

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), 2019-present

Lecturer (Strategy Area), 2018-2019

EDUCATIONAL BACKGROUND

Carlson School of Management, University of Minnesota, Minneapolis, MN

PhD in Business Administration, January 2019

- Major Area: Strategic Management and Entrepreneurship
- Minor Area: Sociology; additional work in History of Science, Technology, and Medicine
- Dissertation committee: Aseem Kaul & 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, December 2010

DePaul University, Chicago, IL

Master of Business Administration (Kellstadt Graduate School of Business), June 2003

Bachelor of Science in Finance, February 2001

RESEARCH & TEACHING INTERESTS

Corporate Strategy, M&A, Corporate Development, Private Equity, Technology & Innovation Management, Business & Technology History

HONORS, AWARDS, & GRANTS

- 2020: Penn Undergraduate Research Mentoring Program selected faculty participant
- 2019: Mack Institute Research Fellowship 2019 Recipient, The Wharton School
- 2019: Rodney L. White Center for Financial Research grant proposal award, The Wharton School
- 2019: Wharton Dean's Research Fund research proposal funding award, The Wharton School
- 2018: Mack Institute Research Fellowship 2018 Recipient, 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 (in residence at the Charles Babbage Institute)
- 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), 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.” (Reject and resubmit at *Strategic Management Journal* 12/2020, preparing for resubmission in summer/fall of 2020)

[3] **Nary, Paul M., Kaul, Aseem.** TITLE REDACTED (Revise and resubmit decision at *Academy of Management Review* 7/2020)

[4] **Nary, Paul M.** TITLE REDACTED (Under review at *Strategic Management Journal* 8/2020)

- Awarded Rodney L. White Center for Financial Research grant proposal award, 2019
- Awarded Wharton Dean’s Research Fund research proposal funding award, 2019

[5] **Nary, Paul M., Singh, Harbir.** In The Shadow of the Valley: Private Equity Firms’ Increased Prominence in High-Tech Acquisitions. (Proposal draft & descriptive statistics, initial data collection complete)

- Awarded Mack Institute Research Fellowship, 2019

[6] **Nary, Paul M., Kaul, Aseem.** “The Best of Both Modes: Using Transaction Portfolios to Capture Resource Complementarities.” (Rewriting and revising formal theory model in preparation for submission to *Strategic Management Journal*)

[7] **Nary, Paul M.** “Strategy, Technology, and Corporate Development: Through the Lens of Control Data Corporation in 1958-1972”. (Reconceptualizing draft, completed additional data collection of over 5,000 documents)

- Awarded Interdisciplinary Doctoral Fellowship, University of Minnesota, 2017-2018

[8] **Nary, Paul M.** “Indirectly Related Acquisitions and the Role of the Mixed Transaction Mode Corporate Development Portfolio”. (Collecting additional data)

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

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

PRESENTATIONS & INVITED TALKS

Nary, Paul M., Singh, Harbir. “In the Shadow of the Valley: Private Equity Firms’ Increased Prominence in High-Tech Acquisitions”

- Strategic Management Society Annual Conference, Minneapolis, MN, 2018 (main program)

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

- Strategic Management Society Annual Conference, Minneapolis, MN, 2018 (main program)
- Academy of Management Annual Conference in Boston, MA, 2019 (STR division, main program)
- Strategic Management Society Special Conference in Frankfurt, Germany, 2019
- Strategy Science Conference in Salt Lake City, UT, 2019
- WIP Seminar, Management Department, The Wharton School, University of Pennsylvania, 2019

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 but canceled due to teaching conflict, 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)

OTHER CONFERENCES & WORKSHOPS

- 2020: Strategy Science Virtual Conference, Philadelphia, PA
- 2019: CB Insights “The Collective” Conference, New York, NY (invited discussant)
- 2019: Junior Faculty Strategy Research Summer Camp, Tuck School of Business, Hanover, NH
- 2019: Strategic Management Review Conference on Corporate Renewal at Columbia Business School, New York, NY (invited discussant)
- 2019: Wharton Technology & Innovation Conference, Philadelphia, PA
- 2018: Wharton Corporate Strategy & Innovation Conference, Philadelphia, PA
- 2018: Research Identity PDW, Strategic Management Society Annual Conference in Paris, France
- 2018: STR Division Paper Framing PDW, Academy of Management Annual Conference, Chicago
- 2017: SRF Doctoral Workshop, Strategic Management Society Annual Conference in Houston
- 2017: TIM Division DRW, Academy of Management Annual Conference, Atlanta
- 2017: Kauffman Doctoral Consortium at the Smith Entrepreneurship Research Conference at the University of Maryland, College Park
- 2017: Consortium on Competitiveness and Cooperation (CCC) Doctoral Student Colloquium at the Wharton School, University of Pennsylvania, Philadelphia
- 2016: BPS Division DRW at the Academy of Management Annual Conference in Anaheim
- 2016: Trans-Atlantic Doctoral Conference at the London Business School, London, U.K.

- 2015: Doctoral Research Development Workshop, Atlanta Competitive Advantage Conference
- 2015: Doctoral Workshop, 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 721: Corporate Development, Mergers & Acquisitions (2020)
- MGMT 612: Managing the Emerging Enterprise, Strategy Module (2018, 2020)
- MGMT 899: EMBA Independent Study (2018)

University of Minnesota, Carlson School of Management

- MGMT 3001: Principles of Management (2014)

PROFESSIONAL MEMBERSHIPS

- Academy of Management (from 2013); Strategic Management Society (from 2014)

PROFESSIONAL SERVICE

- Management department seminar committee member, Wharton Management Dept. (2020-2021)
- Editorial review board member, *Strategic Management Journal* (2020-2022)
- Research committee member, STR Division, Academy of Management (2020-2022)
- Strategy group hiring committee member, Wharton Management Dept. (2019-2020)
- Corporate Strategy & Innovation Conference co-organizer (2020)
- Reviewer for the *Administrative Science Quarterly*, *Journal of International Business Studies*, *Management Science*, *Strategic Management Journal*, *Strategic Entrepreneurship Journal*, and *Strategy Science*
- Conference reviewer for SMS Annual Meeting (2018-on); SMS Special Conference in Frankfurt (2019); SMS Special Conference in Hyderabad (2018); AOM Annual Meeting (2016-on)

MEDIA COVERAGE

- Finding Virtue in Private Equity *Wharton Magazine* Spring/Summer 2019
- All The New Professors at the Leading Business Schools *Poets & Quants* 12/19/2018
- Finding the Virtue in Private Equity Firms. *Knowledge @ Wharton* 12/18/2018
- Is Apple Losing Its Innovation Edge? *Knowledge @ Wharton* 10/30/2018

NON-ACADEMIC EMPLOYMENT

Intel Corporation, Chandler AZ

- Project Manager, 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

- Founder & Non-Managing Partner* (from 2002)

Weybridge Capital Investors, Chicago, IL

- Financial Analyst* (2000-2001)

PERSONAL: US citizen, bilingual in English and Russian