

RAZVAN LUNGEANU
Entrepreneurship & Innovation Area
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Education

- Doctor of Philosophy – Kellogg School of Management, Northwestern University, USA 2013
- Ph.D. Management & Organizations
- Master of Science – BI Norwegian School of Management, Oslo, Norway 2007
- Strategy (major) & Investment Management (minor)
- Bachelor of Arts – Academy of Economic Studies, Bucharest, Romania 1999
- Economics

Academic Appointment

- 2018-Present Assistant Professor, D’Amore-McKim School of Business, Northeastern University,
2016-Present Faculty Collaborator, Center for Family Enterprises, Kellogg School of Management,
Northwestern University (<http://www.kcfe.net/aboutCenterPeople.php>)
2013-2018 Assistant Professor, Smeal College of Business, Pennsylvania State University
Faculty Affiliate, Farrell Center for Corporate Innovation and Entrepreneurship

Awards

2017. *Honorable Mention* – SMS, Houston for “Janus-Faced Do-Gooders”
2016. *Award* –The Harold S. Geneen Institute International Corporate Governance Society Conference for
“Thinking Broad and Deep”
2016. *Finalist* – SMS Special Conference, Rome for “Imprinted Minds”
2014. *Nomination* – SMS, Madrid for “Thinking Broad and Deep”
2012. *Award* – Emerald Best Paper – European Academy of Management Conference, Rotterdam for “Venture
Capital as a Contingent Resource”
2012. *Nomination* – SMS, Prague for “Venture Capital as a Contingent Resource”
2010. *Finalist* – *Israel Strategy Conference* for “When do firms change technology-sourcing vehicles?”
2010. *Finalist* – *Trans-Atlantic Doctoral Conference*, London Business School for “When do firms change
technology-sourcing vehicles?”
2009. *Award* – OMT Division Best Symposium Proposal, *AoM* for “The Mortgage Meltdown: Organizational
Explanations of the U.S. Housing Crisis”

Grants

2018. Center for Family Enterprise, Northwestern University (\$20,000) for “Impact Investing”
2017. Sustainability Center, Pennsylvania State University (\$6,500) for “Janus-faced Do-gooders”
2015. Sustainability Center, Pennsylvania State University (\$7,500) for “Impact Investing”
2013. Center for Family Enterprise, Northwestern University (\$35,000) for “Janus-Faced Do-Gooders?”
2013. Zell Center for Risk Research, Northwestern University (\$15,800) for “The Symbolic Management of
Technology at IPO”
2013. Zell Center for Risk Research, Northwestern University (\$9,400) for “Staging Modes of Exit in Venture
Capital Investing”

2013. Zell Center for Risk Research, Northwestern University (\$10,000) for “Impact Investing”

2009. Zell Center for Risk Research, Northwestern University (\$30,000) – Dissertation Grant

Research Interests

Behavioral strategy, start-ups and IPOs, impact investing

I use a socio-cognitive lens to examine organizational action and outcomes. In one line of work I explore 1) the effects of individual-level expertise on start-ups’ performance and business-level strategy and on 2) the role of managerial cognition and firm resources for corporate strategy in large technology-intensive firms. In a second line of work I examine 1) how the socio-cognitive properties of social approval can trigger associations between corporations and nonprofit organizations and on 2) moral regulation as a cognitive process in executive decision-making across the corporate and nonprofit domains.

Refereed Publications

[5] Lungeanu, R. & Zajac, E. J. (2019). “Thinking Broad and Deep: Why some Directors exert an Outsized Influence on Strategic Change.” *Organization Science*, 30(3), 447-646

- *Award*, Best Paper – Harold S. Geneen Institute, International Corporate Governance Society, 2016
- *Nomination*, Best Paper Award, Strategic Management Society, 2014

[4] Lungeanu, R., Paruchuri, S. & Tsai, W. (2018). “Stepping Across for Social Approval: Ties to Independent Foundation’s Boards after Financial Restatements.” *Strategic Management Journal*, 39(4), 1163-1187

[3] Lungeanu, R. & Zajac, E. J. (2016). “Venture Capital Ownership as a Contingent Resource: How Owner/Firm Fit Influences IPO Outcomes” *Academy of Management Journal*, 59(3), 930-955

- *Award*, Emerald Best Paper – European Academy of Management Conference, 2012
- *Nomination*, Best Paper for Practice Implications, Strategic Management Society, 2012
- *Nomination*, Best PhD Paper Prize, Strategic Management Society, 2012

[2] Lungeanu, R., Stern, I., & Zajac, E. J. (2016). “When Do Firms Change Technology-sourcing Vehicles? The Role of Poor Innovative Performance and Financial Slack” *Strategic Management Journal*, 37(5): 855-869

- *Finalist*, Best Paper Award, Israel Strategy Conference, 2010
- *Finalist*, Best Paper Award, Trans-Atlantic Doctoral Conference, 2010

[1] Lungeanu, R. & Ward, J. L. (2012). “A Governance-Based Typology of Family Foundations: the Effect of Generation Stage and Governance Structure on Family Philanthropic Activities” *Family Business Review*, 25(4), 409-424.

- *Mentioned* 2013 World Economic Forum Report “A Primer on Governance of the Family Enterprise”
- *Mentioned* 2012 Kellogg Insight https://insight.kellogg.northwestern.edu/article/all_in_the_family

Manuscripts under Review

“Managerial Cognition” 2nd round R&R *Organization Science*

- *Finalist*, Best Paper Award, Strategic Management Society Special Conference, 2016

“CEO Mental Accounting” 2nd round review *Organization Science*

- *Honorable Mention*, Best Paper Award, Strategic Management Society, 2017

“CEO Ideology and Restatements” 1st round review *Academy of Management Journal*

Working Papers

“CEO Ideology and Restatements”, revising to resubmit

“CEO Ideology and Alliances”

“Strategy Making at IPO”

“Networks and Financial Fraud”

Projects (data collection in progress)

- Entrepreneurship and Regional Development (with Burkay, U.)
- The Symbolic Management of Technology and Markets in Biotech IPOs (with Vidal, E.)
- Impact Investing (with Weber, K and Pollock, T.)
- When (and Which) Resources and Social Influence Attract Funding in New Ventures
- Configuring Governance after IPO (with Zajac, E.)

Conferences

2018. BYU/Utah Winter Strategy Conference, Sumantra Ghoshal Conference – LBS, Behavioral Strategy Conference UNC-Chapel Hill, Strategic Management Society, Academy of Management
2017. INSEAD, Northeastern University, UC Irvine, IESE, INSEAD Behavioral Governance Conference, Sustainability Ethics and Entrepreneurship Conference Puerto Rico, Academy of Management Atlanta, Strategic Management Society Houston
2016. Micro meets Macro Conference Arizona State, Academy of Management Conference, Strategic Management Society, International Corporate Governance Society Bentley University
2015. INSEAD Doriot Entrepreneurship Conference, NYU Stern Behavioral Strategy workshop, Western Academy of Management, Strategic Management Society, Academy of Management Conference
2014. Strategic Management Society, Academy of Management Conference
2013. Strategic Management Society, Academy of Management Conference
2012. Strategic Management Society, Academy of Management Conference, European Academy of Management (EURAM), Consortium for Cooperation and Competition (CCC)
2011. Strategic Management Society, Academy of Management Conference, Midwest Strategy Meeting, Atlanta Competitive Advantage Conference (ACAC)
2010. LBS Trans-Atlantic Doctoral Conference, Israel Strategy Conference, European Group for Organizational Studies (EGOS)
2009. Academy of Management Conference, Western Academy of Management

Invited Seminars

INSEAD, Northeastern University, University of California Irvine, IESE, HKUST, HEC Paris, University of Washington, Boston University, Tilburg University, Pennsylvania State University

Teaching Experience

Northeastern University, D’Amore-McKim School of Business, **MBA**

- Technology, Entrepreneurship and Enterprise Growth (4.8/5) 2018-2019

Northeastern University, D’Amore-McKim School of Business, **Undergraduate**

- Innovation (4.6/5) 2018-2019

Pennsylvania State University, Smeal College of Business, **Undergraduate**

- Managing an Entrepreneurial Start-Up Company (avg. 6.3/7) 2015-2018
- Entrepreneurial Mindset (avg. 6.2/7) 2014-2016

External Teaching

Kellogg School of Management, **MBA**

- Leading the Strategic Change Process (Guest Instructor) 2010-2018
- Cross-Cultural Negotiations (avg. 8.2/10) 2010-2013

Kellogg School of Management, **Executive Education**

- Modules on Culture and Negotiations (avg. 9.4/10) 2012-2015
- Module on Leading Strategic Change (Guest Instructor) 2010-2015

Industry Experience

Arthur Andersen, Deloitte Consulting, KPMG

1999-2007

- Manager – Business Consulting practice (last position in 2007)

Professional and Administrative Service

Service on journal Editorial Boards:

- Corporate Governance: An International Review

Ad hoc reviewer for:

- Organization Science
- Strategic Management Journal
- Administrative Science Quarterly
- Management Science
- Academy of Management Review (special issue on “Socio-cognitive perspectives on strategy”)
- INFORMS Dissertation Competition
- Academy of Management Conference
- Strategic Management Society Conference

Northeastern University:

- Co-organizer of the Spotlight Speaker series (2018-2019)
- Co-organizer of the E&I and IB&S areas brownbag seminar (2018-2019)

Pennsylvania State University:

- Organizer of the M&O Max D. Richards Junior Faculty Speaker series (2016-2018)
- Organizer of the M&O Max D. Richards Distinguished Speaker series (2014-2018)
- Organizer of the M&O Organizational Research Group seminar series (2015-2017)
- Member of the M&O PhD Recruiting Committee (2013-2017)
- Member of the M&O Faculty Review Committee (2013-2014, 2015-2017)
- Member of the Corporate Innovation and Entrepreneurship (CIENT) Major initiative (2017)
- Member of the M&O Faculty Advisory Committee (2014)
- Consulting for Penn State’s Entrepreneurship Major (2015)