

## Justin I. Miller

Assistant Professor of Clinical Entrepreneurship  
Lloyd Greif Center for Entrepreneurial Studies  
Marshall School of Business  
University of Southern California

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### ACADEMIC APPOINTMENTS:

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- 2015-present    Assistant Professor of Clinical Entrepreneurship  
University of Southern California, Marshall School of Business, Lloyd Greif Center for  
Entrepreneurial Studies
- 2010-2015      Assistant Professor of Management and Entrepreneurship  
The Ohio State University, Fisher College of Business
- 2009-2010      Honorary Visiting Fellowship  
City University of London, Cass School of Business

### EDUCATION:

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- 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

### RESEARCH INTERESTS:

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Financial and Legal Aspects of Entrepreneurship; Industry Emergence; Regulation; Innovation; Institutional Theory

## PUBLICATIONS:

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- 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. "Creating 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, GRANTS, HONORS & FELLOWSHIPS:

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| 2013-18 | Insight Grant, Social Science & Humanities Research Council of Canada (\$199,250; with Rob Mitchell, and Dave Sparling)                     |
| 2013-14 | Research Fellowship, National Center for the Middle Market (\$30,000; with Rob Mitchell, Dave Sparling, Michael Leiblein, and Oded Shenkar) |
| 2012-13 | Research Grant, The Ohio State University's Food Innovation Center (\$36,000; with Michael Leiblein)  |
| 2012-13 | Research Fellowship, National Center for the Middle Market (\$75,000; with Michael Leiblein)  |
| 2012    | Team Grant, The Ohio State University's Food Innovation Center (\$2,500)  |
| 2012    | Seed Grant, The Ohio State University's Food Innovation Center (\$2,500)  |
| 2011    | Faculty Fellowship to Israel, Scholars for Peace in the Middle East & JNF (\$15,000)  |

- 2011 Recognition by the OSU Mortar Board Society for greatest positive leadership contribution to the student learning experience (student nominated and selected)
- 2008-10 Marcus Nadler Fellowship, New York University, Stern School of Business
- 2008 Finalist – INFORMS/*Organization Science* 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 (administrative law) Law Review, University of San Diego, School of Law
- 1986 Midshipman Yeager Leadership Award, U.S. Naval Academy

#### WORKING PAPERS:

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- Miller, J. I. “Overcoming the Paradox of Embedded Agency: Institutional Entrepreneurship and the Rich Historical Case of Hedge Funds”
- 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”
- Miller, J. I. “Privileging Structure but Admitting Agency: Relative Influences in the Emergence of New Fields”
- Miller, J. I., with Leiblein, M. J. “Unpacking Size: Whether and How Does Firm Size Impact Innovation Activity”
- Miller, J. I., with Anderson, B. S. “Innovations in the Service Industries: A Process to Process Impact Perspective”

#### WORK IN PROGRESS:

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- Miller, J. I., with Kiefer, K. “Entrepreneurial Alertness: How Social Identity Primes Opportunity Recognition”
- Miller, J. I., with Mitchell, J. R. “Organizational and Entrepreneurial Response to Regulation: The European Chocolate Industry as a Natural Experiment”

## REFEREED PRESENTATIONS:

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- 2014 Babson College Entrepreneurial Research Conference, London, Ontario Canada  
Presenter: “Do Superordinate Identities Alter Entrepreneurial Opportunity Recognition”(with Kip Kiefer)
- 2014 Sustainability, Ethics, and Entrepreneurship Annual Conference, Denver, Colorado  
Presenter: “Entrepreneurial Alertness: How Social Identity Primes Opportunity Recognition among US Air Force Academy Cadets” (with Kip Kiefer)
- 2013 Strategic Management Society, Annual Meeting, Atlanta, Georgia  
Presenter: “Unpacking Size: How Size Influences Innovation Expenditures and Innovation Outputs” (with Michael Leiblein)
- 2013 Midwest Strategy Meet Conference, Annual Meeting, Urbana-Champlain, Ill.  
Presenter: “A report on a National Survey of Service Firms Innovation Activities” (with Michael Leiblein)
- 2012 Babson College Entrepreneurial Research Conference, Fort Worth, Texas  
Presenter: “Institutional Entrepreneurship in the Creation of a Hedge Fund Industry”
- 2011 Strategic Management Society, Annual Meeting, Miami Beach, Florida  
Presenter: “Legitimacy Creation and Destruction: Agricultural Biotechnology as an Emerging Industry that Failed to Grow” (with Yasuhiro Yamakawa)
- 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, 38<sup>th</sup> 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:

- 2012 Invited Seminar Presentation, Ivey School of Business, University of Western Ontario  
Presenter: “Industry Emergence and the Role of Entrepreneurs”
- 2011 Entrepreneurship Exemplars Research Conference, Fisher College of Business, Columbus, Ohio  
Moderator: New Firms in Emerging Industries track
- 2010 Economic Sociology Research Network, 5<sup>th</sup> 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 3<sup>rd</sup> 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 2<sup>nd</sup> 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:

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- Current Courses -Technology Entrepreneurship (USC/Marshall, Greif Center, Undergraduate program) (2015-2016): SE Fall 2015, three sections: 4.4, 4.29, and 4.24 out of 5
- Earlier Courses -Foundations of Entrepreneurship (OSU/Fisher, Undergraduate program) Large sections of 160 students (2010-2013): SEI Fall 2013: 4.5 out of 5
- New Venture Creation (OSU/Fisher, Undergraduate program) (2011-2013): SEI Fall 2013, two sections: 4.6 and 4.7 out of 5
- Entrepreneurship (NYU/Stern, Langone (Part-time) MBA program) (2008-2009)
- Strategic Management (NYU/Wagner School of Public Service, MPA program) (2005)
- Legal & Financial Aspects of Information Management (National Univ., San Diego, School of Engineering, Graduate program in information management) (1997-99)

## PROFESSIONAL AND COMMUNITY SERVICE:

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- University of Southern California -Co-Chair, Marshall MOR/Greif Seminar Speaker Series (2015-17)  
-Member, Marshall Faculty Recognition and Research Committee (2015-16)  
-Member, Greif Center for Entrepreneurial Studies Faculty Recruiting Committee (2015-16)
- The Ohio State University -Co-Chair, Fisher Management & Human Resources Department Seminar Speaker Series (2012-13)  
-Member, Fisher Management & Human Resources Department, Entrepreneurship Area recruiting committee (2012-13)
- New York University -Founding Organizer, Stern/Columbia Doctoral Student Conference (2007)  
-Stern Management Department 3<sup>rd</sup> Year Doctoral Student Coordinator (2006-07)  
-Coordinator, Stern Management Department 1<sup>st</sup> 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

Other                    -US Naval Academy Alumni Association  
                              -USNAOut

**PROFESSIONAL AND ENTREPRENEURIAL EXPERIENCE:**

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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)