial Economics (UG), *Instructor* Spring 2014

- Received university prize for recognition of teaching impact
- Intermediate microeconomics; focus on applications to managerial decision-making

BEPP 305 Risk Management (UG, MBA, Law), *Teaching Assistant* Fall 2012

- Undergraduate & MBA economics concepts and techniques to manage org. risks

14.A03 The Economics of Mutual Funds, *Teaching Assistant* Fall 2009

OTHER

MAS.A19 Designing Consumer Electronics, *Teaching Assistant* Fall 2010

TEACHING MATERIALS

Pressed Juicery: Managing Growth, Wharton Case 2015
with *David H. Hsu (The Wharton School, Dept. of Management)*

Cotopaxi: Social Enterprise, Wharton Case 2016
with *Laura Huang (The Wharton School, Dept. of Management)*

PROFESSIONAL AFFILIATIONS

Academy of Management, Strategic Management Society, American Economic Association,
Institute for Operations Research and the Management Sciences

REFEREE DUTIES *Ad Hoc*

Management Science, Academy of Management (ENT, TIM)

RESEARCH EMPLOYMENT

The Wharton School, Dept. of Management, *Research Assistant* Philadelphia, PA
Prof. David Hsu, Entrepreneurship & Innovation 2011–2015

University of Michigan Dept. of Economics, *Research Assistant* Ann Arbor, MI
Prof. Jeremy T. Fox, Industrial Organization & Matching Games 2013–2014

INSEAD Dept. of Entrepreneurship and Family Enterprise, *Research Assistant* Font., FR
Prof. Vikas A. Aggarwal, Strategy & Entrepreneurship 2011–2013

MIT Department of Economics, *Research Assistant* Cambridge, MA
Prof. Jonathan Gruber, Public Finance & Public Policy 2009–2010
Prof. David H. Autor, Labor and Real Estate Economics 2011
Prof. Peter Temin, Economic History & Labor 2008

INDUSTRY EMPLOYMENT

IDENTIFIED Technologies Corporation , <i>Founding Director</i>	Pittsburgh, PA
▪ Advise CEO on strategy, financing, legal (IP), and sales issues	2013–Present
MassChallenge, Inc. , <i>Business Development</i>	Boston, MA
▪ Advised CEO and Director on strategy and financial projections for growth	2011
The Peter J. Solomon Company , <i>Investment Banking Analyst</i>	New York, NY
▪ Advised on sell-side M&A transactions	2010
Office of Governor Deval Patrick , <i>Staffer</i>	Boston, MA
▪ Prepared Governor’s daily briefing	2009
Consortium for Energy Efficiency , <i>Database Analyst</i>	Boston, MA
▪ Examined utility and appliance industry and trade groups	2009
MIT Information Center , <i>Tour Guide</i>	Cambridge, MA
▪ Led weekly campus tours	2008–2011
Vivox Inc. , <i>Consumer Strategy</i>	Framingham, MA
▪ Evaluated Voice over IP (VoIP), telecommunications, and gaming industries	2008
State Rep. Jay R. Kaufman/MA Joint Comm. on Public Service , <i>Staffer</i>	Boston, MA
▪ Represented and corresponded with constituents in bureaucratic disputes	2007
Belmont Country Club , <i>Caddy</i>	Belmont, MA
▪ Advised on golf strategy and carried bags	2007

INSTITUTIONAL SERVICE

Trustees of the University of Pennsylvania, Representative	2013–2016
<ul style="list-style-type: none"> ▪ Represented constituents to Board with governance and fiduciary duties ▪ Focused on academic policy and facilities/campus planning 	
Graduate Council of the Faculties, Representative	2015–2016
<ul style="list-style-type: none"> ▪ Advised Penn Vice Provost for Education on university-wide PhD program evaluation and certification of all PhD degrees 	
Penn Graduate and Professional Student Assembly, Wharton Representative	2011–2016
<ul style="list-style-type: none"> ▪ Served on the Research Student Council, Finance Committee, President’s Award Grant Committee, and G12 Synergy Fund Committee 	
Business Economics and Public Policy Quinquennial Review Committee, PhD Representative	2015–2016
Veterinary Innovation Challenge, Senior Advisor	2013–2014
MIT Educational Council	2011–Present
MIT Undergraduate Economics Association, President & former Treasurer	2008–2011
MIT Everett Moore Baker House Dormitory, President	2008–2011
MIT Dormitory Council, Risk Manager & Member	2010–2011
MIT Associate Advising Program, Associate Advisor	2009–2011

PATENTS

Structure and Manufacturing Process for Unmanned Aerial Vehicle with Bennett L. M. Welker, Richard Y. Zhang & Anna W. Yang	Pending: 62/069,977	2014
Methods and Apparatus for Persistent Deployment of Aerial Vehicles with Richard Y. Zhang	Pending: 14/193,110	2014
Single-Action Three-Dimensional Model Printing Methods	Pending: 14/332,616	2014
Single-Action Three-Dimensional Model Printing Methods	Pending: 14/332,578	2014
Single-Action Three-Dimensional Model Printing Methods	Pending: 14/332,555	2014
Single-Action Three-Dimensional Model Printing Methods	Pending: 14/332,544	2014
Ground Survey and Obstacle Detection System with Richard Y. Zhang & Kelsey D. Duncombe-Smith	Pending: 13/832,540	2013
Single-Action Three-Dimensional Model Printing Methods	Issued: 8,817,332 B2	2013
On-Site Ordering System for Mobile Devices	Pending: 13/762,838	2013
Methods and Apparatus for URL Handling	Pending: 13/524,198	2012
Single-Action Three-Dimensional Model Printing Methods	Issued: 8,579,620 B2	2011

SKILLS

Stata and *R* statistical software and *MATLAB*

Familiar with *JAVA*, *Python*, *Fortran*, *VBA*, *C++*, *SQL*, *HTML* (*HTML*, *XHTML* & *CSS*), *PHP*

PERSONAL INTERESTS

Athletics: Golf, Biking, Skiing, Crew, Lacrosse, Flag Football

Activities: DJing, Bartending, Watching Documentaries, Airline Mileage Running, Mentoring

Teams: New England Patriots, Real Madrid, Chennai Super Kings

Certifications:

TIPS On Premise Alcohol Safety

American Heart Association Heartsaver® CPR AED Course

Universal Life Church Ordained Minister