

Derek J. Harmon

Ross School of Business, University of Michigan
701 Tappan Street, Ann Arbor, MI 48109-1234
djharmon@umich.edu | (734) 763-2038 | www.derekharmon.com

ACADEMIC POSITIONS

University of Michigan, Ross School of Business July 2016 - present
Assistant Professor of Strategy

EDUCATION

University of Southern California, Los Angeles, CA 2016
Ph.D. in Management & Organization

University of St. Thomas, St. Paul, MN 2006
BA in Accounting; BA in Philosophy, *summa cum laude*

RESEARCH

Interests

institutions, capital markets, entrepreneurship, social evaluations, language, Federal Reserve

Publications

1. Harmon, D. (2019). When the Fed Speaks: Arguments, Emotions, and the Microfoundations of Institutions. *Administrative Science Quarterly*. Accepted.
 - Winner of the Louis Pondy Best Dissertation Paper Award, 2017 OMT Division
 - Nominated for the William H. Newman Award for Best Paper Based on a Dissertation
 - Academy of Management Best Paper Proceedings
2. Harmon, D., Haack, P., & Roulet, T. (2019) Microfoundations of institutions: A matter of structure vs. agency or level of analysis? *Academy of Management Review*. Accepted, dialogue piece.
 - As of May 2019, AMR's 2nd most downloaded articles
3. Harmon, D. (2019) Arguments and Institutions. In *The Microfoundations of Institutions, Research in the Sociology of Organizations*. Emerald Group Publishing Limited.
4. Glaser, V., Fast, N., Harmon, D., & Green, S. (2016). Institutional Frame Switching: How Institutional Logics Shape Individual Action. In *How Institutions Matter!* (pp. 35-69), *Research in the Sociology of Organizations*. Emerald Group Publishing Limited.

5. Harmon, D., Green, S., & Goodnight, G. (2015). A Model of Rhetorical Legitimation: The Structure of Communication and Cognition Underlying Institutional Maintenance and Change. *Academy of Management Review*, 40(1): 76–95.
6. Harmon, D., Kim, P., & Mayer, K. (2015). Breaking the Letter vs. Spirit of the Law: How the Interpretation of Contract Violations Affects Trust and the Management of Relationships. *Strategic Management Journal*, 36(4): 497-517.
 - Paper taught in L1 contracts class at University of Minnesota Law School
7. Kim, P. & Harmon, D. (2014). Justifying One's Transgressions: How Rationalizations Based on Equity, Equality, and Need Affect Trust After its Violation. *Journal of Experimental Psychology: Applied*, 20(4), 365-379.
8. Kim, P., & Harmon, D. (2012). The nature of collective reactions to potential transgressions. In Neale, M.A., & Mannix, E.A. (Eds.), *Research on Managing Groups and Teams: Looking Back and Moving Forward* (Volume 15). Greenwich, CT: JAI Press.

Under Review

9. Newman, D., Fast, N., & Harmon, D. When Eliminating Bias Isn't Fair: Algorithms, Quantification, and Procedural Justice (*Revise & resubmit @ OBHDP*).
 - Wharton People Analytics Conference Research Paper Competition, 2nd place (2018)
10. Harmon, D. & Rhee, E. Constructing New Valuation Metrics: Entrepreneurial Arguments and Stock Market Reactions in Nascent Markets (under review @ *Organization Science*).

Working Papers

11. Harmon, D. & Mariani, M. The Power of Abstraction: European Central Bank Communications and the Heterogeneous Reactions across Stock Markets (target: *Academy of Management Journal*).
12. Li, X., Lo, J., Narayanan, V., & Harmon, D. We Are the Leader! Understanding Entrepreneurial Organizations' Leadership Identity Claiming and Reception in Nascent Industries (target: *Organization Science* special issue on experimental methods).
13. Naumovska, I. & Harmon, D. Into the Great Unknown Unknown: When Conveying Uncertainty Improves Entrepreneurial Outcomes (target: *Strategic Management Journal*).

Works in Progress

Rhee, E. & Harmon, D. Compensatory Reframing and Stock Market Reaction: A Case of Failed M&A Attempts (writing stage; target: *Academy of Management Journal*).

Harmon, D. & Vaara, E. Bullshit: Legitimation in a Post-truth Society (writing stage; target: *Academy of Management Review*).

Harmon, D. Fedspeak and the Media: A Theory of Strategic Obfuscation (data analysis stage; target: *Academy of Management Journal*).

PRESENTATIONS

Harmon, D. & Rhee, E. Constructing New Valuation Metrics: Entrepreneurial Arguments and Stock Market Reactions in Nascent Markets

- 2019 at the Strategy Winter Conference in Salt Lake City, UT
- 2019 at the University of Michigan ICOS Seminar in Ann Arbor, MI
- 2018 at the Organization Theory Junior Faculty Conference at Columbia University

Harmon, D. & Mariani, M. The Power of Abstraction: European Central Bank Communications and the Heterogeneous Reactions across Stock Markets.

- 2019 at the University of Michigan Strategy Brown Bag Seminar in Ann Arbor, MI
- 2018 at the Alberta Institutions Conference in Edmonton, Canada

Rhee, E. & Harmon, D. Compensatory Reframing and Stock Market Reaction: A Case of Failed M&A Attempts.

- 2017 at the Strategic Management Society in Houston, TX
- 2016 at the Academy of Management in Anaheim, CA

Harmon, D. When the Fed Speaks: Arguments, Emotions, and the Microfoundations of Institutions.

- 2019 at the University of Michigan's Hosmer Hall Luncheon in Ann Arbor, MI
- 2017 at the Academy of Management in Atlanta, GA
- 2016 at the University of Alberta, HEC Lausanne
- 2015 at the University of Georgia, Aalto University, Cambridge University, HEC Paris, Michigan State University, Texas A&M, INSEAD, McGill, Arizona State University, University of Michigan, UCLA

Harmon, D. Linguistic Archaeology and Financial Markets: An Emerging Perspective.

- 2017 at the Tuck Junior Faculty Conference in Hanover, NH

Etchanchu, H. & Harmon, D. Rules of Engagement: A Dialogical Theory of Legitimation Crises and the French Shale Gas Debate.

- 2017 at the Fifth Austrian Early Scholars Workshop in Vienna, Austria
- 2016 at the European Group for Organizational Studies in Naples, Italy

Harmon, D. & Vaara, E. A Configurational Model of Communicative Legitimation.

- 2015 at the European Group for Organizational Studies in Athens, Greece

Harmon, D. & Kim, P. Moving Beyond Intentionality: How Violations of Action versus Inaction Affect Trust Repair.

- 2014 at the Academy of Management in Philadelphia, PA
- 2014 at the International Association of Conflict Management in Leiden, Netherlands
- Best Graduate Student Paper as Lead Author, at IACM in Leiden, Netherlands

Harmon, D. & Kim, P. Making Sense of Contract Violations: How an Agreement Is Originally Achieved Affects the Likelihood of Trust Repair.

- 2014 at the Western Academy of Management in Napa, CA
- 2013 at the Academy of Management in Orlando, FL

Harmon, D., Kim, P., & Mayer, K. Breaking the Letter vs. Spirit of the Law: How the Interpretation of Contract Violations Affects the Likelihood of Trust Repair.

- 2012 at Strategic Management Society in Prague, Czech Republic
- 2012 at the Academy of Management in Boston, MA
- 2012 at Western Academy of Management in La Jolla, California

Kim, P. & Harmon, D. Competence, Integrity, and Benevolence: The Implications of Past Depictions, Natural Construals, and Logical Differentiations for Trust Repair.

- 2013 at the International Association for Conflict Management in Tacoma, WA
- 2012 at the Academy of Management in Boston, MA

Kim, P., & Harmon D. Trust repair via distributive justice rationales: The contingent implications of equity, equality, and need.

- 2013 at the International Association for Conflict Management in Tacoma, WA
- 2012 at the Academy of Management in Boston, MA
- 2011 at the SoCal Ph.D. Doctoral Consortium at the University of Southern California

WORKSHOPS AND SYMPOSIUM

- OMT Doctoral Consortium. Facilitator. Academy of Management in Chicago, IL (2018).
- Symposium on Strategic Communication: A Dialogue on Theories, Data, and the Future of Analyzing Talk. Organizer. Academy of Management in Chicago, IL (2018). OMT Showcase Symposium.
- OMT Doctoral Consortium. Facilitator. Academy of Management in Atlanta, GA (2017).
- PDW on Talk as Data: New Approaches to Analyzing Text to Advance Theory. Discussant. Academy of Management in Atlanta, GA (2017).
- OMT Junior Faculty Consortium. Academy of Management in Anaheim, CA (2016).
- Symposium on Revisiting Symbolic Management: Strategic Communication in Financial Markets. Co-organizer with Eunice Rhee. Academy of Management in Anaheim, CA (2016).
- Symposium on Experiments in Institutional Theory and Strategy Research. Guest speaker. Academy of Management in Anaheim, CA (2016).
- Ph.D. Student Workshop, West Coast Research Symposium in Seattle, WA (2015).
- BPS Division Dissertation Consortium, Academy of Management in Vancouver, CA (2015).
- Experimental Research in Institutional Theory PDW (facilitator), European Group for Organizational Studies in Athens, Greece (2015).
- Ph.D. Student Workshop, European Group for Organizational Studies in Athens, Greece (2015).
- Ph.D. Student Workshop, Alberta Institutions Conference (2015).
- Medici Summer School in Management Studies in Bologna, Italy (2015).
- Trust Development and Repair in Organizations (symposium organizer), Academy of Management in Philadelphia, PA (2014).
- OMT Division Doctoral Consortium, Academy of Management in Philadelphia, PA (2014).

- Experimental Research in Institutional Theory PDW, European Group for Organizational Studies in Rotterdam, the Netherlands (2014).
- Symposium (organizer), Western Academy of Management in La Jolla, CA (2012).
- Ph.D. Student Research Development Workshop, Atlantic Competitive Advantage Conference in Atlanta, GA (2012).
- Andrew Hayes Statistics Workshop, at the University of Southern California (2011).

HONORS AND AWARDS

- Wharton People Analytics Conference Research Paper Competition, 2nd place (2018)
- Winner of the Louis Pandy Best Dissertation Paper Award, awarded by the OMT Division of AOM (2017).
- Nominated for the William H. Newman Award for Best Paper Based on a Dissertation; winner announced at AOM (2017).
- Finalist for the Wiley Blackwell Award for Outstanding Dissertation Research Award, awarded by the BPS Division at AOM (2017).
- Award for Excellence in Teaching, University of Southern California (2016).
- Teaching Award, Marshall School of Business (2016).
- The Order of the Aretè Award for Scholarship, University of Southern California (2016).
- Ph.D. Achievement Award, University of Southern California (\$2500) (2016).
- Runner up at the INFORMS Dissertation Proposal Competition (2015).
- University of Southern California's Award for Excellence in Teaching (2015).
- Marshall Ph.D. Teaching Award, recognizes top two student instructors (2015).
- The Manning Endowed Fellowship recipient (2015 – 2016).
- Student Research Award (\$2,500), Lloyd Greif Center for Entrepreneurship (2015).
- Alberta Institutions Conference travel stipend (\$500), OMT Division (2015).
- Best Graduate Student Paper as Lead Author, International Association for Conflict Management, Leiden, Netherlands, "Moving Beyond Intentionality: How Violations of Action versus Inaction Affect Trust Repair," with Kim, P. (2014).
- Dispute Resolution Research Center (DRRC) Scholarship, sponsored by Northwestern University, International Association for Conflict Management, Leiden, Netherlands (2014).
- Faculty Research Award (\$4,000), Greif Center for Entrepreneurship, with Kim, P. (2012).
- National Science Foundation Grant, "Breaking the Letter vs. Spirit of the Law: How the Interpretation of Contract Violations Affects Trust and the Management of Relationships," Ph.D. Student Development Workshop, Atlanta Competitive Advantage Conference (2012).
- Best Conference Paper Award Nomination, Strategic Management Society, "The Role of Institutional Identities and Frames in Contracting," with Weber, L. & Glaser, V. (2011).

TEACHING EXPERIENCE

University of Michigan

Instructor, Corporate Strategy (Strategy 390).

- Fall 2018: 3 sections (82 students/section), 91% rating Good/Excellent
- Fall 2017: 3 sections (81 students/section), 95% rating Good/Excellent

- Award nominations:
 - BBA Teaching Excellence Award
 - PhD Teaching Excellence Award
- Fall 2016: 2 sections (65 students/section), 97% rating Good/Excellent

University of Southern California

Instructor, Leading Organizations, rating: 5.0/5.0 (Dept. Average: 4.31) (Summer 2014).

- Awards:
 - Marshall Ph.D. Teaching Award, recognizes top two student instructors

Teaching Assistant, Leading Organizations (Prof. Jody Tolan) (Spring 2014).

Teaching Assistant, Organizational Behavior MBA (Prof. Scott Wiltermuth) (Fall 2013).

Guest Instructor, Negotiations MBA (for Prof. Mark Kennedy) (Spring 2011).

PROFESSIONAL SERVICE

University of Michigan Service

- Uplift Committee, 2018 – present
- First year PhD student advisor (Yun Ha Cho)
- Dissertation Committee Member (Gareth Keeves, Teddy Dewitt, Raji Kunapuli)
- Strategy Brown Bag Coordinator, 2018 – 2019
- Strategy Senior Hiring Committee, 2018 – 2019
- PhD Student Admissions Committee, 2018
- Strategy Seminar Series Coordinator, 2017 – 2018

University of Southern California Service

- Marshall School of Business, Student President for all Ph.D. students, 2012 – 2015
- Management & Organization Ph.D. Student Seminar, Organizer, 2013 – 2015
- Marshall School of Business Salon Speaker Series, Co-organizer, 2015 – 2016

Academy Service

- Editorial board member for *Academy of Management Journal*, 2019 – present
- OMT Listserv Moderator, 2015 – present
- OMT Division Officer, Communications Chair, 2015 – 2018
- Organizational Management Theory (OMT) Division Blogger, 2012 – 2015

Ad hoc Journal Reviewing: Academy of Management Journal, Academy of Management Review, Administrative Science Quarterly, Journal of Management Studies, Organization Science, Organization Studies, Strategic Management Journal

Ad hoc Conference Reviewing: Academy of Management, Western Academy of Management, Strategic Management Society, International Association of Conflict Management, European Group for Organizational Studies

PROFESSIONAL AFFILIATIONS

- Academy of Management, member, 2011 – present
- Strategic Management Society, member, 2011 – present
- European Group for Organizational Studies, member, 2014 – present
- International Association of Conflict Management, member, 2013 – present
- American Statistical Association, member, 2011 – present
- Association for Psychological Science, member, 2011 – present
- American Accounting Association, member, 2014 – present

PRIVATE SECTOR WORK

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| Ernst & Young LLP , Minneapolis, MN | 2006 – 2010 |
| • Staff and senior auditor of mutual and hedge funds | |
| Honeywell International , Golden Valley, MN | 2004 – 2006 |
| • Financial analyst | |

PERSONAL INTERESTS AND HOBBIES

distance running; continental philosophy, especially Heidegger; grilling on my patio; coffee; maintaining my saltwater reef aquarium; scuba diving; Chloe, my Vizsla