

Peter A. Younkin

younkin@uoregon.edu

Employment

Assistant Professor of Management Lundquist College of Business, University of Oregon	Eugene, OR 2018-present
Assistant Professor of Strategy & Organization Desautels Faculty of Management, McGill University	Montreal, QC 2010-2018

Education

University of California, Berkeley Ph.D. in Sociology	Berkeley, CA 2010
Columbia University Bachelor of Arts in Urban Studies	New York, NY 1999

Publications

- Younkin, P. & Kuppaswamy, V. “Discounted: The effect of founder race on the price of new products.” **Journal of Business Venturing**, *OnlineFirst*, 2018.
- Younkin, P. & Kuppaswamy, V. “The Colorblind Crowd? Founder race and performance in crowdfunding.” **Management Science**, *Articles in Advance*, 2017.
- Kacperczyk, A. & Younkin, P.ⁱ “The Paradox of Breadth: The tension between experience and legitimacy in transitions to entrepreneurship.” **Administrative Science Quarterly**, vol. 62 (4), pp. 731-770, 2017.
 - Finalist 2015 Best Entrepreneurship Paper, Academy of Management, OMT Division
- Younkin, P. “Complicating Abandonment: How a multi-stage theory of abandonment clarifies the evolution of an adopted practice” **Organization Studies**, vol. 37 (7), pp. 1017-1053, 2016.
- Younkin, P. & Kashkooli, K. “What Problem Does Crowdfunding Solve?” **California Management Review**, vol. 58 (2), pp. 20-43, 2016.

Articles Under Review

- Kuppaswamy, V. & Younkin P.ⁱ “Testing the consumer discrimination hypothesis as an explanation for minority hiring in Hollywood films.” (2nd R&R at *Management Science*)
- Younkin, P. & Kashkooli, K.ⁱ “Stay True to Your Roots?: Are new entrants penalized for non-conforming behavior?” (2nd R&R at *Organization Science*)
- Kacperczyk, Younkin & Rosa, “Conserving Time: The relationship between founder gender and employee performance in new ventures.” (Under Review at *ASQ*)

ⁱ Authors contributed equally.

Working Papers

- Kacperczyk & Younkinⁱ, “Ruby Slippers & Red Flags: The effect of pursuing entrepreneurship on future employment”
- Burtch, Gorbatai, & Younkinⁱ “Racist on Tuesday: Salience, Publicity and Financial Support for Minority Founders”
- Hahl & Younkinⁱ, “Strategic Authenticity”
- Snellman & Younkinⁱ, “Founder Gender and Employee Interest”

Presentations

Conference Proceedings

- “Ruby Slippers & Red Flags: The effect of pursuing entrepreneurship on future employment”
 - *EGOS, Organizational Practices & Careers*, Estonia, 2018.
 - *INSEAD Women at Work Conference*, 2017.
- “Racist on Tuesday: Salience, Publicity, and the Behavior of Minority Founders”
 - *Academy of Management, OMT Division*, 2018.
 - *West Coast Research Symposium, Alberta*, 2017.
 - *EGOS, Inequality Track, Copenhagen*, 2017.
- “Testing the consumer discrimination hypothesis as an explanation for minority hiring in Hollywood films.”
 - *Academy of Management, OMT Division*, 2017.
- “Strategic Authenticity”
 - *Academy of Management, OMT Showcase Symposium*, 2017.
 - Finalist for Best OMT Symposium
- “Typical Founders: How social norms influence rates of entrepreneurship.”
 - *Academy of Management, OMT & BPS Symposium*, 2017.
- “Conserving Time: Founder gender and employee performance”
 - *INSEAD Doriot Entrepreneurship Conference*, France, 2017.
- Discussant: Gender and Entrepreneurial Financing, *Academy of Management*, 2016.
- “The Colorblind Crowd: The effect of race on crowdfunding outcomes”
 - *West Coast Research Symposium*, Seattle, 2016.
 - *Academy of Management, OMT Division*, Anaheim, 2016.
 - *Strategic Management Society Special Conference*, Rome, 2016.
 - *Organizational Theory Conference*, Toronto, 2015.
- “The Paradox of Breadth: The tension between experience and legitimacy in transitions to entrepreneurship.”
 - *Academy of Management, OMT Divisional Paper*, Vancouver, 2015.
 - *Darden & Cambridge Entrepreneurship and Innovation Conference*, 2015.
 - *Organizational Theory Conference*, Berkeley, 2014.
- “The Price and Privilege of Membership?” (previously “A Market, A Charity, or a Community?”)
 - *West Coast Research Symposium*, Seattle, 2014.
 - *Academy of Management, Crowdfunding Symposium*, Philadelphia 2014.
 - *Berkeley Symposium on Crowdfunding*, Berkeley, 2013.

- *Colorado-Kaufman Crowdfunding Conference*, Boulder Colorado, 2013.
- “Stay True to Your Roots?: Categorical Distance and Spanning Penalties”
 - *ASA, Economic Sociology Regular Session*, San Francisco, 2014.
 - *Academy of Management*, OMT/BPS Symposium, Philadelphia 2014.
 - *EGOS, Categorical Emergence Track*, Montreal, 2013.
- “Jumping In, Easing Out: Comparing the adoption and abandonment of diversification in the U.S. pharmaceutical industry”
 - *Academy of Management, Organization & Management Theory*, Boston, 2012.
- “Good Medicine: How the pharmaceutical industry kept the power to prescribe from pharmacists”
 - *American Sociological Association, Organizations Occupations and Work*, Denver, 2012.
- “A History of Quality: Did Political Shifts Produce Variations in the Kind or Quality of New Medicine?”
 - *Academy of Management, Technology & Innovation Management*, Chicago, 2009.
 - *American Sociological Association, Economic Sociology*, Boston, 2008.
- “An American Oligopoly: How the Pharmaceutical Industry Transformed Itself During the 1940s”
 - *Berkeley Center for Culture, Organization, and Politics*, February 2008.
 - *American Sociological Association, Economic Sociology*, New York, 2007.
- “How To Succeed in Business Without Really Surviving: Network Choice and Market Stability”
 - *American Sociological Association, Economic Sociology*, Montreal, 2006.
- “Manufacturing, Marketing, Making Identity: The Evolution of Market Research”
 - *American Sociological Association, Economic Sociology*, Philadelphia, 2005.

Invited Talks

- “Ruby Slippers & Red Flags: The effect of pursuing entrepreneurship on future employment”
 - *INSEAD Women at Work Conference*, France, 2018.
- “Conserving Time: Founder gender and employee performance”
 - University of Oregon, 2017.
 - Santa Clara University, 2017.
- “The Colorblind Crowd: The effect of race on crowdfunding outcomes”
 - NYU, Tandon School of Engineering, 2017.
- “One in a Million: The relationship between race, gender, and performance in crowdfunding” (with Kacperczyk and Kuppuswamy)
 - University of Toronto, Rotman, Dept of Strategy Brown-Bag, Toronto, 2016.
- Academy of Management Research Symposium on Crowdfunding (Panelist)
 - OMT, BPS, ENT Joint Symposium, Philadelphia, 2014.
- “Making the Market: How the US Pharmaceutical Industry Transformed Itself”
 - Cornell University, Department of Sociology, 2010
 - McGill University, Desautels Faculty of Management, 2009.
 - University of Chicago Booth School of Business, 2009.
 - University of California-Davis, Graduate School of Management, 2009.

- “The Consumption Question: How Social Change Affects the Rate of Medical Innovation” *Pharmaceutical Manufacturing and Research Association Conference on Government Policy*, 2005.

Awards & Honors

2014	Marcel Desautels Institute for Integrated Management Fellow
2013	McGill Undergraduate Society “Professor of the Year”, Finalist
2012	Distinguished Teaching Award, Faculty of Management, McGill University
2012	McGill Undergraduate Society “Professor of the Year”, Finalist
2008	Outstanding Graduate Student Instructor (GSI), Haas School of Business
2008	Outstanding Graduate Student Instructor (GSI), Sociology, UC-Berkeley

Grants & Fellowships

2017	Social Sciences & Humanities Internal Development Grant (\$7,000)
2016	SSHRC Insight Development Grant (\$25,452)
2012	Social Sciences & Humanities Internal Development Grant (\$5,000)
2009	Leo Lowenthal Graduate Research Fellow, UC-Berkeley

Teaching Experience

Desautels Faculty of Management, McGill University

2013-17	Fundamentals of Entrepreneurship (MGPO 362; <i>avg. rating: 4.7/5</i>)
2012-17	Technological Entrepreneurship (BUSA 465; <i>avg. rating: 4.8/5</i>)
2010-12	The Social Context of Business (MGCR 360; <i>avg. rating: 4.8/5</i>)

Haas School of Business, UC-Berkeley

2006-8	The Social, Political and Ethical Environment of Business Graduate Student Instructor
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Professional Affiliations

- Academy of Management
Organization & Management Theory; Entrepreneurship; Technology & Innovation
- American Sociological Association
Economic Sociology; Organizations, Occupations, & Work

Professional Service

Reviewed for: *Administrative Science Quarterly*, *American Journal of Sociology*, *American Sociological Review*, *California Management Review*, *Journal of Management Inquiry*, *Journal of Management Studies*, *Management Science*, *MIS Quarterly*, *National Science Foundation*, *Organization Science*, *Organization Studies*, *SSHRC*, *Strategic Entrepreneurship Journal*, *Strategic Management Journal*, *Strategic Organization*

Press Coverage of Research

The Atlantic, *Forbes*, *Huffington Post*, *Salon.com*, *Globe & Mail*, *Montreal Gazette*, *CBC News*, *CBC Radio*

Languages

Mandarin (conversant), Spanish (conversant)

