

## J. DANIEL KIM

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### Academic Appointments

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#### The Wharton School, University of Pennsylvania

Assistant Professor of Management  
 Lecturer

2020 –  
 2019 – 2020

### Education

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Ph.D.	<b>Massachusetts Institute of Technology</b> Sloan School of Management	2020
	<ul style="list-style-type: none"> <li>Dissertation: Entrepreneurial Organizations and Human Capital</li> <li>Advisors: Pierre Azoulay, Scott Stern, Fiona Murray</li> </ul>	
A.B.	<b>Dartmouth College</b> Mathematics and Social Sciences (High Honors)	2011

### Research Interests

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**Primary:** Entrepreneurship, Strategic Human Capital, Venture Scaling

**Secondary:** Innovation, Mergers & Acquisitions, Labor Markets

### Refereed Publications

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(All co-authored articles reflect equal first authorship unless noted otherwise.)

[1] Lee, Saerom R. and J. Daniel Kim. “When Do Startups Scale? Large-Scale Evidence from Job Postings.” **Strategic Management Journal** (Forthcoming)

· Media Coverage: [Strategic Management Society](#)

[2] Kim, J. Daniel. “Startup Acquisitions as a Hiring Strategy: Turnover Differences Between Acquired and Regular Hires.” **Strategy Science** (Forthcoming)

· Media Coverage: [Wall Street Journal](#), [MIT Sloan News](#)

[3] Kim, J. Daniel and Minjae Kim. “Founder Turnover and Organizational Change.” **Organization Science**, 35(1): 259-280, 2024

· Best Entrepreneurship Paper Award, OMT Division, Academy of Management 2021

[4] Choi, Joonkyu, Nathan Goldschlag, John Haltiwanger, and J. Daniel Kim. “Early Joiners and Startup Performance.” **Review of Economics and Statistics** (Forthcoming)

· Media Coverage: [NBER Bulletin](#)

[5] Kim, J. Daniel. “Startup Acquisitions, Relocation, and Employee Entrepreneurship.” **Strategic Management Journal**, 43(11): 2189-2216, 2022 (Lead Article)

· Best Paper Prize, Strategic Management Society Conference 2020

[6] Azoulay, Pierre, Benjamin Jones, J. Daniel Kim, and Javier Miranda. "Immigration and Entrepreneurship in the United States." **American Economic Review: Insights**, 4(1): 71-88, 2022

- Media Coverage: [The White House \(Economic Report of the President\)](#), [Quartz](#), [Knowledge@Wharton](#)

[7] Azoulay, Pierre, Benjamin Jones, J. Daniel Kim, and Javier Miranda. "Age and High-Growth Entrepreneurship." **American Economic Review: Insights**, 2(1): 65-82, 2020

- Media Coverage: [The New York Times](#), [The Washington Post](#), [TechCrunch](#), [Wall Street Journal](#), [World Economic Forum](#), [Financial Times](#), [Forbes](#), [Quartz](#), [NBER Digest](#), [MIT Sloan News](#)

[8] Kim, J. Daniel. "Is There a Startup Wage Premium? Evidence from MIT Graduates." **Research Policy**, 47(3): 637-649, 2018

## Working Papers

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[9] Kim, J. Daniel and Michael Pergler. "Startup Hiring through Firm-Driven Search: Evidence from Venture for America." Working Paper, 2021. (2<sup>nd</sup> Revise and Resubmit at **Strategic Management Journal**)

- Best Interdisciplinary Paper Award (Finalist), Strategic Management Society Conference 2021

[10] Botelho, Tristan L. and Kim, J. Daniel. "Status Pursuit and Status Selectivity: Two-Sided Evaluation Between High-Status Candidates and Startup Employers." Working Paper, 2022. (Revise and Resubmit at **Administrative Science Quarterly**)

[11] Berman, Ron, Pablo Hernandez-Lagos, and J. Daniel Kim. "Too Much Talent? The Tradeoff Between Human and Non-Human Assets in Technology Startups." Working Paper, 2022. (Reject and Resubmit at **Strategic Management Journal**)

[12] Does Startup's Social Responsibility Influence Employee Recruitment and Retention? (with Matthew Lee)

[13] Scaling Out? Geographic Expansion and Venture Hiring Strategy (with Liinus Hietaniemi)

[14] Target Startup's Organizational Structure and Acquirer's Integration-Separation Decision (with Ronnie Lee)

[15] High-Growth Firms in the United States (with John Haltiwanger, Joonkyu Choi, and Nathan Goldschlag)

## Books Chapters and Other Non-Refereed Articles

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[15] Kim, J. Daniel. "The Challenge of Retaining Startup Talent After an Acquisition." *Harvard Business Review (Online)*, February 2024

[16] Delgado, Mercedes, J. Daniel Kim, and Karen Mills. "The Servicification of the US Economy: The Role of Startups versus Incumbent Firms." *NBER Volume: The Role of Innovation and Entrepreneurship in Economic Growth*, University of Chicago Press, 2022

[17] Roberts, Edward B., Fiona Murray, and J. Daniel Kim. "Entrepreneurship and Innovation at MIT: Continuing Global Growth and Impact." *Foundations and Trends in Entrepreneurship*. 15(1): 1-55, 2019

[18] Azoulay, Pierre, Benjamin Jones, J. Daniel Kim, and Javier Miranda. "The Average Age of a Successful Startup Founder Is 45." *Harvard Business Review (Online)*, July 2018

[19] Goldschlag, Nathan, J. Daniel Kim, and Kristin McCue. "Just Passing Through: Characterizing U.S. Pass-Through Business Owners." *US Census Bureau Center for Economic Studies Paper No. CES-WP-17-69*, 2017

[20] Kim, J. Daniel and Kristin McCue. "Matching State Business Registration Records to Census Business Data." *US Census Bureau Center for Economic Studies Paper No. CES-WP*, 2019

## Work In Progress

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Venture Careers (with Elaine Pak)

Founders and Employee Retention (with Minjae Kim)

## Awards

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<b>Best 40 Under 40 Business Professors</b> , Poets & Quants	2023
<b>Teaching Excellence Award</b> , Wharton School	2020, 2021, 2022, 2023
<b>Best Entrepreneurship Paper Award</b> , OMT Division, Academy of Management	2021
<b>Best Interdisciplinary Paper Award (Finalist)</b> , Strategic Management Society Conference	2021
<b>Best Paper Prize</b> , Strategic Management Society Conference	2020
<b>Wiley Blackwell Outstanding Dissertation Award (Finalist)</b> , STR Division, Academy of Management	2020
<b>Doctoral Research Thesis Prize</b> , MIT Sloan	2019

## Invited Presentations and Panels

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### 2024 (including scheduled):

Yale University, School of Management

Washington University in St. Louis, Olin

Seoul National University, College of Business

Temple University, Fox School of Business

Crete Innovation & Entrepreneurship Workshop

Academy of Management: Venture Scaling – A Human Capital Perspective (Co-organizer)

Academy of Management: The Entrepreneurial Labor Market (Panelist)

Academy of Management: Scaling Strategies: Enabling Scalability and Overcoming Constraints (Panelist)

### 2023:

Boston University, Questrom

University of Illinois Urbana-Champaign, Gies

Yonsei University, School of Business

Smith Entrepreneurship Research Conference

Multicultural Business Expo (Keynote)

Venture Café Philadelphia (Panelist)

Academy of Management: Startup Employees - Current Research and Future Research Directions (Panelist)

Academy of Management: Experimentation, Pivoting, and Performance in Early-Stage Ventures (Panelist)

Academy of Management: TIM Doctoral Consortium (Panelist)

Strategic Management Society: Scaling Up - Theoretical Frontiers and Practical Implications (Co-organizer)

**2022:**

Strategy Research Forum  
Sumantra Ghoshal Conference  
INSEAD Doriot Entrepreneurship Conference  
Strategy Science Conference  
Troesh Research Conference  
People and Organizations Conference at Wharton  
Academy of Management: Organizational Scaling - New Research Frontiers (Co-organizer)

**2021:**

Sungkyunkwan University  
EPFL Innovation Seminar; Strategy Science Conference  
Strategy Innovation Entrepreneurship Workshop  
Academy of Management: Using Employee-Employer Matched Data in Management Research (Panelist)

**2020:**

Harvard Business School  
Utah Winter Strategy Conference  
NBER Conference on The Role of Innovation and Entrepreneurship in Economic Growth  
HEC Paris Entrepreneurship Workshop  
NYU Stern Economics of Strategy Workshop  
Academy of Management: STR Best Dissertation Finalists' Presentations (Presenter)

**2018-19:**

UCLA, Anderson  
Stanford University, MS&E  
University of Pennsylvania, Wharton  
Duke University, Fuqua  
Georgia Institute of Technology, Scheller  
KAIST, College of Business  
US Census Bureau  
MIT Organizational Economics  
MIT Sloan TIES  
People and Organizations Conference at Wharton

\*=Discussant

**Teaching**

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**COURSES**

Wharton MGMT 801: Entrepreneurship (MBA) 2020–2024  
Wharton MGMT 937/939: Entrepreneurship and Innovation Seminar (PhD) 2020, 2022, 2025  
Ad-hoc: Wharton Scale School; Wharton MGMT 970: Applied Methods in Management Research

**CASE STUDIES**

“Bain Capital: Outback Steakhouse,” (with P. Gompers and K. Mugford) HBS Case 212-087, 2012  
“FirstMark Capital,” (with P. Gompers), HBS Case 212-041, 2012  
“Private Equity Finance Vignettes: 2014,” (with P. Gompers), HBS Case 213-026, 2012  
“Harrah's Entertainment,” (with P. Gompers and K. Mugford), HBS Case 213-054, 2012

“United Capital Partners,” (with P. Gompers and V. Mukharlyamov), HBS Case 213-044 & 213-045, 2012

**Service**

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**WHARTON SCHOOL**

Management Dept. Seminar Committee, Representative 2020, 2022, 2023

**EXTERNAL**

SMS Entrepreneurship & Strategy Interest Group, Rep-at-Large (Elected) 2022 -

**EDITORIAL REVIEW BOARD**

Organization Science 2023 -

Strategic Management Journal 2023 -

Strategic Entrepreneurship Journal 2023 -

**PEER REVIEW**

Organization Science, Management Science, Strategic Management Journal, Strategic Entrepreneurship Journal, Research Policy, Review of Economics and Statistics, American Economic Review

**PROFESSIONAL AFFILIATIONS**

U.S. Census Bureau, Schedule A Employee 2015 -

MIT Innovation Initiative, Research Affiliate 2020 -

Strategy Research Forum 2021 -

Academy of Management 2019 -

Strategic Management Society 2020 -

**PhD Advising**

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**WHARTON SCHOOL**

Student	Role
Michael Pergler	2 <sup>nd</sup> year exam committee
Brittany Mallory	Dissertation committee
Vinay Subramanian	2 <sup>nd</sup> year exam committee
Jaeho Kim	2 <sup>nd</sup> year exam committee
Elaine Pak	Dissertation committee
Ndu Ugwuanyi	2 <sup>nd</sup> year exam committee
Dan Schliesmann	2 <sup>nd</sup> year exam committee

**Grants and Fellowships**

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Global Initiatives Research Program, Wharton School 2024

ESG Initiative, Wharton School 2023

Data Science and Business Analytics Fund, Wharton School 2021

Mack Institute Research Fellowship, Wharton School 2019, 2020

Dean’s Research Fund, Wharton School 2020, 2023

Kauffman Dissertation Fellowship, Kauffman Foundation 2017

Roberts Hammond & Krasner Fund Grant, MIT Entrepreneurship Center 2016