

James (Jim) Ostler
Department of Strategy, Ross School of Business
University of Michigan, 701 Tappan Street, Ann Arbor, MI 48109
Email: jostler@umich.edu Phone: (734) 763-0305

EMPLOYMENT

2013- **ASSISTANT PROFESSOR, ROSS SCHOOL OF BUSINESS**
University of Michigan

EDUCATION

2013 **UNIVERSITY OF CALIFORNIA, LOS ANGELES**
PhD, Management
MA, Economics (June 2010)

2004 **BRIGHAM YOUNG UNIVERSITY**
MBA, Emphasis: New Product Development
MS, Engineering

2002 **BRIGHAM YOUNG UNIVERSITY**
BS, Chemical Engineering

RESEARCH IN PROGRESS

Working Papers

“A Contingency Theory of Representational Complexity in Organizations ” with Felipe Csaszar
(R&R at Organizational Science)

“Ethical and Legal Risk Taking as a Market Entry Strategy ” (R&R at SMJ)

- Runner-up for best paper in Innovation and Entrepreneurship at the Industry Studies Conference 2016 (sponsored by Marion Ewing Kauffman Foundation)

“Strategic Behavior by Nonprofit, For-Profit and Public Organizations: A Coalitional Game Theoretic Perspective” with Vanessa Burbano (R&R at SMJ)

- Winner of best ethics paper for the Midwest Strategy Conference

“The Enabling Role of Crowdfunding for Social Entrepreneurship” with Vanessa Burbano and Natalie Carlson (Preparing for submission to SMJ in January 2018)

“Swinging for the Fences: Strategic Risk-Taking in Entrepreneurship” (Working paper)

“The Performance Effects of Framing Errors in Novel Innovation” with Nile Hatch (Working paper)

Work in Progress

“How Perceived Social Impact of Projects is Defined by Sponsors and Backers and the Impact on Performance” with Vanessa Burbano, Natalie Carlson and Ethan Mollick (preliminary data analysis and developing the first draft of a working paper)

“Manipulating the Competition: When can Firms Exploit Superior Mental Representations” with Nile Hatch (Rough outline of paper and preliminary model developed)

“A Cooperative Game Theoretic View of Social Goals in Organizations” with Vanessa Burbano (basic model developed and developing the first draft of a working paper)

“The Role of Institutions in the Development of Nascent Science-Based Industries: A Study of Pre-Commercialization Activity in the Superconductor Industry” (developing the first draft of a working paper)

“The Impact of High-Temperature Superconductors on New and Pre-Existing Industries” (preliminary data analysis and developing the first draft of a working paper)

“Learning to Work Together: Coordination and Firm Performance” (model under development)

INVITED CONFERENCE PRESENTATIONS

- 2017 “The Performance Effects of Framing Errors in Novel Innovation” *Strategic Management Society annual conference (Houston)*
- 2017 “The Performance Effects of Framing Errors in Novel Innovation” *Frontiers in MOC-TIM conference (Zurich)*
- 2017 “Biform Games and Stakeholder Theory” *Jr Faculty Reserach Summer Camp (Dartmouth)*
- 2017 “Unethical Behavior by Nonprofit, For-Profit, and Public Organizations: Everybody Cheats, but with Different Objectives and Outcomes” *Midwest Strategic Management conference*
- 2017 “Unethical Behavior by Nonprofit, For-Profit, and Public Organizations: Everybody Cheats, but with Different Objectives and Outcomes” *Academy of Management Meetings (Atlanta)*
- 2017 “Unethical Behavior by Nonprofit, For-Profit, and Public Organizations: Everybody Cheats, but with Different Objectives and Outcomes” *Industry Studies Association (Washington DC)*
- 2017 A Contingency Theory of Representational Complexity in Organizations *Academy of Management Meetings (Atlanta)*
- 2017 A Contingency Theory of Representational Complexity in Organizations *Utah/BYU Winter Strategy Conference (Park City, Utah)*
- 2016 “Early Industry Evolution, Ecosystems and Technology Trajectories” *Jr Faculty Reserach Summer Camp (Dartmouth)*

- 2016 Corruption and Ethical Risk-Taking as an Entry Strategy *Sustainability Ethics and Entrepreneurship Conference (Denver)*
- 2016 The Role of Institutions in the Development of Nascent Science-Based Industries *Industry Studies Association (Minneapolis)*
- 2016 Corruption and Ethical Risk-Taking as an Entry Strategy *Industry Studies Association (Minneapolis)*
- 2015 “How Social and Cognitive Theories Can Transform Game Theory and Why Organizational Theory Should Care” *Jr Faculty Reserach Summer Camp (Dartmouth)*
- 2014 Corruption and Ethical Risk-Taking as an Entry Strategy *Academy of Management Meetings (Philadelphia)*
- 2014 Corruption and Ethical Risk-Taking as an Entry Strategy *Midwest Strategy Meeting (University of Wisconsin)*
- 2012 Learning by Doing Research? The Impact of Physicians’ Research on Outcomes in Practice, *Workshop on Disambiguation (UIUC)*
- 2012 Swinging for the Fences: Strategic Risk-Taking in Entrepreneurship, *CRES Foundations of Business Strategy Conference (Washington University in St. Louis)*
- 2011 Swinging for the Fences: Strategic Risk-Taking in Entrepreneurship, *Fourth Annual Searle Center Conference on the Economics of Entrepreneurship and Innovation (Northwestern University)*
- 2011 Swinging for the Fences: Strategic Risk-Taking in Entrepreneurship, *Innovation and Creativity Workshop (UCLA)*

TEACHING

- 2013-17 Corporate Strategy (Strategy 390: Required Core Class) Average evaluation over the last two years: 4.4/5

HONORS AND AWARDS

- 2012-13 UCLA Dissertation Year Fellowship
- 2011-12 Price Center research grant for research project “Swinging for the Fences: Strategic Risk-Taking in Entrepreneurship” - \$10,000
- 2010-11 Price Center research grant for research project “The role of venture capital in picking winners” - \$9,000
- 2008-12 UCLA Anderson Fellowship
- 2008 UCLA Deans award - \$6,000

- 2003-04 Ernest L. Jeppsen Memorial Endowment Honorary Scholarship (faculty nominated and awarded to the top graduate student in the School of Technology each year)
- 2003 Marriott School of Management scholarship
- 2001 ORCA scholarship (BYU undergraduate research fellowship)

ACADEMIC SERVICES AND AFFILIATIONS

External Service Activities and Affiliations

- 2016-18 Editorial Board for Strategic Management Journal
- 2017 Organizing Committee Member for the "Early Career Development PDW" , Industry Studies Association
- 2011-17 Ad hoc reviewer for Strategic Management Journal, Management Science, Journal of Strategy and Management
- 2012-16 Member of: Academy of Management, Strategic Management Society, Industry Studies Association

Internal Service Activities

- 2015-16 UM Strategy area PhD admissions committee
- 2016 Undergraduate honors thesis committee member for Nisreen Salka
- 2015-16 Doctoral dissertation committee member for Hakjin Chung (expected graduation 2017)
- 2015-16 Doctoral dissertation committee (chair) for Kenneth Lobingier (expected graduation 2017)
- 2013-2016 Undergraduate Research Opportunity Program (UROP) mentor. Students mentored: Renee Armstrong, Richard Liu, Vaidehi Dongre, Karishma Hingorani, Langsi Wu, Austin Lessnau, Jason Charous, Michelle Gibbons, Kaitlyn Heiss, Manasvini Rao, Claire Jilek
- 2014-15 UM Strategy area brown bag seminar series

WORK EXPERIENCE

- 2002-08 Worked in various industries ranging from the cement and paper/label products industries to a dotcom startup and as a consultant in Silicon Valley.

REFERENCES

Dr. Marvin Lieberman
Professor of Strategy and Policy
Anderson School of Management
University of California Los Angeles
Gold Hall, Room B-415
Los Angeles, CA 90095-1481
(310) 206-7665
marvin.lieberman@anderson.ucla.edu

Dr. Lynne G. Zucker
Professor of Sociology and Public Policy
UCLA Department of Sociology
University of California Los Angeles
264 Haines Hall, Box 951551
Los Angeles, CA 90095-1551
(310) 825-9155
zucker@ucla.edu

Dr. Felipe A. Csaszar
Associate Professor of Strategy
Ross School of Management
University of Michigan
701 Tappan Street
Ann Arbor, MI 48109-1234
(734) 615-4854
fcsaszar@umich.edu

Dr. Jim Westphal
Professor of Strategy
Ross School of Management
University of Michigan
701 Tappan Street
Ann Arbor, MI 48109-1234
(734) 936-2574
westjd@umich.edu

Dr. Florian Ederer
Assistant Professor of Economics
School of Management
Yale University
165 Whitney Avenue
New Haven, CT 06511
(203) 432-7847
florian.ederer@yale.edu