

CHENG GAO

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EDUCATION

- 2012- Present **HARVARD BUSINESS SCHOOL** Boston, MA
Doctoral Candidate in Strategy, expected May 2018
- Committee: Rory McDonald (Chair), Jan Rivkin, Michael Tushman
 - Dissertation Topic: Strategy in Nascent Industries: How New Ventures Navigate Regulatory Uncertainty
- 2004-2008 **HARVARD COLLEGE** Cambridge, MA
A.B. degree in Economics with *high honors*
- Senior Honors Thesis: “Demographics and Economics: The Impact of Baby Boomers on Crime in the Post-1964 Civil Rights Era”; Adviser: Lawrence Katz
 - Research Assistant to Rosabeth Kanter (2006)

RESEARCH AND TEACHING INTERESTS

- Research Interests:** Entrepreneurship, Strategic Management, Technology and Innovation, Nonmarket Strategy, Organization Theory
- Teaching Interests:** Competitive Strategy, Entrepreneurship, Technology and Innovation Management, Design Thinking, Organizational Change, Nonmarket Strategy, Global Strategy

RESEARCH

Publications and working papers:

- Gao, Cheng, Tiona Zuzul, Geoffrey Jones, Tarun Khanna. 2017. “Overcoming Institutional Voids: A Reputation-Based View of Long Run Survival.” **Strategic Management Journal** 38(11): 2143 - 2329, November 2017 (*Lead Article*)
- Featured on Forbes.com “Leadership”; Fifth Third Bank “Acting on Your Industry”
- McDonald, Rory and Cheng Gao. 2016. “Pivoting isn’t enough: Principled Pragmatism and Strategic Reorientation in New Ventures.” **Revise and Resubmit at Organization Science**
- Featured as a Harvard Business Review *Ideas Watch* article: “Entrepreneurship: Every Pivot Needs a Story” (July-August 2017 Issue)
- Gao, Cheng. 2017. “Strategy in Nascent Industries: Navigating Regulatory Uncertainty in Personal Genomics.” *Job-market paper*
- Recipient, Best Paper Award (Strategy and Organization track), Wharton Innovation Doctoral Symposium 2017

Publications and working papers (continued):

Gao, Cheng and Wei Shi. 2016. "Corporate Asset or Agency Hazard? The Impact of Corporate Political Activity on Foreign Institutional Ownership." *Revising manuscript*

McDonald, Rory and Cheng Gao. 2015. "Competition as Strategic Interaction." Harvard Business School Working Paper No. 15-067, February. *Revising manuscript*

Teaching cases:

McDonald, Rory, Feng Zhu, and Cheng Gao. 2014. "HomeAway: Organizing the Vacation Rental Industry," Harvard Business School Case 615-036.

AWARDS

2016-2018	Recipient, Strategy Research Foundation Dissertation Scholar (\$10,000 grant)
2016	Recipient, Harvard University Certificate of Distinction in Teaching
2008	Dunster Shield Prize, Harvard College

TEACHING

Spring 2016	Economics 970: Strategy and Competitive Advantage Department of Economics, Harvard University <ul style="list-style-type: none">▪ Instructor (designed course, served as sole instructor) for undergraduate class on competitive, entrepreneurial, and global strategy▪ Mixture of discussion, lectures, cases, and occasional in-class guest speakers (including former CEO of Boeing and COO of the New England Patriots)▪ Recipient, Harvard University Certificate of Distinction in Teaching<ul style="list-style-type: none">- <u>Teaching rating: 5.0/5.0</u>
Fall 2015	HBS 1504: Building and Sustaining a Successful Enterprise (BSSE) MBA Elective Curriculum, Harvard Business School <ul style="list-style-type: none">▪ Course Assistant for MBA course on disruptive innovation▪ Assisted in preparing course materials, background research, and providing written feedback

CONSORTIA PARTICIPATION

Oct 2017	Wharton Innovation Doctoral Symposium (WINDS)
Aug 2017	West Coast Research Symposium (WCRS) Doctoral Consortium (Track II)
Aug 2017	BPS Dissertation Consortium, Academy of Management
Apr 2017	Kauffman Doctoral Consortium, Smith Entrepreneurship Research Conference
Sep 2015	West Coast Research Symposium (WCRS) Doctoral Consortium (Track I)
Aug 2015	TIM Doctoral Consortium, Academy of Management
Aug 2015	OMT Dissertation Proposal Workshop, Academy of Management
May 2015	Atlanta Competitive Advantage Conference, Research Development Workshop

PRESENTATIONS

Oct 2017	Wharton Innovation Doctoral Symposium (WINDS)
Feb 2017	UNC Frontiers in Entrepreneurship Research Conference*
Oct 2016	Cornell University- M&O Workshop*
Aug 2016	Academy of Management Annual Meeting Symposium*
Sep 2016	West Coast Research Symposium (WCRS)*
Aug 2015	Academy of Management Annual Meeting Paper Session
May 2014	Harvard Business School Strategy Unit Doctoral Seminar
Apr 2014	Harvard Business School Empirical TOM Doctoral Seminar
Dec 2013	Craft of Qualitative Inductive Research Workshop
Dec 2013	Harvard Business School Strategy Unit Doctoral Seminar

*denotes presented by co-author

PROFESSIONAL EXPERIENCE

Jan 2010- March 2012	Oliver Wyman Management Consultant	New York, NY
	<ul style="list-style-type: none">▪ Conducted engagements in business strategy, operations, and risk management for Fortune 500 clients▪ Collaborated with C-suite and business unit executives to initiate and execute organizational transformation efforts▪ Co-captain of the Harvard campus recruiting team	
Jan 2009- Jan 2010	Center for Strategic & International Studies (CSIS) Principal Research Assistant to former U.S. Deputy Assistant Secretary of State	Washington, D.C.
	<ul style="list-style-type: none">▪ Coordinated internal geopolitical simulation featuring Dr. Henry Kissinger▪ Interviewed Ambassadors, senior White House officials, Cabinet members, business leaders, and lobbyists for a white paper on political strategies for free trade agreements▪ Managed a team of five interns and researchers	
Summer 2005	APCO Worldwide Summer Intern	Beijing, China
	<ul style="list-style-type: none">▪ Helped formulate political strategies and strategic communication game-plans▪ Conducted due diligence on potential Chinese market-entry by foreign MNE	

SERVICE

2013- 2017	Non-Resident Tutor in Business (Undergraduate Career Adviser), Harvard College
2015	Management Consulting Mock Interviewer, Harvard Office of Career Services
2012- 2014	Case-Team Mentor, Harvard College Consulting Group
2015, 2017	Invited Speaker on Competitive Strategy, HBS PRIMO Summer Program
2015	Invited Speaker on Career Strategies, The Franklin Fellowship, Harvard College
2014	Co-Organizer, "Off the Charts: Leapfrog Ideas in Healthcare", HAAAA Summit
2013	Author, Policy White Paper on Innovation Strategy and Regional Competitiveness for the Chengdu (China) Mayor's Office (field research in conjunction with Harvard Kennedy School IOP)

REFERENCES

Rory M. McDonald
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