

Daniel Schliesmann

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3040 Steinberg-Dietrich Hall, Philadelphia PA 19104
The Wharton School, University of Pennsylvania

EDUCATION

Ph.D., Management (Strategy and Entrepreneurship) 2026 (Expected)

The Wharton School, University of Pennsylvania, Philadelphia, PA

- Dissertation: “Unpacking the Two Blades: Cognition and Context in Organizational Adaptation”
- Committee: Daniel Levinthal (Advisor/Chair), J. Daniel Kim, Ronnie Lee, Henning Piezunka, and Lori Rosenkopf

B.S., Accountancy May 2021

W.P. Carey School of Business, Arizona State University, Tempe, AZ

Barrett Honors College, Arizona State University, Tempe, AZ

- Honors: Summa Cum Laude

RESEARCH INTERESTS

Organizational Learning, Search, Adaptation, Organization Design, Entrepreneurship

RESEARCH

Authorship is equal and listed alphabetically unless otherwise noted.

Publications and Conditionally Accepted Articles in Refereed Journals

Levinthal, D. & **D. Schliesmann**. Cautious Exploitation: Learning and Exploration in Problems of Evaluation and Discovery (*forthcoming – Organization Science*)

Working Papers

Levinthal, D. & **D. Schliesmann**. The Encoding of Outcomes and Organizational Learning (*preparing resubmission – Strategic Management Journal*)

Levinthal, D. & **D. Schliesmann**. Path Dependence and Pivots: Entrepreneurial Journeys and Decisions to Pivot and to Exit (2nd year paper, *resubmitted – Strategic Management Journal*)

Schliesmann, D. Beyond Single Objectives: Learning and Adaptation in Multi-Goal Organizations (*under review – Organization Science*)

Schliesmann, D. The Where of Search (job market paper, *preparing for submission*)

Work in Progress

Levinthal, D. & **D. Schliesmann**. Reassessing the Roots and Branches of Bounded Rationality and Organizational Learning (*proposal under review – Academy of Management Annals*)

Schliesmann, D. Exploration: Real and Imagined (working title, *analysis*)

Schliesmann, D. Non-Consensus and Right: Adaptation, Positioning, and the Search for Competitive Advantage (*model development*)

Schliesmann, D. & M. Tranchero. Generalization and Endogenous Sampling: Evidence from Clinical Trials (working title, *data analysis*)

CONFERENCE PRESENTATIONS

“How Adaptive are Adaptive Aspirations?”

- Academy of Management (AOM) Annual Meeting Summer 2023

“The Encoding of Outcomes and Organizational Learning”

- Carnegie School of Organizational Learning (CSOL) Summer 2024

“Not All Journeys are Straight Lines: Exploring the Learning and Survival Dynamics of Pivots”

- Strategy Science Conference Summer 2024

“The Adaptiveness of Adaptive Aspirations: Goals and the Dynamics of Search Processes

- Organization Science Winter Conference (OSWC) Winter 2025

INVITED WORKSHOPS

Carnegie School of Organizational Learning (CSOL) Summer School Summer 2023

Theoretical Organizational Models (TOM) Society Summer School Summer 2023

WHARTON EXTRACURRICULARS & SERVICE

Board Member, Wharton Society for the Advancement of Women in Business Academia

(WSAWBA), The Wharton School, Philadelphia, PA Nov. 2021-May 2023

PhD Admissions Committee, The Wharton School, Philadelphia PA Aug. 2022-Apr. 2023

Management Department Service, The Wharton School, Philadelphia PA July 2024-

HONORS & GRANTS

Mack Institute Research Grant 2023

Wharton Doctoral Programs Grants

2023 and 2025

TEACHING EXPERIENCE

Instructor

Introduction to Management (2 Recitation Sections, UG) Spring 2024
 - Rating: 3.77/4.0 (average peer instructor rating: 3.0)

Teaching Assistant

Managing the Emerging Enterprise (3 sections, MBA), Ronnie Lee Fall 2022

Business Strategy (1 section, UG), Jaeho Choi Spring 2023

Managing Established Enterprises (1 section, JD/MBA), Exequiel Hernandez Summer 2023

Managing the Enterprise (2 sections, EMBA), Exequiel Hernandez Summer 2023 and 2024

Global Business Week: Doing Business in Turbulent Environments -
 The Case of Argentina (EMBA), Exequiel Hernandez Fall 2023

Entrepreneurship (1 Section, MBA), J. Daniel Kim Fall 2023

Management of Technology (1 Section, UG), Lori Rosenkopf Spring 2024 and 2025

Management of Technology (1 Section, EMBA), Lori Rosenkopf Fall 2024

Technology in the Bay Area (1 Section, MBA/EMBA, Lori Rosenkopf) Spring 2025

REFERENCES

Daniel Levinthal (Advisor/Chair)

Reginald H. Jones Professor
 The Wharton School, U. of Pennsylvania
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Lori Rosenkopf

Simon and Midge Palley Professor
 The Wharton School, U. of Pennsylvania
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Henning Piezunka

Associate Professor of Management
 The Wharton School, U. of Pennsylvania
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