

**RAZVAN LUNGEANU**  
Assistant Professor  
Entrepreneurship & Innovation Area  
Northeastern University  
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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

## **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. (2018). “Thinking Broad and Deep: Why some Directors exert an Outsized Influence on Strategic Change.” *Organization Science*, forthcoming
- 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*, January 1–25
- [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](https://insight.kellogg.northwestern.edu/article/all_in_the_family)

### **Manuscripts under Review**

“Managerial Cognition” 2<sup>nd</sup> round R&R *Organization Science*

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

“CEO Mental Accounting” 2<sup>nd</sup> round review *Organization Science*

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

“CEO Ideology and Restatements” 1<sup>st</sup> round review *Academy of Management Journal*

### **Working Papers**

“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

## **Awards**

### **Best Paper**

- 2017. Honorable Mention *SMS*, Houston for “Janus-Faced Do-Gooders”
- 2016. The Harold S. Geneen Institute Best Paper *International Corporate Governance Society Conference* for “Thinking Broad and Deep”
- 2012. Emerald Best Paper – *European Academy of Management Conference*, Rotterdam for “Venture Capital as a Contingent Resource”
- 2009. OMT Division Best Symposium Proposal, *AoM* for “The Mortgage Meltdown: Organizational Explanations of the U.S. Housing Crisis”

### **Finalist**

- 2016. Best Paper *SMS Special Conference*, Rome for “Imprinted Minds”
- 2010. Best Paper *Israel Strategy Conference* for “When do firms change technology-sourcing vehicles?”
- 2010. Best Paper *Trans-Atlantic Doctoral Conference*, London Business School for “When do firms change technology-sourcing vehicles?”

### **Nomination**

- 2014. Best Paper *SMS*, Madrid for “Adaptive Thinking”
- 2012. Best Paper for Practice Implications *SMS*, Prague for “Venture Capital as a Contingent Resource”

## **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

## **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, PTMBA**

- Technology, Entrepreneurship and Enterprise Growth 2018-2019  
Northeastern University, D'Amore-McKim School of Business, **Undergraduate**
- Innovation 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, PTMBA**

- 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**

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

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)