

Justin I. Miller

Assistant Professor
The Ohio State University
Fisher College of Business
Dept. of Management & Human Resources

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EDUCATION:

2010 Ph.D. (Management) New York University: Stern School of Business

 -Dissertation: “*Inventing Hedge Funds: A Comparative Study of Institutional and Individual Entrepreneurship in Ambiguously Regulated Environments*”

 -Committee: Doug Guthrie (chair), Joseph F. Porac, Stephen J. Brown

 -Finalist: 2008 INFORMS/*Organization Science* Dissertation Proposal Competition

2004 M. Public Affairs Baruch College, City University New York: School of Public Affairs

2002 M.S. (E-Commerce) National University (San Diego): School of Engineering & Tech.

1992 J.D. University of San Diego: School of Law

1986 B.S. (Economics) United States Naval Academy (Annapolis)
 -with honors

Academic Appointments:

2010- Assistant Professor of Management and Entrepreneurship
 Fisher College of Business, The Ohio State University

2009-2010 Honorary Visiting Fellowship
 Cass School of Business, City University of London

RESEARCH INTERESTS:

Financial Entrepreneurship; Technology Induced Change; Industry Emergence, Evolution, and Failure; Organizational Theory (institutional theory, organizational ecology, superstitious learning, social categorization); Economic Sociology; Hedge Funds; Leadership; Corporate Social Responsibility

PUBLICATIONS:

- Miller, J. I. 2012. "The Mortality Problem of Learning and Mimetic Practice in Emerging Industries: Dying to be Legitimate." *Strategic Entrepreneurship Journal*, 6(1): 59-88.
- Miller, J. I., and Guthrie, D. 2011. "Communities, Labor, and the Law: The Rise of Corporate Social Responsibility in the United States." Marquis, C., Lounsbury, M., & Greenwood, R. (eds.), *Research in the Sociology of Organizations* (Vol. 33): Communities and Organizations. London: Emerald. 143-173
- Mezias, S. J., Lant, T. K., Mezias, C. M., and Miller, J. I. 2010. "Crating Attention and Favorability during the Emergence of New Industries: The Case of Film in America, 1894-1927." Sine, W. D., and David, R. J. (eds.), *Research in the Sociology of Work* (Vol. 21): Institutions and Entrepreneurship. London: Emerald. 219-256
- Miller, J. I. 2008. "The Ongoing Legitimacy Project: Corporate Philanthropy as Protective Strategy." *European Management Review*, 5, 3, 151-164.
- Miller, J. I. 2008. "Institutional Entrepreneurship and the Emergence of Hedge Funds: The Rich Historical Case." *Best Paper Proceedings of the Academy of Management*.
- Mezias, S. J., and Miller J. I. 2008. "Storming Legitimacy Barriers: Capacities for Social Action, Attention, and Favorability during the Emergence of the American Film Industry, 1894-1927." *Best Paper Proceedings of the Academy of Management*.
- Miller, J. I., and Guthrie, D. 2007. "Corporate Social Responsibility: Institutional Response to Labor, Legal, and Shareholder Environments." *Best Paper Proceedings of the Academy of Management*.

ACADEMIC AWARDS AND HONORS:

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| 2008-10 | Marcus Nadler Fellowship, New York University, Stern School of Business |
| 2008 | Finalist – INFORMS/ <i>Organization Science</i> Dissertation Proposal Competition |
| 2008 | Research Award, Berkley Center for Entrepreneurship Studies, New York University, Stern School of Business (with Natalya Vinokurova) |
| 2007 | Best Paper Award, Academy of Management Annual Meeting, SIM Division:
"Corporate Social Responsibility: Institutional Response to Labor, Legal and Shareholder Environments" (with Doug Guthrie) |
| 1990-92 | Public Interest Law Review, University of San Diego, School of Law |
| 1986 | Midshipman Yeager Leadership Award, U.S. Naval Academy |

WORKING PAPERS:

Miller, J. I. “Symbolic Compliance or Complete Compliance: Developing an Institutional Theory-based Theory of Regulation through a Study of U.S. Hedge Fund Management Companies”
(under review)

Miller, J. I. “Overcoming the Paradox of Embedded Agency: Institutional Entrepreneurship and the Rich Historical Case of Hedge Funds”

Miller, J. I., and Mitchell, J. R. “Ask The Doctor: Creation and Discovery Opportunities as Distinctive Orientations”

Miller, J. I. “Emerging Industries and Culturally Distinct Institutions: A Comparative Study of U.S. and U.K. Hedge Fund Regulatory Structures and Entrepreneurial Response”

Miller, J. I., Yamakawa, Y., and Deeds, D. L. “Field Failure at the Emergence Stage: Protection or Depletion of the Community’s Cognitive-Legitimacy Resource”

Miller, J. I. “Privileging Structure but Admitting Agency: Relative Influences in the Emergence of New Fields”

WORK IN PROGRESS:

Miller, J. I., with Brown, S. J. “Caveat Emptor: Life Biases in Commercially Available Hedge Fund Databases”

Miller, J. I., with Porac, J. F., Baden-Fuller, C., and Engler, D. “Castles Built on Sand: Social Categorization and Manager Skills in the Field of Hedge Funds”

Miller, J. I., with Guthrie, D. “Give Me Your Money: Hedge Funds as Sources of Economic Development or Financial Appropriation”

Miller, J. I., with Wiesenfeld, B. M., Shapira, Z., Bae, J. “Re-Framing the Executive Stock Option Backdating Scandal: Institutions and Arbiters”

Miller, J. I., with Guthrie, D. and McQuarrie M. “The Rise of Corporate Social Responsibility in the United States: Deregulation and Corporate Control”

Miller, J. I., with Vinokurova, N. D. “Network Structure and Entrepreneurial Activity: Lawyers at the Juncture of Multiple Networks”

REFERRED PRESENTATIONS:

2011 Academy of Management, Annual Meeting (OMT Division), San Antonio, Texas
Presenter: “Symbolic or Full Compliance: How U.S. Hedge Fund Management Companies Respond to Regulation”

2011 Babson College Entrepreneurial Research Conference, Syracuse, New York
Presenter: “Institutional and Learning Effects in Emerging Industries: Hedge Fund Management Companies”

2011 Babson College Entrepreneurial Research Conference, Syracuse, New York

- Presenter: “Legitimacy Creation and Destruction: Agricultural Biotechnology as an Emerging Industry that Failed to Grow” (with Yasuhiro Yamakawa)
- 2010 Academy of Management, Annual Meeting (OMT Division), Montreal, Canada
Presenter: “Mortality Problem of Mimetic Practice in Emerging Fields: Dying to be Legitimate Hedge Funds”
- 2009 Academy of Management, Annual Meeting (ENT Division), Chicago, Illinois
Presenter: “Survival: Mimetic Practice in the Emerging Field of U.S. Hedge Fund Management Companies”
- 2008 INFORMS Annual Meeting, Washington, DC
INFORMS/Organization Science Dissertation Proposal Competition (Finalist),
Presenter: “The Emergence of Hedge Funds: An Organizational Approach”
- 2008 Academy of Management, Annual Meeting (ENT Division), Anaheim, California
Presenter: “Institutional Entrepreneurship and the Emergence of Hedge Funds: The Rich Historical Case”
- 2008 Academy of Management, Annual Meeting (OMT Division Symposium), Anaheim, Calif.
Presenter: “Corporations and the ‘Communities’ They Serve” (with Doug Guthrie)
- 2008 American Sociological Association, Annual Meeting, Sociology of Organizations Section, Boston, Massachusetts
Presenter: “Institutional Entrepreneurship and the Emergence of Hedge Funds: The Rich Historical Case”
- 2008 International Institute of Sociology, 38th World Congress, Section on Sociology of Money, Credit, & Banking, Budapest, Hungary
Presenter: “Institutional Entrepreneurship in the International Field of Hedge Funds: Emergence and Response”
- 2008 LBS Transatlantic Conference, London Business School, London, U.K.
Presenter: “Institutional Entrepreneurship and Field Emergence: The Rich Historical Case of Hedge Funds”
- 2007 American Sociological Association, Annual Meeting, Economic Sociology General Session, New York City
Presenter: “CSR: Institutional Response to Labor and Shareholder Environments” (with Doug Guthrie)
- 2007 Academy of Management, Annual Meeting (SIM Division), Philadelphia, Pennsylvania
Presenter: “Corporate Social Responsibility: Institutional Response to Labor, Legal and Shareholder Environments” (with Doug Guthrie)
- 2006 Reputation Institute, Annual Conference, Doctoral Consortium, New York City
Presenter: “Paying Attention: Biasing Effects of Reputation and Identity Salience”

INVITED CONFERENCES and WORKSHOPS:

- 2011 Strategic Management Society, Annual Meeting, Miami Beach, Florida
Presenter: “Legitimacy Creation and Destruction: Agricultural Biotechnology as an Emerging Industry that Failed to Grow”
- 2011 Entrepreneurship Exemplars Research Conference, Fisher College of Business, Columbus, Ohio
Moderator: New Firms in Emerging Industries track
- 2010 Economic Sociology Research Network, 5th Interim Conference, Bielefeld, Germany
Presenter: “Compliance Activities among US Hedge Fund Management Companies: Insight into the Conceptualization of Regulation”
- 2010 Academy of Management, Annual Meeting, Montreal, Canada
Participant, ENT Division Early Career Development Consortium
- 2009 Academy of Management, Annual Meeting, Chicago, Illinois
Participant, OMT Division Doctoral Student Consortium
- 2009 Organizational Management Workshop on Hedge Funds, Cass Business School, City University of London, London, U.K.
Presenter: “Mimetic Practices and Survival: Impacts in the Emerging Field of U.S. Hedge Fund Management Companies
- 2009 Stern/Columbia 3rd Annual Doctoral Student Conference, Columbia Business School, New York City
Presenter: “Network Structure and Entrepreneurial Activity: Lawyers at the Juncture of Multiple Networks” (with Natalya Vinokurova)
- 2008 Society of Entrepreneurship Scholars Conference, University of Utah, David Eccles School of Business, Park City, Utah
Participant: “Survival: The Impact of Emerged Institutional Logics on The U.S. Hedge Fund Industry”
- 2008 Stern Strategy/OT/Entrepreneurship Brownbag, NYU/Stern, New York City
Presenter: “Survival Implications of Institutional Logics in the U.S. Hedge Fund Industry”
- 2008 Academy of Management, Annual Meeting, Anaheim, California
Participant, ENT Division Doctoral Student Consortium
- 2008 Summer Intensive Ph.D. Seminar in Entrepreneurship with Scott Shane, Cleveland, Ohio
- 2008 Babson (Kauffman) Entrepreneurship Research Conference, University of North Carolina, Chapel Hill, North Carolina
Participant, Doctoral Student Consortium
- 2008 Stern/Columbia 2nd Annual Doctoral Student Conference, NYU/Stern, New York City
Presenter: “Field Emergence: Institutional Entrepreneurship in Hedge Funds”

- 2007 Society of Entrepreneurship Scholars Conference, The Ohio State University, Fisher College of Business, Columbus, Ohio
Participant: “Constituting and Constructing Cognitive Space for Emerging Fields”
- 2007 Academy of Management, Annual Meeting, Philadelphia, Pennsylvania
Participant: OMT Division Doctoral Student Dissertation Proposal Workshop
- 2007 Institutions and Entrepreneurship Conference, Cornell University, Ithaca, New York
Panel Discussant: Doctoral Student Workshop

TEACHING:

- Current Courses -Entrepreneurship (OSU/Fisher, Undergraduate program)
- New Venture Formation (OSU/Fisher, Undergraduate program)
- Earlier Courses -Foundations of Entrepreneurship (NYU/Stern, Part-time MBA program)
(Fall 2009; Fall 2008)
- Strategic Management (NYU/Wagner School of Public Service, MPA program)
(Spring 2005; Summer 2005)
- Global Business Strategy (National University, San Diego, Global MBA program)
(Spring 1999)
- Legal & Financial Aspects of Information Management (National Univ., San Diego, UG)
(1998-99)

PROFESSIONAL AND COMMUNITY SERVICE:

- New York University -Founding Organizer, Stern/Columbia Doctoral Student Conference (2007)
-Stern Management Department 3rd Year Doctoral Student Coordinator (2006-07)
-Coordinator, Stern Management Department 1st Year Seminar Series (2006-07)
- Journal Reviewer -*Administrative Science Quarterly*: Ad hoc reviewer
-*Organization Science*: Ad hoc reviewer
-*Academy of Management Review*: Ad hoc reviewer
-*Management and Organization Review*: Ad hoc reviewer
-*Industry and Innovation*: Ad hoc reviewer
-*Sociological Inquiry*: Ad hoc reviewer
-INFORMS/Org. Science: Competition reviewer
-Academy of Management: Conference reviewer
-OMT Division, Academy of Management Conference: Session moderator
- Professional Membership -Academy of Management (ENT, OMT, IM, SIM)
-American Sociological Association (Economic Sociology, Sociology of Law)
-Strategic Management Society
-INFORMS

Other -US Naval Academy Alumni Association
 -USNAOut

PROFESSIONAL AND ENTREPRENEURIAL EXPERIENCE:

1986-88: U.S. Navy Officer

- USS Baltimore (SSN 704), Sonar Officer (1986)
- USS Valley Forge (CG 50), Combat Information Systems Officer (1986-87)

1992-96: Legal industry experience

- Hillcrest Legal Services Center (co-founder and staff attorney; community-based civil rights and legal services organization) (1992-95)
- Miller & Miller, Attorneys at Law, (Of Counsel; associated attorney in family's law firm) (1992-96)

1992-97: Part-time technology employment; experience in the digital legal publishing industry

- Bancroft Whitney (California's official legal publisher), independent contractor training all San Diego County attorney's buying BW's CD-based legal library and assisting in product development

1997-2002: Full-time technology related employment; managerial and entrepreneurial experience in Technology and Internet start-up companies

- Concurrent Technologies Corporation (Hired as Deputy General Manager for the San Diego office; a \$25 million dollar start-up operation contracted to provide electronic commerce and information security consulting to defense contractors throughout the southwestern U.S.) (1997-99)
- National University (Adjunct professor; taught graduate and undergraduate level courses in information management, relying on my JD and professional experience) (1996-99)
- Global Crossing Telecommunications (Senior Product Manager for Internet Security; moved to Silicon Valley to take a job creating a new industry – secure hosted content provider. Leading a team of engineers, we designed the product offering, the marketing and sales efforts, and the commercialization strategy. This offering created a major market segment in the Internet space, with multiple competitors subsequently entering the market) (1999-2000)
- NetGates (Co-founder and Chief Security Officer; an information security consulting company providing services to business organizations in California. Founded the company with my brother, went through venture capital raising process, including due diligence with two VC firms) (2000-02)
- Axean Group (Director of Engineering; a network engineering company providing consulting services to insurance and financial services firms in the San Francisco Bay area. Member senior management team) (2000)
- NexxtHealth, Empire Blue Cross (Director Information Technology & Security, Acting Chief Information Security Office; moved to New York and took a job in the World Trade Center working for a start-up software development organization. A wholly-owned subsidiary of New York's Blue Cross association, NexxtHealth's mission was to productize and commercialize a middle-ware product that would allow insurance holders to securely access, via the Internet, main-frame housed data for self-management of insurance claims. Member senior management team) (2001)