

PAUL NARY

The Wharton School | University of Pennsylvania
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ACADEMIC APPOINTMENTS

The Wharton School, University of Pennsylvania, Philadelphia, PA
Assistant Professor of Management, Strategy Area (From 2018)

EDUCATIONAL BACKGROUND

Carlson School of Management, University of Minnesota, Minneapolis, MN
PhD in Business Administration, 2019

- Major Area: Strategic Management and Entrepreneurship
- Minor Area: Sociology; additional work in History of Science, Technology, and Medicine
- Dissertation committee: Aseem Kaul and Aks Zaheer (co-advisors), Russell Funk, David Knoke (Department of Sociology)

Stephen M. Ross School of Business, University of Michigan, Ann Arbor, MI
Master of Supply Chain Management, 2010

DePaul University, Chicago, IL
Master of Business Administration (Kellstadt Graduate School of Business), 2003
Bachelor of Science in Finance, 2001

RESEARCH & TEACHING INTERESTS

Corporate Strategy, Corporate Development, Technology & Innovation Management, Private Equity, Technology Entrepreneurship, Business & Technology History, Social Networks & Complex Systems

HONORS & AWARDS

- 2018: Mack Institute Research Fellowship 2018 Recipient, Mack Institute for Innovation Management, The Wharton School
- 2017: Strategy Research Foundation (SRF) 2017-2018 Dissertation Scholar & Grant Recipient, Strategic Management Society, Chicago, IL
- 2017: Interdisciplinary Doctoral Fellowship 2017-2018, Office of Interdisciplinary Initiatives, University of Minnesota (Year-long academic fellowship with support of, and in residence at the Charles Babbage Institute & Center for the History of Information Technology)
- 2017, 2016, 2015: PhD Student Travel Fellowship Recipient, Carlson School of Management
- 2015: PhD Student Teaching Award Recipient, Carlson School of Management
- 2011: Intel Labs Role Model, Divisional Recognition Award, Chandler, AZ
- 2010: Tauber Institute for Global Operations Fellow, University of Michigan
- 2010: Tauber Spotlight 2010 Scholarship Recipient (honorable mention), Tauber Institute for Global Operations, University of Michigan

PUBLISHED WORK

[1] **Kaul, Aseem, Nary, Paul M., Singh, Harbir.** 2018 “Who Does Private Equity Buy: Evidence on the Role of Private Equity from Buyouts of Divested Businesses” *Strategic Management Journal*, 39(5), 1268-1298
<https://doi.org/10.1002/smj.2759>

WORK IN PROGRESS

[2] **Nary, Paul M.** “Borrow and Buy: Complementarity and Substitutability of Acquirer’s Alliances and Technology Acquisitions.” (Preparing for submission to *Strategic Management Journal*)

[3] **Nary, Paul M.** “Divestiture Performance and the Role of Private Equity Acquirers”. (Preparing for submission to *Strategic Management Journal*)

[4] **Nary, Paul M., Kaul, Aseem.** “The Best of Both Modes: Using Transaction Portfolios to Capture Resource Complementarities.” (Preparing for submission to *Strategic Management Journal*)

[5] **Nary, Paul M.** “Strategy, Technology, and Corporate Development: Through the Lens of Control Data Corporation in 1958-1972”. (Rewriting)

[6] **Nary, Paul M.** “Networks, Alliances, Investments, and Acquisitions: Role of Social Embeddedness in Acquirer Performance”. (Collecting additional data)

[7] **Dutta, Sunasir, Nary, Paul M.** “People or Place? The Fungibility of Embeddedness in Entrepreneurial Ventures.” (Collecting additional data)

PRESENTATIONS & INVITED TALKS

Nary, Paul M. “Divestiture Performance and the Role of Private Equity Acquirers”.

- Strategic Management Society Special Conference in Frankfurt, Germany, 2019 (scheduled)

Nary, Paul M. “Borrow and Buy: Complementarity and Substitutability of Acquirer’s Alliances and Technology Acquisitions”.

- Strategic Management Society Annual Conference, Paris, France, 2018 (scheduled, main program, corporate strategy track)
- Academy of Management Annual Conference in Chicago, IL, 2018 (STR division, main program)
- Strategic Management Society Special Conference, San Jose, Costa Rica, 2017
- The Wharton School, University of Pennsylvania, Philadelphia, PA, 2017
- Columbia Business School, Columbia University, New York City, NY, 2017
- A.B. Freeman School of Business, Tulane University, New Orleans, LA, 2017
- Consortium for Competition and Cooperation (CCC) conference at the Wharton School, University of Pennsylvania, Philadelphia, PA, 2017

Nary, Paul M., Kaul, Aseem. “The Best of Both Modes: Using Transaction Portfolios to Capture Resource Complementarities”.

- Strategic Management Society Special Conference in Costa Rica, 2017

Nary, Paul M. “Strategy, Technology, and Acquisitions: Through the Lens of Control Data Corporation in 1958-1972”.

- Strategic Management Society Annual Conference in Houston, TX, 2017
- University of Minnesota, Program in the History of Technology, Science, and Medicine, 2016

Kaul, Aseem, Nary, Paul M., Singh, Harbir. “Who Does Private Equity Buy: Evidence on the Role of Private Equity from Buyouts of Divested Businesses”

- Academy of Management Annual Conference in Vancouver, Canada, 2015 (main program, BPS Division)

Nary, Paul M. “Networks, Alliances, Investments, and Acquisitions: Role of Social Embeddedness in Acquirer Performance”.

- Trans-Atlantic Doctoral Conference in London, UK, 2016 (strategy track)
- Strategic Management Society Annual Conference in Denver, CO, 2015 (main program)
- Academy of Management Annual Conference in Vancouver, Canada, 2015 (main program, BPS Division)

OTHER CONFERENCES & WORKSHOPS

2018: Wharton Corporate Strategy & Innovation Conference in Philadelphia, PA

2018: Research Identity PDW at the Strategic Management Society Annual Conference in Paris, France

2018: STR Division Paper Framing PDW at the Academy of Management Annual Conference in Chicago, IL

2017: SRF Doctoral Workshop at the Strategic Management Society Annual Conference in Houston, TX

2017: TIM Division Doctoral Research Workshop at the Academy of Management Annual Conference in Atlanta, GA

2017: Kauffman Doctoral Consortium at the Smith Entrepreneurship Research Conference at the University of Maryland, College Park, MD

2017: Consortium on Competitiveness and Cooperation (CCC) Doctoral Student Colloquium at the Wharton School, University of Pennsylvania, Philadelphia, PA.

2016: BPS Division Doctoral Research Workshop at the Academy of Management Annual Conference in Anaheim, CA

2016: Trans-Atlantic Doctoral Conference at the London Business School, London, U.K.

2015: Doctoral Research Development Workshop at the Atlanta Competitive Advantage Conference (ACAC)

2015: Doctoral Workshop at the Strategic Management Society (SMS) Annual Conference in Denver, CO

2015: TIM Division Doctoral Research Development Workshop at the Academy of Management Annual Conference in Vancouver, BC

TEACHING EXPERIENCE

University of Pennsylvania, The Wharton School

MGMT 612: Managing the Emerging Enterprise (Fall 2018)

- Strategy module (3 sections, Full-time MBA core)

University of Minnesota, Carlson School of Management

Graduate/ Adjunct Instructor (of record)

MGMT 3001: Principles of Management (Fall 2014)

- Awarded PhD Student Teaching Award by the Carlson School of Management

Teaching Assistant:

MGMT 6085: Corporate Strategy, with Aseem Kaul (Fall 2014, 2015, 2016), with Myles Shaver (Fall 2012, 2013); MBA 6300: Strategic Management, with Aseem Kaul (Spring 2013, 2014, 2015; Fall 2015, 2016), with Daniel Forbes (Spring 2016); MGMT 6410/6100: Corporate Responsibility, with Myles Shaver (Fall 2012, 2013); MGMT 3001: Principles of Management, with Isaac Fox (Fall 2013)

PROFESSIONAL MEMBERSHIPS

Academy of Management (from 2013); Strategic Management Society (from 2014); American Sociological Association (2013-2017)

PROFESSIONAL SERVICE

Reviewer for the *Strategic Management Journal* & *Journal of International Business Studies*; Conference reviewer for SMS Annual Meeting (2019, 2018); SMS Special Conference in Frankfurt (2019); SMS Special Conference in Hyderabad (2018); Conference reviewer for AOM Annual Meeting (2016-

2019; BPS/STR, TIM divisions); Carlson SME PhD Student Activities, Logistics, Admissions Liaison (2013-2016); Carlson SME PhD Speaker Series Lunch Coordinator (2012-2013)

OTHER RESEARCH EXPERIENCE

University of Minnesota, Carlson School of Management

Research Assistant to Aseem Kaul (2012-2017); Sunasir Dutta (2014-2015); Gurneeta Singh (2013)

University of Michigan, Ross School of Business

Volunteer Research Assistant to Gautam Ahuja (Fall 2010)

NON-ACADEMIC EMPLOYMENT

Intel Corporation, Chandler AZ

New Business Development & Strategy – Technology and Manufacturing Group (2011-2012)

Federal-Mogul Corporation, Southfield, MI

Tauber Institute Team Project Intern (Summer 2010)

GK Development Inc, Barrington, IL

M&A Consultant – Private Equity (2009)

Financial Analyst – Private Equity (2007-2008)

American Realty Group (formerly Vector Equity Corporation), Libertyville, IL

Non-Managing Partner (from 2007)

Founder & Managing Partner (2002-2006)

Weybridge Capital Investors, Chicago, IL

Financial Analyst (2000-2001)

PERSONAL

US citizen, fluent in Russian