

Soheil Hooshangi

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

Assistant Professor of Management (2019-Present)

Research and Teaching Interests

Research Interests

Entrepreneurial decision making

Strategic decision making

Forecasting and under- and overconfidence in strategy, entrepreneurship, and innovation

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

Behavioral strategy and policy making

Primary Teaching Interests

Capstone and graduate courses in Strategy and Entrepreneurship

Entrepreneurial Decision Making

Strategic Management

Behavioral Decision Making in Business Policy and Strategy

Secondary Teaching Interests

Capstone or introductory courses in Organizational Behavior

Entrepreneurial Creativity

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

Publications

- 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.

Teaching and Course Development

- Fall 2019, Business Policy and Strategy (MGT491), University of North Carolina at Greensboro.
- 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.

Conference Presentations and Activities

- *Moving level of collaboration on entrepreneurial idea generation toward an optimum*, Academy of Management Annual Meeting, 2019, Boston, MA.
- *The relationship between prior knowledge and the opportunity identification process: a meta-analysis*, Presentation, 7th 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.
- *Testing the impact of collaboration on entrepreneurial idea generation*, Presentation, FCT-CMU Partnership Annual Conference, 2016, Lisbon, Portugal.
- *The impact of ownership status and takeover aversion on entrepreneurship*, ENT division, Academy of Management Annual Meeting, 2014, Philadelphia, PA.
- Doctoral Consortium, Babson College Entrepreneurship Research Conference. 2014, London, ON, Canada.
- *Crafting a methodology for formation of R&D strategy based on evolutionary epistemology*. EuroMOT Conference, 2008, Nice, France.

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.

Work Experience

- September 2005–December 2008: *Strategic Management Consultant*, Sharif Management Consulting Group (SMCG), Iran.
- July 2005–June 2007: *Technological innovation and R&D Management Consultant*, Niroo (Electric Power) Research Institute, Iran.

Honors and Awards

- Portuguese Foundation of Science and Technology (FCT) Doctoral Fellowship and Research Grant Award, 2012 to 2018.
- Future Faculty Program Completion Certificate, Eberly Center for Teaching Excellence & Educational Innovation, Carnegie Mellon University, 2018.
- Doctoral consortium fellow, Babson College Entrepreneurship Conference 2014, London, ON, Canada.
- Doctoral consortium fellow, 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.
- Institute for Entrepreneurship and Innovation PhD Fellowship Award, University of Missouri, Kansas City, 2009, 2010.

Professional Services

- Ad Hoc Reviewer
 - o *Journal of Product Innovation Management*.
 - o *Technological Forecasting and Social Change*
 - o *Technovation*
- Volunteer Reviewer
 - o *Academy of Management Annual Meeting*

Professional Affiliations

- Academy of Management
- Society for Judgment and Decision Making
- Behavioral Science & Policy Association
- Strategic Management Society
- American Economic Association
- INFORMS