

Marc T. Junkunc
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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 – 2005.
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 Published:

Luo, Y., M. Cacchione, M. Junkunc and S. Lu. 2011. Entrepreneurial pioneer of international venturing: The case of Huawei. *Organizational Dynamics* 40: 67-74.

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.

Books and Other Publications:

Junkunc, M. 2009. *Toward a Greater Economic Understanding of Entrepreneurial Activity: Examining the Nature and Importance of Specialized Knowledge*. Koln, Germany: Lambert.

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. 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.

Working Papers and Projects in Development:

Khoury, T., M. Junkunc and S. Mingo. Differential impact of legal system quality and political hazards: Venture capital investments in Latin America. (under review: *Journal of Management*).

Khoury, T., M. Junkunc and D. Deeds. The conditional reward of deviating from strategic precedents: Relative social capital and the moderating role of underwriter prestige within biotechnology IPOs. (target: *Entrepreneurship Theory and Practice*).

Eckhardt, J., M. Junkunc, M. Makri and M. Li. IPO success versus bankruptcy failure: An empirical investigation of industry and regional effects. (target: *Strategic Management Journal*).

Eckhardt, J., M. Junkunc and M. Li. Sticky technology: Human capital and founder leadership at initial public offering. (target: *Academy of Management Journal*).

Mingo, S., M. Junkunc, A. Sun and Y. Luo. Innovation versus imitation: entrepreneurial orientation and the mediating effects of social capital and absorptive capacity in developing country transition economies. (target: *Strategic Entrepreneurship Journal*).

Junkunc, M. Specialization and division of knowledge: An analytical framework of entrepreneurial activity. (target: *Academy of Management Review*).

Joint project among Junkunc, M. and S. Mingo. Venture capital success in Latin America: Determinants of initial public offerings. (target: *Journal of International Business Studies*).

Joint project among Y. Luo, V. Jayaraman, G. Guo and M. Junkunc. Environmental conditions, entrepreneurial orientation and performance in KPO. (target: *Strategic Entrepreneurship Journal*).

Joint project among Y. Luo, V. Jayaraman, G. Guo and M. Junkunc. Building organizational architecture for knowledge management in KPO services. (target: *Strategic Management Journal*).

PROFESSIONAL

Editorial Responsibilities:

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

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

Professional Organizations:

Member, Academy of Management (AOM); Member, Strategic Management Society (SMS); Member, INFORMS; Member, American Economic Association (AEA); Member, Academy of International Services (AIS); Member, International Services Consortium (ISC)

Honors and Awards:

Teaching Excellence Award (undergraduate), University of Miami, School of Business, 2010
CIBER mini-grant award for international business research (with S. Mingo) 2010-2011
McLamore Summer Research Award in Business, University of Miami, 2006, 2007, 2009
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 Conferences/Presentations since 2005):

Strategic Management Society Annual International Conference, November 2011 (scheduled). Miami, FL. Invited Paper Proposal, "Sticky technology: Human capital and founder leadership at initial public offering"

Academy of Management Annual Meeting, August 2011 (scheduled). San Antonio, TX. Invited Paper Presentation, "How venture capital firms confront political and legal risks: The case of Latin America"

Academy of Management Annual Meeting, August 2011 (scheduled). San Antonio, TX. Invited Paper Presentation, "Specialization and division of knowledge: An analytical framework of entrepreneurial activity"

INFORMS Annual Meeting, November 2010. Austin, TX. Invited Paper Presentation, "Institutional Conditions and Venture Capital Investment in Developing Countries"

Pamplin College of Business at Virginia Tech, September 2010. Blacksburg, VA. Management Department seminar. "Institutional Conditions and Venture Capital Investment Strategy in Developing Countries"

Florida International University (FIU), January 2010. Miami, FL. Management and International Business Department seminar. "The Conditional Environment for Venture Capital Investment in Latin America"

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

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

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

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

Academy of Management Annual Meeting, 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, Technology Management, Small Business Management, Business Policy and Strategy, Family Business. Presently teach MGT353: Introduction to 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 Internship Fellowship, sponsored by endowment gift of alumnus William Heffner; 2006 - 2011.

Entrepreneurship Program Advisory Board, Expanded Mentorship Program, faculty committee member, UM School of Business, 2010-2011.

Global Entrepreneurship Week (GEW), University of Miami, School of Business Administration organizing group and featured presentations; 2008, 2009, 2010.

Faculty student mentor/advisor, School of Business Administration, Undergraduate Research Program, 2009-2011 (student won awards in 2010 and 2011).

Faculty advisor for MD/MBA student team capstone project (HeART Network, 2010-2011).

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

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

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

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

Media Mentions

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.