

Aaron (Ronnie) Chatterji

The Fuqua School of Business
Duke University
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EMPLOYMENT

July 2010-Present: Associate Professor of Strategy, Fuqua School of Business, Duke University
April 2010-August 2011: Senior Economist, White House Council of Economic Advisers
July 2006-June 2010: Assistant Professor of Strategy, Fuqua School of Business, Duke University
2000-2001: Financial Analyst, Goldman Sachs & Company, New York, NY

EDUCATION

UNIVERSITY OF CALIFORNIA AT BERKELEY, HAAS SCHOOL OF BUSINESS, 2001-2006

Ph.D. in Business Administration, December 2006
Concentration: Business and Public Policy (Awarded M.S. in Business Administration in August 2003)
Dissertation: "Empirical Essays on Entrepreneurship and Corporate Social Responsibility"
Advisor: Dr. David Mowery

CORNELL UNIVERSITY, COLLEGE OF ARTS AND SCIENCES, 1996-2000

Bachelor of Arts in Economics, with Distinction
Concentration in International Relations
University Dean's List (5 times)

RESEARCH INTERESTS

Strategy, Entrepreneurship, and Innovation
Corporate Social Responsibility
Business and Public Policy

FELLOWSHIPS AND AWARDS

Aspen Institute Rising Star Award (2010)
Kauffman Junior Faculty Fellowship (\$50,000), Inaugural recipient of an award for junior faculty making significant contributions to entrepreneurship research
Tobin Project Grant (\$5,000), Award for research on business and public policy
Teaching Award, Cross Continent MBA Program, Duke University, Fuqua School of Business (Class of 2007)
Hayase Award (2006), Awarded to the Ph.D. student who has made significant contributions to the doctoral program
NBER Entrepreneurship Working Group Travel Grant (2006)
Roundtable on Engineering Entrepreneurship Research (REER) Best Student Paper Award (2005)
The Center for Sustainable Enterprise (University of North Carolina, Chapel Hill) Grant Recipient (2005)
Ewing Marion Kauffman Dissertation Fellow (2005-2006)
Travel Award for Entrepreneurship Division Doctoral Consortium, Academy of Management (2005)
Levi Strauss Small Grants Recipient (2005)
Ewing Marion Kauffman Foundation Grant with Professor David Mowery (2004-2005)
Ewing Marion Kauffman Foundation Fellowship for Summer Intensive Ph.D. Seminar in Entrepreneurship, Case Western Reserve University (2004) United Nations Industrial Development Organization Research Fellow (2004)
Bradley Foundation Fellowship (2003-2004)

Institute for Management, Innovation, and Organization Fellowship (2001-2006)

RESEARCH PAPERS

Published/Forthcoming

1. “Spawned with a Silver Spoon? Entrepreneurial Performance and Innovation in the Medical Device Industry” Strategic Management Journal, 30:185-206 (2009)
2. “How do Firms Respond to Being Rated?” (w/ Michael W. Toffel) Strategic Management Journal, 31: 917-945 (2010)
3. “How Do Product Users Influence Corporate Invention?” (w/ Kira Fabrizio) Organization Science, Forthcoming
4. “Entrepreneurial Finance, Credit cards and Race” (w/ Robert Seamans) Journal of Financial Economics, Forthcoming
5. “How Well Do Social Ratings Actually Measure Corporate Social Responsibility?” (w/ David I. Levine and Michael W. Toffel) Journal of Economics and Management Strategy, Vol. 18, Number 1, 125-169 (Spring 2009)
 - a. Most Highly Read Article in JEMS in 2009
6. “High Tech Entrepreneurship in Silicon Valley: Opportunities and Opportunity Costs.” (w/ Robert Fairlie) Journal of Economics and Management Strategy, Forthcoming
7. “Collaborative Innovation or Conflict of Interest?: Physician-Industry Cooperation in the Medical Device Industry” (w/ K. Fabrizio, W. Mitchell & K. Schulman) Health Affairs, 27 no. 6, 1532-1543 (2008)
8. “Breaking Down the Wall of Codes: Evaluating Non-Financial Performance Measurement” (w/ David Levine) California Management Review, Vol. 48, No.2 (Winter 2006)
9. “Scaling Social Entrepreneurial Impact” (w/ Paul Bloom) California Management Review, Vol. 51, No. 3 (Spring 2009)
10. “Understanding the ‘Corporate’ in Corporate Social Responsibility.” (w/ Barak Richman) Harvard Law and Policy Review, Issue 2: 33-52 (2008)
11. “A Comment on ‘Corporate Social Responsibility and Workers’ Rights’” (w/ Siona Listokin) Comparative Labor Law and Policy Journal, Vol. 30: 11-16 (2008)

Under Review

12. “Using Users: When Does External Knowledge Enhance Corporate Product Innovation?” (w/ Kira Fabrizio) Under Review
13. “The Impact of City Contracting Set-Asides on Black Self-Employment and Employment” (w/ Kenneth Chay and Robert Fairlie) Under 2nd Review, Journal of Labor Economics
14. “Two Coins in One Purse? The Interaction Between Market and Social Legitimacy in the Dow Jones Sustainability Index” (with Olga Hawn and Will Mitchell)

15. "The Co-Development of Markets and Firms: Business Incubators in Emerging Economies" (w/ N. Dutt, O. Hawn, E. Vidal, A. McGahan, & W. Mitchell)

Working Papers

16. "Do the Costs of Cooperation Drive the Gale of Creative Destruction? : Commercialization Strategies in the Medical Device Industry" (w/ Kira Fabrizio)
17. "Imitate or Differentiate? Evaluating the Validity of Corporate Social Responsibility Ratings" (w/ David Levine)

TEACHING

Corporate Strategy, Fuqua School of Business, Duke University

- Honored with excellence in teaching award for Cross Continent MBA program (2007)
- Received ratings of 6.5/7 (2011); 6.4/7 (2010); 6.4/7 (2009); 6.5/7 (2008); 6.5/7 (2007); 6.3/7 (2006)

Medical Device Commercialization, Fuqua School of Business, Duke University

- Received ratings of 6.75/7 (2010)
- Elective in Daytime and Executive MBA programs

Recipient of Haas School of Business Outstanding Graduate Student Instructor Award (2004)

- Voted Top GSI for academic year 2003-2004 by MBA students
- Taught MBA 201a (Microeconomics)
- Overall Effectiveness Rating of 6.645/7

Recipient of UC Berkeley Outstanding Graduate Student Instructor Award (2003)

- Recognized by the University for being in the top 10 percent of all graduate instructors
- Taught UGBA 178 (International Business)
- Overall Effectiveness Rating of 6.22/7

Haas School of Business Head Graduate Student Instructor (2004-2006)

- Primary liaison between graduate instructors and faculty
- Responsible for graduate instructor mentoring
- Developed new pedagogy curriculum for graduate instructors
- Assisted in teaching annual Haas School of Business pedagogy course

INVITED PRESENTATIONS

ITEC International Ph.D. Workshop, Doshisha University, Kyoto, Japan (March 2005)

Innovation Seminar, Haas School of Business, Berkeley, CA (March 2005)

Social Performance Metrics Conference, University of California, Berkeley (April 2005)

CCC Doctoral Colloquium, University of California, Berkeley (April 2005)

Babson Kauffman Entrepreneurship Research Conference, Babson College (June 2005)

Sustainable Development Research Conference, Helsinki, Finland (June 2005)

Roundtable on Engineering Entrepreneurship Research (REER), Atlanta, GA (December 2005)

Presented at London Business School Entrepreneurship Conference, London, England (May 2006)

Atlanta Competitive Advantage Conference, Atlanta, GA (June 2006)

Academy of Management Meetings, Atlanta, GA (August 2006)

Strategic Management Society Meetings, Vienna, Austria (October 2006)

Featured speaker at Center for American Progress panel discussion on CSR, Washington D.C. (February 2007)

Expert Witness, Fourth public meeting of the Advisory Committee on Persons with Disabilities, The United States Department of State, Washington D.C. (May 2007)

Featured speaker at panel on CSR sponsored by Campus Progress, Washington D.C. (June 2007)

Fuqua School of Business Summer Brown Bag Series (June 2007)

Center for Genomics, Ethics, Law, and Policy, Duke University (July 2007)

Academy of Management Meetings, Philadelphia, PA (August 2007)

Seoul National University, Seoul, Korea (August 2007)

West Coast Research Symposium, Seattle, Washington (September 2007)

Max Planck-Indian Institute of Science International Conference on Entrepreneurship, Innovation and Economic Growth, Bangalore, India (October 2007)

Indian Institute of Management, Bangalore, India (October 2007)

National Law University, Bangalore, India (October 2007)

International Institute of Information Technology, Bangalore, India (October 2007)

Innovation and Institutions Conference, Harvard Business School (November 2007)

Faculty Seminar, Bentley College, Waltham, MA (November 2007)

Mid-Atlantic Strategy Conference, University of Virginia, Darden School of Business (December 2007)

Strategy Seminar, Ross School of Business, University of Michigan, (January 2008)

SBE/ISR Conference, Duke University (February, 2008)

NBER Entrepreneurship Working Group Meeting (March 2008)

Greif Research Symposium, University of Southern California (March 2008)

Mason Entrepreneurship Research Conference, George Mason University (March 2008)

Expert Testimony at the U.S. House of Representatives Committee on Small Business, Washington D.C. (June 2008)

HBS User Innovation Workshop (August 2008)

Academy of Management Meetings, Anaheim, CA (August 2008)

Kennedy School of Government, Harvard University (October 2008)

Smith School of Business, University of Maryland (October 2008)

Cornell University (November 2008)

Innovation and Institutions Conference, Harvard Business School (November 2008)

Organization Science Winter Conference, Steamboat Springs, Colorado (February 2009)

Yale Law School (April 2009)

Johns Hopkins Carey-UVA Darden Entrepreneurship Retreat (April 2009)

University of Maryland, Smith School of Business Entrepreneurship Research Conference (May 2009)

Strategy Research Forum, Annapolis, MD (May 2009)

London Business School, Sumantra Ghoshal Conference, (May 2009)

EGOS, Barcelona, Spain (June 2009)

Academy of Management Meetings, Chicago, IL (August 2009)

George Washington University/George Mason University Seminar (September 2009)

Technology Transfer Society Conference, Greensboro, NC (September 2009)

Monterrey Institute, Monterrey, CA (November 2009)

BYU Winter Strategy Conference, Midway, Utah (February 2010)

Fordham Law School, New York, NY (March 2010)

Academy of Management Meetings, Montreal, Canada (August 2010)

University of Virginia, Darden School of Business (December 2010)

NC Business and Economic Development Summit, Washington D.C. (September 2011)

MedTech 2011 Keynote Address, Rochester, NY (September 2011)

Duke University Congressional Briefing, Entrepreneurship in North Carolina (October 2011)

INSEAD (October 2011)

HEC Paris (October 2011)

Sovereign Wealth Funds Conference, Paris, France (October 2011)

Emory University, Goizueta Business School (November 2011)

Brookings Institution, Washington D.C. (November 2011)

MedTech 2011, Chapel Hill, NC (November 2011)

Innovation and Institutions Conference, HBS (November 2011)

University of Texas, McCombs School of Business (November 2011)

RESEARCH EXPERIENCE

Faculty Affiliate, Center for Entrepreneurship and Innovation, Fuqua School of Business (2006-present)
Faculty Affiliate, Health Sector Management Program, Fuqua School of Business (2006-present)
Faculty Affiliate, Corporate Sustainability Initiative, Duke University (2007)
Investigator, Center for the Study of Public Genomics, National Institutes of Health grant at Duke University (2007)
Research Assistant for Professors Kenneth Chay, David Levine, and David Mowery, University of California, Berkeley (2002-2006)
Undergraduate Research Assistant for Professor Robert Frank, Cornell University (1997-1999)
United Nations sponsored researcher on internet technology and entrepreneurship in Ghana (2004)

OTHER WORK EXPERIENCE

U.S. House of Representatives, Washington D.C. (1999)
Harvard Institute for International Development, Cambridge, MA (1998)

REFERENCES

David C. Mowery

Hasler Professor of New Enterprise Development
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PROFESSIONAL SERVICE

Editorial Board Member, Strategic Management Journal (2011-2014)
Reviewer for SMJ, Mgmt. Science, Journal of Public Economics, AMJ, ASQ, Org. Science, JEMS, and others
Academy of Management Entrepreneurship Division Research Committee Member (2010)
Academy of Management member and reviewer, session chair, and discussant at annual meetings
Member of American Economic Association and participant in NBER entrepreneurship and innovation policy and the economy working groups
Elected member of Duke University Academic Council (2010-2012)
Elected member of Fuqua School of Business Dean's Faculty Advisory Committee (2007)
Co-coordinator of Fuqua School of Business Summer Faculty Brown Bag Seminar (2007)

MEDIA AND OTHER ACTIVITIES

Research cited by the Wall Street Journal, Financial Times, CNN, The New Republic and others
Profiled by Fortune, Duke Chronicle, India Abroad, News India Times and others
Written opinion pieces for the Philadelphia Inquirer, Pittsburgh Post-Gazette, Washington Times, Raleigh News and Observer, Durham Herald-Sun and appeared on television and radio
Listed as a "Top 40 under 40" business school professor by Poets & Quants website
Invited moderator for Indian American Leadership Initiative (August 2007)
Invited speaker at American Democracy Institute, Google HQ, Mountain View, CA (2008)

Invited speaker at the USINPAC Youth Leadership Symposium (2008 &2009)

Invited speaker at Duke University Women's Center (2008)

Invited Table Facilitator for the Clinton Global Initiative Meetings (2007)

Instructor, LEAD program, Fuqua School of Business (2007)

Invited Moderator, Coach K Leadership Conference, Duke University (2008, 2009)

Invited Moderator, Scaling Social Impact Conference, Duke University (2008)

Board Member, Communities in Schools, Durham, NC and Entrepreneurship Teacher, Durham Performance Learning Center

Enjoys Basketball, Tennis, Foosball, and Wrestling