

IŞIN GÜLER ARAN

Associate Professor of Strategy & Entrepreneurship
Sarah Graham Kenan Scholar

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

PhD in Management, Specialization: Strategy
Master's Degree in Managerial Science and Applied Economics

MIDDLE EAST TECHNICAL UNIVERSITY, TURKEY

MBA
Bachelor's Degree, Management

PROFESSIONAL EXPERIENCE

07/2016 – present Associate Professor, University of North Carolina at Chapel Hill
08/2012 – 06/2016 Associate Professor, Sabancı University
01/2008 – 06/2012 Assistant Professor, University of North Carolina at Chapel Hill
08/2003 – 06/2007 Assistant Professor, Boston University

HONORS

- Academy of Management International Business Division Best Paper Award, 2016
- Academy of International Business Haynes Prize for the Most Promising Scholar, Finalist, 2014
- Academy of Management Entrepreneurship Division IDEA Thought Leader Award
- Carolyn Dexter Award Entrepreneurship Division Nominee, Academy of Management 2005
- American Sociological Association's Richard W. Scott Award for Best Paper 2003
- Heizer Best Doctoral Dissertation Award, Academy of Management Entrepreneurship Division 2004
- Finalist, Best Dissertation Award, Academy of Management Business Policy and Strategy Division 2004
- SMS/Booz Allen & Hamilton Best Student Paper Prize 2002

- Finalist, McKinsey/SMS Best Conference Paper Prize 2002

REFEREED PUBLICATIONS

(Google Scholar citations: 2445 as of 1/8/2020)

1. Zhang, L., Guler, I (2019) How to Join the Club: Patterns of Embeddedness and the Addition of New Members to Interorganizational Collaborations, Administrative Science Quarterly. <https://doi.org/10.1177/0001839219834011>.
2. Khanna, R., Guler, I., Nerkar, A. (2018) Entangled Decisions: Knowledge Interdependencies and Termination of Patented Inventions in the Pharmaceutical Industry, Conditionally Accepted at Strategic Management Journal, 39(9): 2439-2465.
3. Alvarez-Garrido, E., Guler, I. (2018) Status in a Strange Land? Context-Dependent Value of Status in Cross-Border Venture Capital, Strategic Management Journal, 39(7): 1887-1911.
4. Guler, I. (2018) Pulling the Plug: The Capability to Manage Unsuccessful Investments and Firm Performance, Strategy Science, 3(3): 481-497.
5. Khanna, R., Guler, I., Nerkar, A. (2016) Fail Often, Fail Big, and Fail Fast? Learning from Small Failures and R&D Performance in the Pharmaceutical Industry, Academy of Management Journal 59: 436-459.
6. Ozmel, U., Guler, I. (2015) Small Fish, Big Fish: The Impact of Venture Capital Portfolio Composition on Affiliation Benefits, Strategic Management Journal 36(13): 2039-2057.
7. Guler, I., Nerkar, A. (2012) The Impact of Global and Local Cohesion on Innovation in the Pharmaceutical Industry, Strategic Management Journal, 33(5): 535-549.
8. Guler, I., Guillen, M.F. (2010) Home-Country Networks and Foreign Expansion, Academy of Management Journal, 53(2): 390-410.
9. Guler, I., Guillen, M.F. (2010) Institutions and The Internationalization of U.S. Venture Capital Firms, Journal of International Business Studies, 41: 185-205.
10. Guler, I. (2007) Throwing Good Money After Bad? A Multi-Level Study of Sequential Decision Making in the Venture Capital Industry. Administrative Science Quarterly, 52: 248-285. (Top 20% among all ASQ articles in terms of ISI citations)
11. Guler, I. (2007) An Empirical Examination of Management of Real Options in the U.S. Venture Capital Industry, Advances in Strategic Management, 24: 485-506.
12. Guler, I., Guillen, M., MacPherson, J.M. (2002) Global Competition, Institutions, and the Diffusion of Organizational Practices: The International Spread of the ISO 9000 Quality Certificates. Administrative Science Quarterly, 47: 207-232. (Top 5% among all ASQ articles in terms of ISI citations)

Refereed Conference Proceedings

1. Zhang, L. & Guler, I. (2015) How to Join the Club: Newcomer Familiarity, Relational Heterogeneity, and Entry into Multi-Firm Partnerships, *Academy of Management Best Paper Proceedings*.

2. Alvarez-Garrido, E. & Guler, I. (2014) Transferability of Status and Experience Advantages in International Venture Capital Investments, *Academy of Management Best Paper Proceedings*.
3. Guler, I. and Guillen, M. (2008) Transnational Connections and Strategic Choice: Venture Capital Firms' Entry into Foreign Markets (Summary), *Frontiers of Entrepreneurship Research*: 28(3): Article 8.
4. Guler, I., Guillen, M. (2005) The Internationalization of US Venture Capital Firms: An Empirical Examination. *Academy of Management Best Paper Proceedings*.
5. Guler, I. (2003) Throwing Good Money After Bad? Sequential Decision Making in the Venture Capital Industry. *Academy of Management Best Paper Proceedings*.

PRESENTATIONS

Peer reviewed Conference Presentations

A Portfolio Approach to Patent Expirations in the Pharmaceutical Industry
Academy of Management Meetings, Atlanta GA (2017)

Status in a Strange Land: Status Transfer to Foreign Markets in Cross-Border Venture Capital
Academy of Management Meetings, Anaheim CA (2016)
Strategic Management Society Meetings, Prague (2012)
20th National Management and Organization Conference Cesme (2012)

İşletme Okullarında Akreditasyonun Uluslararası Yayılımı, 1995-2010 (International Diffusion of Management School Accreditations)
23rd National Management and Organization Conference Bodrum (2015)

Small Fish, Big Fish: The Impact of Venture Capital Portfolio Composition on Affiliation Benefits,
Atlanta Competitive Advantage Conference (2011)
Israel Strategy Conference, Haifa (2010)
Strategy Research Forum, Florida (2008)

Türk Akademik İsbirligi Aginda Yapısal Fayda (Structural Advantage in Turkish Academic Collaboration Network)
19th National Management and Organization Conference Canakkale (2011)

Pulling the Plug: The Capability to Manage Unsuccessful Investments and Firm Performance
Academy of Management Annual Meetings, Chicago (2009)
BYU-University of Utah Winter Strategy Conference, Utah (2008)
Mid-Atlantic Strategy Colloquium, University of Virginia (2007)
Real Options in Entrepreneurship and Strategy Workshop, University of North Carolina at Chapel Hill (2006)
Atlanta Competitive Advantage Conference (2004)
Academy of Management Meetings, New Orleans (2004)

Home-Country Networks, Intangible Assets, and Foreign Expansion

McGill-Cornell Institutions and Entrepreneurship Conference, Montreal (2008)

Intra-Organizational Network Configuration and Value of Firms' Innovations
Strategic Research Forum, Asheville (2007)

Transnational Connections and Strategic Choice: Venture Capital Firms' Entry into Foreign Markets
Babson Entrepreneurship Conference, University of North Carolina (2008)
Academy of International Business Meeting, Milan (2008)
University of Maryland Entrepreneurship Conference (2007)

Syndication in Venture Investing
University of Maryland Entrepreneurship Conference (2008)

SMS Special Entrepreneurship Conference, Catania (2007)

Home-Country Networks, Intangible Assets, and Foreign Expansion
Academy of Management Meetings, Philadelphia (2007)

Knowledge, Institutions, and the Internationalization of the U.S. Venture Capital Industry
McGill-Cornell Institutions and Entrepreneurship Conference (2007)
Smith Entrepreneurship Conference, University of Maryland (2005)
Academy of Management Meetings, Honolulu (2005)

An Empirical Examination of Aggregate Patterns in U.S. Venture Capital Investment Decision Making
Academy of Management Meetings, Seattle (2003)
The Consortium on Competitiveness and Cooperation, Boston University (2002)
Academy of Management Meetings, Denver (2002)

Decision-making under Uncertainty: A Study of Investment Decisions in the VC Industry
Strategic Management Society Meetings, Paris (2002).

Evolution of Capabilities in the VC Industry
Strategic Management Society Meetings, Paris (2002)

The Role of Institutional Environment in the International Spread of ISO 9000 Quality Certificates
All-Academy Symposium, Academy of Management Meetings, Denver (2002)

Sequential Decision Making and Performance: A Study of Venture Capital Decision Making Processes
Academy of Management Meetings, Denver (2002)

Global Competition and Institutional Factors: The International Diffusion of ISO 9000 Quality Standards
Academy of Management Meetings, Toronto (2000)

Invited Presentations

Problem- and Solution-Focused Search Experience in Pharmaceutical R&D
Bocconi University (2019)
Carnegie School Organizational Learning Conference (2018)

Status in a Strange Land: Status Transfer to Foreign Markets in Cross-Border Venture Capital
UNC Frontiers of Entrepreneurship Conference (2017)
Northeastern University (2016)
National University of Singapore (2015)

Aalto University (2015)

Keynote Speech: *Cross-Border Venture Capital*. DRUID 2015, Rome

Connecting the Dots: The Relatedness of Failed Search Efforts and Innovative Performance

Copenhagen Business School (2016)

How to Join the Club: Newcomer Familiarity, Relational Heterogeneity, and Entry into Multi-Firm Partnerships

University of North Carolina (2016)

Rutgers University (2016)

INSEAD (2015)

Singapore Management University (2015)

The Impact of Global and Local Cohesion on Innovation in the Pharmaceutical Industry

Cass Business School, London (2014)

Small Fish, Big Fish: The Impact of Venture Capital Portfolio Composition on Affiliation Benefits

Koç University (2012)

University of Warwick (2012)

University of Pittsburgh (2009)

Duke University (2009)

Home-Country Networks, Intangible Assets, and Foreign Expansion

University of Michigan (2008)

Sabanci University (2008)

Koc University (2008)

Bilkent University (2008)

London Business School (2007)

Throwing Good Money after Bad? A Multi-Level Study of Sequential Decision Making in the Venture Capital Industry

University of North Carolina (2007)

An Empirical Examination of Aggregate Patterns in U.S. Venture Capital Investment Decision Making

Sabanci University (2004)

Boston University (2003)

London Business School (2003)

Georgia State University (2003)

Toronto University (2003)

University of Minnesota (2003)

University of Washington at Seattle (2003)

TEACHING RECORD

UNC:

2018-2020 Business Strategy (MBA Core)
 Current Topics in Strategy (PhD Seminar)

2016-2018: Strategic Management in the Modern Corporation (Undergraduate Capstone)

2010-2011 Strategic Innovation (MBA & Executive MBA elective)

2007-2009 Strategic Management (MBA & undergraduate core)

Executive Education: Marriott, Strategic Formulation and Implementation (open enrollment), Duke Energy Strategy Leadership Program, Department of Defense Joint Executive Management Program, NC Army National Guard Program, Water and Wastewater Leadership Center, Railinc

Sabanci University (2010-2016):

MGMT 401 Business Strategy (Undergraduate), SLP 550 Business Strategy (Master's), MGMT 510 Strategic Management (MBA), MGMT 413 Strategic Innovation, ORG 628 A Dynamic Perspective on Organizations and Strategy (PhD Seminar), MGMT 602 Strategic Management PhD Seminar

Executive Education: Schneider Electric, Borusan Leadership Academy, Akbank Entrepreneurship Development Program, TUBITAK Entrepreneurship Certificate Program, Avea

GRANTS

- European Union Marie Curie CRG Grant, "Limits to Transferability of Status Advantages", 2011-2015, 100,000 Euros, 100% effort
- Bilim Akademisi BAGEP (Academy of Sciences) Young Scientist Award 2014-2015, 100%
- TÜBA (Turkish Sciences Academy) GEBİP Young Scientist Award, 2013-2015, \$20,000, 100% effort
- University of North Carolina Summer Research Support, 2007-2010, 2017
- Boston University Junior Faculty Research Fund competitive grants, 2003-2007
- Mack Center for Technological Innovation research grant, The Wharton School, 2003-2004
- The Sol C. Snider Entrepreneurial Research Center research grants, Wharton School, 2000-2003
- PhD Fellowship, The Wharton School, 1998-2003

PROFESSIONAL SERVICE

Service to Discipline:

Editorial Duties

Associate Editor, *Strategic Management Journal* (2020-)
Associate Editor, *Academy of Management Annals* (2019-present)
Associate Editor, *Strategic Entrepreneurship Journal* (2017-2020)

Editorial Board Member:

Academy of Management Review (2017- present)
Administrative Science Quarterly (2009 - 2018)
Organization Science (2009 - present)

Strategic Management Journal (2009 - present)
Academy of Management Journal (2009-2012, 2016-2019)
Strategic Entrepreneurship Journal (2020-)
Journal of International Business Studies (2006)

Elected Positions

Program Chair, Strategic Management Society Cooperative Strategies Interest Group (2018-2020)
Executive Committee Member, Academy of Management STR Division (2016-2018)
Representative-At-Large at Strategic Management Society (2010-2012)
Research Committee Member, Academy of Management BPS Division (2007-2009)

Conference & Symposia Co-organized

STR Doctoral Consortium 2020 (with John Joseph)
CCC 2019 (with Rajshree Aggarwal, Mahka Moeen, Wesley Cohen)
Strategy Research Forum 2013 (with J.P. Eggers, Evan Rawley, Chris Rider)
“Making a Graceful Exit: Divestitures, Dissolutions and Withdrawals in Strategy and Organizations”
2017 (All Academy Theme Symposium, BPS Showcase Symposium, with Dan Elfenbein, Washington
University at St Louis)
"Understanding How Organizations Respond to Failure: That Which Does Not Kill Me Makes Me...?"
Academy of Management Meetings, 2009 (with J.P. Eggers, NYU)

Faculty Participant:

Learning from Failure, SMS 2019
Academy of Management STR Junior Faculty Consortium (panelist) 2019
Social Network Analysis Workshop, Istanbul 2016
SMS IACMENA Cambridge Workshop, 2015
Academy of Management International Management Doctoral Consortium (faculty mentor), 2015
Academy of Management OMT Junior Faculty Consortium (faculty mentor) 2015
Doctoral Student Consortium, Babson Entrepreneurship Conference (faculty mentor), 2008
Managing Your Dissertation Workshop, Academy of Management Meetings, 2005

Session Discussant/Chair:

“Macro-Organizational Analyses of Venture Capital “, Academy of Management Meetings 2016
“Startups and Business Model Design”, Academy of Management Meetings 2016
"Social and Ethical Issues in Venture Capital Research" Academy of Management Meetings 2016
“Quitting Time”, Atlanta Competitive Advantage Conference, 2011
“Alliances, Joint Ventures, and Networks”, Academy of Management Meetings, 2007
"Startups, IPOs and Venture Capitalists", Academy of Management Meetings, 2005
“Türkiye’deki İşletme Gruplarının Çeşitlendirme Stratejilerinde Makro Ekonomik Değişkenlerin Etkisi:
Boylamsal bir Araştırma”, 3. Örgüt Kuramı Çalıştayı, 2012

Ad-Hoc Reviewing

Journals: Management Science, American Journal of Sociology

Funding agencies: National Science Foundation

Memberships

Academy of Management, Strategic Management Society, INFORMS, Strategy Research Forum (2007-
2013)

Internal Service:

UNC: PhD Program Coordinator (2019- present), Member of Recruitment Committee, Undergraduate Capstone Course Development and Coordination, Development of Assessment of Learning materials (BUSI 412), Strategy & Entrepreneurship Seminar Series Organizer (2016-2017, 2008-2009)

Sabancı University: MBA Program Director, Recruitment Committee, University Research Council, SU Entrepreneurship Council, Undergraduate Student Advisor.

Boston University: Strategy Seminar Series Organizer, Member of Recruitment Committee

Doctoral Students

Chair:

Nazlı Şenol, Sabancı University: “Dual Institutional Environments and Organizational Practice Variation”
Cagla Bozer, Sabancı University: “Partner Selection Following a Failure: An Analysis of Turkish TV Series Industry, 1990-2015)”

Dissertation Committee Member:

Deepak Jena, UNC Chapel Hill: “Drug Hunters In The Pharmaceutical Industry: Striving For Success”

Ting Yao, UNC Chapel Hill: “Dream Maker vs. Dream Taker: Effects of Venture Capital Investors and Entrepreneurial Boards”

Rajat Khanna, UNC Chapel Hill: “Learning from Small Failures: Role of Relatedness, Search and Structure of Knowledge Base”

Mahua Guha, UNC Chapel Hill: “Dynamics of Organizational Routines in Declining Firms when Compared to Matched Survivors in the US Chemical and Allied Products Industry”

Özgür Rahşan Çetrez, Sabancı University: ‘Sociopolitical and Cognitive Legitimacy during Nascent Market Formation’

Joseph LiPuma, Boston University: “How non-financial aspects of venture capital impact the performance of internationalizing portfolio firms”

Second Year Paper Reader:

Amol Joshi, UNC

Last updated: Jan 8, 2019