

Soheil Hooshangi
Department of Management
Bryan School of Business and Economics
The University of North Carolina at Greensboro
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Education

Carnegie Mellon University, Pittsburgh, Pennsylvania, 2019

PhD in Strategy, Entrepreneurship, and Technological Change

Thesis: Entrepreneurial Decision Making: Experimental studies on entrepreneurs' confidence, predictions, and investment decisions (Advisor: George Loewenstein)

Carnegie Mellon University, Pittsburgh, Pennsylvania, 2014

MSc in Strategy, Entrepreneurship and Technological Change

Sharif University of Technology, Iran 2007

MBA

K.N.Toosi University of Technology, Iran 2004

B.Sc. in Electrical Engineering

Academic Appointments

Department of Management, Bryan School of Business and Economics, The University of North Carolina at Greensboro

Assistant Professor of Management (August 2019-Present)

Research and Teaching Interests

Research Interests

Entrepreneurial decision making
Strategic decision making

Collaboration and group decision making in strategy, entrepreneurship, and innovation
Behavioral strategy and policy making

Behavioral Economics

Primary Teaching Interests

Strategic Management

Decision Making

Entrepreneurship

Behavioral Decision Making in Business Policy and Strategy

Secondary Teaching Interests

Entrepreneurial Creativity

Research Methods (Undergraduate and graduate courses in Statistics, Econometrics, and Game Theory)

Publications in Peer-Reviewed Journals

- Canavti, Sergio, Dirk Libaers, Tang Wang, Soheil Hooshangi, and Hessam Sarooghi. 2021. The relationship between human capital and the entrepreneurial opportunity identification

- process: A meta-analysis. *Strategic Entrepreneurship Journal*, 15(3): 454-477.
- Hooshangi, Soheil, George Loewenstein. 2018. The impact of idea generation and potential appropriation on entrepreneurship: an experimental study. *Management Science*, 64(1):64-82.
 - Song, Michael, Soheil Hooshangi, Lisa Zhao, J.I.M Halman. 2014. How does technological regime affect performance of new product development?. *Journal of Product Innovation Management*, 61(S1):60-74.
 - Hooshangi, Soheil, M.R Arasti, David Hounshell, Sarah Zamani. 2013. Evolutionary learning methodology: a case study of R&D strategy development. *Technological Forecasting and Social Change* 80(5): 956-976.
 - Dowlatshahi, Shad, Soheil Hooshangi. 2010. Enabling quality management systems in the maquiladoras: an empirical analysis. *International Journal of Quality & Reliability Management*, 27(9): 981-1001.

Works in Progress (status by December 31st, 2022)

- A need-based theory of entrepreneurship, *Submitted to International Journal of Entrepreneurship and Innovation*.
- The impact of emotional content of written communications on their believability (with Hamid Nemati and Yalda Esmizadeh), *Manuscript being prepared for submission*
- Suboptimal level of collaboration in entrepreneurial ideation (with George Loewenstein). *Ready for resubmission*.
- The impact of entrepreneurial ideation on investment and information acquisition decisions. *Paper writing in progress*
- Giving credit when it is not due, *IRB submission preparation*.

Conference/Workshops/Seminars Papers and Presentations

- Keynote Speaker, Economic Society Association Conference (Pre-conference Workshop on Experimental Economics and Entrepreneurship), October 2023.
- Collaboration and Information Acquisition in Entrepreneurial Idea Generation, Economic Society Association Conference (Pre-conference Workshop on Experimental Economics and Entrepreneurship), October 2023.
- Keynote Speaker, International Behavioral Public Policy Conference, Chapel Hill, North Carolina, September 2023.
- Behavioral Public Policy in Entrepreneurship and Innovation, International Behavioral Public Policy Conference, Chapel Hill, North Carolina, September 2023.
- The impact of prior innovative ideation on investment and information acquisition decisions, INFORMS Annual Meeting, October 2022, Indianapolis, Indiana.
- The impact of entrepreneurial ideation on investment and information acquisition decisions. *UNCG Bryan School Department of Management Colloquium, November 2021*.
- The role of maverick and multinational firms in the development of markets: evidence from African mobile telecommunications industry, INFORMS Annual Meeting, 2021, Anaheim, California. (Tracks: “Innovation/Entrepreneurship”, “Strategic Planning and Management”, and “Telecommunications”) (Conference was held mostly online due to the pandemic.)

- Suboptimal level of collaboration on entrepreneurial idea generation, Southern Management Association Annual Meeting, 2020, St. Pete Beach, FL. (Conference was held online due to the pandemic.)
- *Moving level of collaboration on entrepreneurial idea generation toward an optimum*, Paper presented at, and published in Proceedings of, Academy of Management Annual Meeting, 2019, Boston, MA.
- *The relationship between prior knowledge and the opportunity identification process: a meta-analysis*, Paper presented and won the best paper award at International Conference on Innovation Management, Entrepreneurship and Sustainability (IMES), 2019, Prague, Czech Republic.
- *Experimental studies on entrepreneurial idea generation, confidence, and investment decisions*, Invited Presentation, American Economic Association Annual Meeting, 2018, Philadelphia, PA.
- *The impact of ownership status and takeover aversion on entrepreneurship*, Paper presented at, and published in Proceedings of, Academy of Management Annual Meeting, 2014, Philadelphia, PA.
- *Crafting a methodology for formation of R&D strategy based on evolutionary epistemology*. Paper presented at, and published in Proceedings of, EuroMOT Conference, 2008, Nice, France.

Teaching and Course Development

- Fall 2019, Spring 2020, Fall 2020, Spring 2021, Fall 2021, Spring 2022, Spring 2023, Fall 2023 Business Policy and Strategy (MGT491), University of North Carolina at Greensboro.
- Spring 2020, Decision Making in Organizations (MGT 403)
- Spring 2016, Lecturer, Entrepreneurial Decision Making (88-315), Carnegie Mellon University.
- Fall 2015, Syllabus design, Entrepreneurial Decision Making, Carnegie Mellon University.
- Spring 2010: Teaching assistant, Introductory Entrepreneurship (undergrad course), Bloch School of Management, University of Missouri, Kansas City, MO.
- Spring 2010: Teaching assistant, Entrepreneurship (MBA course), Bloch School of Management, University of Missouri, Kansas City, MO.
- Fall 2010: Teaching assistant, Strategic Management, Bloch School of Management, University of Missouri, Kansas City, MO.
- Fall 2005: Teaching assistant, Management of Technology, Sharif University of Technology, Tehran, Iran.
- Spring 2006: Teaching assistant, Organization Theory, Sharif University of Technology, Tehran, Iran.

Graduate Students Supervision

- Yalda Esmizadeh, PhD Dissertation Committee Member, University of North Carolina at Greensboro, Bryan School of Business and Economics, Graduated May 2022.
- Sheryar Tahirkheli, PhD Dissertation Committee Member, University of North Carolina at Greensboro, Bryan School of Business and Economics.
- Evangeline Brodie, PhD Dissertation Committee Member, University of North Carolina at Greensboro, Bryan School of Business and Economics.
- Christopher John, PhD Advisory Committee Member, University of North Carolina at Greensboro, Bryan School of Business and Economics.
- Heather Reed, PhD Advisory Committee Member, University of North Carolina at Greensboro, Bryan School of Business and Economics.

Entrepreneurship Experience

- January 2006 – June 2007: Co-founder and Chief Marketing Officer of *Ba-Daneshgahian*, An angel investor funded startup whose business model was to attract tutors to register in a website or come to company's locations in-person to create profiles which included their credentials, experiences, reviews they received from learners, and other professional and related personal information. Then customers (learners) could search the website (or come to company's locations to search on computers) for tutors, refine their search based on their needs and preferences, run background checks for tutors, leave reviews for tutors they worked with, recommend a tutor to others, etc. Ba-Daneshgahian received 10 to 20% of tutor's wage. Ba- Daneshgahian also had limited number of physical locations where learners could select to have their teaching sessions there (for a fee) instead of learner's or tutor's home.
- January 2009–July 2010: *Coordinating team member*, The Incubator at Institute for Entrepreneurship and Innovation (currently named 'The Bloch Venture Hub'), University of Missouri, Kansas City, MO.

Consulting Experience

- Mentor (Counselor), NC Triad Chapter of SCORE, 2023-present, Nussbaum Center for Entrepreneurship, Greensboro, North Carolina.
- September 2005–December 2008: *Strategic Management Consultant*, Sharif Management Consulting Group (SMCG), Iran.
- July 2005–June 2007: *Innovation and R&D Management Consultant*, Niroo Research Institute, Iran.

Faculty Development Activities

- Certificate of completion, Collaborative Institutional Training Initiative (CITI Program), Human Research, Research Modules (Faculty/Staff), Basic Course, December 2021.
- Certificate of completion, Online Learning Level One, University of North Carolina at Greensboro, July 2020.
- Certificate of completion, ADAPT 2020, University of North Carolina at Greensboro, June 2020.
- Master Teacher Workshop (by Dr. Harvey Brightman), Bryan School of Business and Economics, University of North Carolina at Greensboro, January 2020.

Honors, Awards, and Certificates

- Faculty Award Incentive for Research (FAIR), UNCG Bryan School of Business and Economics, 2021.
- Best Paper Award in Entrepreneurship track, Southern Management Association Annual Meeting, 2020, St. Pete Beach, FL.
- Best Paper Award, 7th International Conference on Innovation Management, Entrepreneurship and Sustainability (IMES), 2019, Prague, Czech Republic.
- Portuguese Foundation of Science and Technology (FCT) Doctoral Fellowship and Research Grant Award, 2012 to 2019.
- Faculty Program Completion Certificate, Eberly Center for Teaching Excellence & Educational Innovation, Carnegie Mellon University, 2018.
- Doctoral consortium fellowship award, Babson College Entrepreneurship Conference 2014, London, ON, Canada.
- Doctoral consortium fellowship award, USASBE 2014 Conference, Fort Worth, TX.

- CBDR Small Grant Award, Center for Behavioral and Decision Research at Carnegie Mellon University, 2012.
- Portuguese Foundation of Science and Technology (FCT) Research Grant Award, 2010.

Professional and Academic Services

- Editorial Board
 - o *New England Journal of Entrepreneurship*
- Ad Hoc Reviewer
 - o *Journal of Small Business Management*
 - o *Journal of Product Innovation Management.*
 - o *Technological Forecasting and Social Change*
 - o *Technovation*
- Volunteer reviewer
 - o *Academy of Management Annual Meeting 2014, 2016, 2017, 2019*
 - o *Southern Management Association 2020*
- Session Chair
 - o *Babson College Entrepreneurship Research Conference, 2014.*
 - o *Academy of Management Annual Meeting, 2014.*
- Committee membership
 - o *Member of Planning and Faculty Development Committee, Department of Management, Brian School of Business and Economics, The University of North Carolina at Greensboro, August 2019-present.*

Voluntary and Community Services

- Member and Active Mentor
 - o *Triad Chapter of SCORE (a non-profit organization providing consultation and support for small business entrepreneurs)*

Professional Affiliations

- Southern Management Association
- INFORMS
- Behavioral Science & Policy Association