

Marc T. Junkunc
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Assistant Professor
Department of Management

EDUCATION

Ph.D.	Management	UCLA Anderson School of Management	2004
M.A.	Economics	University of California, Los Angeles	1998
M.B.A.	Business Admin	UCLA Anderson School of Management	1993
A.B.	Economics	University of California, Berkeley	1988

EXPERIENCE

Academic:

Assistant Professor, Department of Management, University of Miami, 2005 to present.

Non-Academic:

Krizmark Incorporated, Los Angeles, CA. Co-founder and business consultant. 1991 – 2004.
Consulting and venture initiation firm working with entrepreneurs and small to mid-sized firms.

TwoPart Coffee, Los Angeles, CA. Co-founder and General Manager. 1991 – 1994.
Started from scratch, grew to profitability, and successfully sold a coffee retail operation.

Morgan Stanley & Company, Inc., New York, NY and Los Angeles, CA. 1989 – 1991.
Investment banking analyst in corporate finance at leading Wall Street investment bank.

Smith Barney, Harris Upham & Co., New York, NY. 1988.
Mergers and acquisition analyst on buy side and sell side transactions and takeover defense.

PUBLICATIONS

Refereed Journal Articles:

Junkunc, M. and J. Eckhardt. 2009. Technical specialized knowledge and secondary shares in initial public offerings. *Management Science* 55(10): 1670-1687.

Luo, Y. and M. Junkunc. 2008. How private enterprises respond to government bureaucracy in emerging economies: The effects of entrepreneurial type and governance. *Strategic Entrepreneurship Journal* 2: 133-153.

Junkunc, M. 2007. Managing radical innovation: The importance of specialized knowledge in the biotech revolution. *Journal of Business Venturing* 22: 388-411.

Other Works and Publications:

Makri, M., M. Junkunc and J. Eckhardt. 2007. Technological diversification, cumulateness and venture capital exit: M&A versus IPO. *Frontiers of Entrepreneurship Research 2007*, Wellesley, MA: Babson College Press, 1-14.

Junkunc, M. 2005. Monitoring entrepreneurial activity: Examining the transition from privately-owned to publicly-held. *Frontiers of Entrepreneurship Research 2005*, Wellesley, MA: Babson College Press, 389-402.

Junkunc, M. 2004. *Toward a Greater Economic Understanding of Entrepreneurial Activity: Examining the Nature and Importance of Specialized Knowledge*. UCLA Anderson School of Management doctoral dissertation (Co-Chairs Edward Leamer and Al Osborne, Jr.).

Junkunc, M. 2003. Southern California Venture Capital Investments. *PriceWaterhouseCoopers / Venture Economics / National Venture Capital Association / MoneyTree Survey*, September 2003, pp 10-15 and March 2003, pp 8-12.

Junkunc, M. 2002. A Look at Venture Capital Investments in Southern California. *PriceWaterhouseCoopers / Venture Economics / National Venture Capital Association / MoneyTree Survey*, December 2002, pp 8-13; September 2002, pp 8-12 and June 2002, pp 9-13.

Manuscripts in Review/Revision:

Luo, Y., M. Cacchione, and M. Junkunc. Huawei Technologies: Entrepreneurial pioneer of international venturing. *Entrepreneurship Theory and Practice* (revise and resubmit).

Working Papers and Projects in Development:

Eckhardt, J., M. Junkunc, and M. Makri. Technological regimes and mode of venture capital exit. (target: *Strategic Management Journal*).

Khoury, T. and M. Junkunc. The conditional environment for venture capital investment in emerging economies: Examining Latin America. (target: *Strategic Management Journal*).

Eckhardt, J. and M. Junkunc. Human capital and founder leadership in initial public offerings. (target: *Academy of Management Journal*).

Junkunc, M., V. Jayaraman and Y. Luo. Governance and integration in knowledge process offshoring. (target: *Strategic Management Journal*).

Junkunc, M. Division of knowledge, specialization and the role of confidence in entrepreneurship.

PROFESSIONAL**Editorial Responsibilities:**

International Journal of Technoentrepreneurship (Inderscience Publishers), Editorial Board.

Ad hoc reviewing for *Journal of Business Venturing*, *Journal of Management Studies*, *Entrepreneurship Theory and Practice*, and *International Journal of Technoentrepreneurship*

Professional Organizations:

Member, Academy of Management; Member, Strategic Management Society; Member, INFORMS; Member, American Economic Association

Honors and Awards:

McLamore Summer Research Award in Business, University of Miami, 2009, 2007, 2006.
INFORMS Technology Management Section (TMS) Best Dissertation Award, Runner-up, 2005
Harold Price Center for Entrepreneurial Studies (research grant), UCLA, 2002/2003.
UCLA Graduate Student Fellowships, 1996, 1997, 1998
Summer Doctoral Fellows Program, UCLA Anderson School, 1997, 1998
Young Presidents Organization (YPO) Fellowship, UCLA Anderson School, 1993
Venture Fellowship, UCLA Anderson School, 1992
Kovler Family Fellowship, UCLA Anderson School, 1992
Graduated with highest honors in Economics, UC Berkeley, 1988
Single "Most Distinguished Honors Thesis" in Economics, UC Berkeley, 1988

Other Professional Activities (Invited Conference Presentations since 2005):

Academy of Management Annual Meetings, August 2009. Chicago, IL. Invited Presentation, "Getting Through the Review Process," Doctoral Consortium, Entrepreneurship Division.

Strategic Management Society, December 2008, special conference on emerging India. Hyderabad, India. Invited Paper Proposal, "Governance and Integration in Knowledge Process Offshoring"

INFORMS Annual Meetings, October 2008. Washington D.C. Invited Paper Presentation, "The Conditional Environment for Venture Capital Investment in Emerging Economies: Examining Latin America"

Academy of Management Annual Meetings, August 2007. Philadelphia, PA. Invited Paper Presentation, "Knowledge Complementarities, Asset Complementarities and Mode of Growth of Venture Capital-Backed Firms"

Academy of Management Annual Meetings, August 2007. Philadelphia, PA. Invited Interactive Paper Session, "Entrepreneurial Aspiration and the Pre-Nascent Entrepreneur"

Babson College Entrepreneurship Research Conference, June 2007. Hosted at Instituto de Empresa, Madrid, Spain. Invited Paper Session, "Technological Diversification, Cumulativeness and Venture Capital Exit: M&A vs. IPO"

Babson College Entrepreneurship Research Conference, June 2006. Hosted at The Kelley School of Business, Indiana University, Bloomington, Indiana. Invited Interactive Paper Session, "Specialized Knowledge in Entrepreneurial Start-up Teams"

INFORMS Annual Meetings, November 2005. San Francisco, CA. Invited Dissertation Presentation, "Toward Greater Economic Understanding of Entrepreneurial Activity: Examining Specialized Knowledge"

Academy of Management Annual Meetings, August 2005. Honolulu, HI. Invited Paper Visual Presentation, "Specialized Knowledge and the Role of Confidence in Entrepreneurial Activity"

UCLA/Oxford Empirical Research in Entrepreneurship Conference, June 2005. UCLA Anderson School, Los Angeles, CA. Invited Presentation, "Managing Specialized Knowledge in Technological Breakthrough"

Babson-Kauffman Entrepreneurship Research Conference, June 2005. Babson College, Mass. Invited Paper Presentation, "Monitoring Entrepreneurial Activity: Examining the Transition from Privately Owned to Publicly Held"

Lally-Darden-Fisher Entrepreneurship Retreat/Conference, April 2005. Columbus, Ohio. Invited Paper Presentation, "Managing Radical Innovation: The Importance of Specialized Knowledge in the Biotech Revolution"

San Francisco – Silicon Valley Global Entrepreneurship Research Conference, March 2005. San Francisco, CA. Session Chair. Invited Paper Presentation, "Managing Radical Innovation: The Importance of Specialized Knowledge in the Biotech Revolution"

TEACHING

Teaching Specializations:

Entrepreneurial Management, Small Business Management, Business Policy and Strategy, Managerial Economics, Family Business. Presently teach MGT353: Entrepreneurship (undergraduate) and MGT625: Entrepreneurship – Creating New Ventures (MBA).

SERVICE

Selected Community Activities (since 2006):

Selection Committee Member and Facilitator, UM School of Business, Entrepreneurship Intern Scholarship, sponsored by endowment gift of alumnus William Heffner; 2006, 2007, 2008, 2009.

Global Entrepreneurship Week (GEW), University of Miami. Featured presentations; 2008, 2009.

Management Department, Entrepreneurship faculty recruiting committee; participated actively in successfully attracting and securing a tenure-track new hire and a non-tenure track new hire in Entrepreneurship, 2009.

Judge for University of Miami Citizens Board Research and Creativity Forum, 2008.

Selection Committee Member, INFORMS Technology Management Section (TMS), Best Dissertation Award, 2006.

General Machinery & Mfg. Co, Inc., Chicago, IL. Board of directors, member (2002 to 2009). Board member for specialized precision-machine aircraft metal products manufacturing company.

Media Mentions (since 2006)

Interviewed by *Miami Herald* for article; "Small companies lean more on credit cards." Article and media mentions appeared October 20, 2008 (article also picked up by UPI, nationwide).

Interviewed by *Miami Herald* for article; "In tight loan market, small banks step forward." Article and media mentions appeared September 22, 2008.

Interviewed by *Miami Herald* for article; "Biodiesel mowers for a truly green lawn." Article and media mentions appeared January 28, 2008.

Interviewed by *Miami Herald* for article; "Small firms fuming over consultants." Article and media mentions appeared November 25, 2007.

Interviewed by *Fortune Small Business* for in-depth magazine cover issue on entrepreneurship education in business schools. Online media mention appeared beginning in September, 2007.

Interviewed by *Miami Herald* for article; "Wrap-up of a start-up: The Cereal serial ends." Article and media mentions appeared October 30, 2006.