

Tianyu (Brooklynn) Zhu

EDUCATION

- 2012-present** **Joseph L. Rotman School of Management, University of Toronto**
Ph.D. Candidate, Strategic Management
Committee Chair: Prof. Joshua Gans
Committee Members: Prof. Joanne Oxley; Prof. Ajay Agrawal
- 2010-2012** **Robert H. Smith School of Business, University of Maryland**
Master of Finance
Top academic standing (GPA of 3.91/4)
- 2006-2010** **SISU School of Economics and Finance, Shanghai International Studies University**
Bachelor of Arts –Finance
Excellent University Graduate Award by Shanghai Education Committee

RESEARCH INTERESTS

Technology and innovation
Entrepreneurship
Inter-firm collaboration management
Biotechnology and pharmaceutical industry

RESEARCH

Publications:

Bryan, K., A., Tilcsik., and B. Zhu. 2017. “Which Entrepreneurs are Coachable, and Why?” *American Economic Review papers and proceedings*, 107(5): 1–6.

Working Papers:

- 2016-present When Do Sellers Sell to Start-ups: Evidence from the Biotechnology Industry
- 2013-present Technology Competition and Seller Capabilities in Technology Licensing

Work in Progress:

- 2017-present Does Buying External Technologies Improve Start-ups’ Venture Outcome? (with preliminary results)

CONFERENCES & PRESENTATIONS

Presentations:

- 2017 “When Do Sellers Sell to Start-ups: Evidence from the Biotechnology Industry” Consortium for Competitiveness and Cooperation (CCC), Philadelphia, PA
- 2017 “Which Entrepreneurs are Coachable, and Why?” American Economic Association Annual Meeting, Chicago, IL (presented by Kevin Bryan)
- 2016 “Technology Competition and Seller Capabilities in Technology Licensing” Academy of Management Annual Meeting, Anaheim, CA
- 2015 “Technology Competition and Seller Capabilities in Technology Licensing” Rotman School of Management Seminar Series, University of Toronto

Conferences:

- 2016 NBER Entrepreneurship Research Boot Camp, Boston
- 2016 Economics of Entrepreneurship and Innovation Conference, Smith School of Business, Queen's University, Kingston, Ontario, Canada
- 2015 Strategy Research Initiative (SRI) Ph.D. Boot Camp, IESE Business School, New York

AWARDS & ACHIEVEMENTS

- 2016 Best Reviewers Award for the Technology and Innovation Management (TIM) Division, Academy of Management
- 2016 School of Graduate Studies Conference Grant, University of Toronto
- 2015 School of Graduate Studies Travel Grant, University of Toronto
- 2012-present Doctoral Fellowship, Rotman School of Management, University of Toronto
- 2012-2014 Director’s Fellowship, Rotman School of Management, University of Toronto
- 2006-2010 Recipient of numerous university scholarships for academic performance, including First Class Scholarships, SISU School of Economics and Finance, Shanghai International Studies University

PROFESSIONAL ACTIVITIES

Ad Hoc Reviewer:

- 2017 Academy of Management Conference
- 2017 Strategic Management Society Conference
- 2016 Academy of Management Conference
- 2016 Strategic Management Journal
- 2015 Management Science

Professional Affiliations:

2016-present Academy of Management (BPS, TIM, Entrepreneurship)

ACADEMIC EXPERIENCE

Lecturer:

2016 Fall Strategic Management (Rotman Commerce: undergraduate)

Research Assistant:

2017 Research Trainee for Prof. Joshua Gans
2016 Research Assistant for Prof. Joshua Gans
2015 Research Assistant for Prof. Joshua Gans
2015 Research Assistant for Prof. Joanne Oxley
2014 Research Assistant for Prof. Joanne Oxley
2013 Research Assistant for Prof. Joanne Oxley

Teaching Assistant:

2016 Prof. Brian Golden, Strategic Change and Implementation (Rotman MBA)
2016 Prof. Bill McEvily, Strategic Change and Implementation (Rotman MBA)
2015 Prof. Bill McEvily, Strategic Change and Implementation (Rotman MBA)
2015 Prof. Joanne Oxley, International Business (Rotman MBA)
2014 Prof. William Mitchell, Pharmaceutical Strategy (Rotman MBA)
2014 Prof. Anne Bowers, Prof. Joanne Oxley & Prof. Brian Silverman, Core Strategy (Rotman MBA)

OTHER NON-ACADEMIC EXPERIENCE

2012 Industrial and Commercial Bank of China, New York, US -Intern
2011-2012 NERA, Washington DC, US -Intern
2009 China Foreign Exchange Trade System, Shanghai, China -Intern