

Evan Rawley

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EDUCATION

University of California Berkeley, Haas School of Business (2002 – Present)

Ph.D. candidate in Business and Public Policy, Ph.D. expected May, 2007

Committee: David Mowery (chair), Bronwyn Hall, David Levine, John Morgan

Research interests

- Entry, diversification, spin-outs and knowledge spillovers
- Firm performance, productivity and competitive advantage
- Technology adoption and complementarities
- The boundary of the firm and organizational alignment

Working papers

- “Diversification and Adaptation: How Organization Drives Taxi Firm Performance” (Job Market Paper)
- “How Do Mobile Information Technology Networks Affect Firm Strategy and Performance? Firm-Level Evidence from Taxicab Fleets”, *NET Institute Working Paper #06-28*
- “When are Horizontal and Vertical Boundaries Complementary?” (with Tim Simcoe)

Current projects

- “*De Novo* versus *De Alio* entry in HMOs: 1987-1997”
- “Do HMOs Impair Physician Entrepreneurship?” (with Jason Snyder and Michael Canning)
- “Is There a ‘New Toy’ Effect in Hedge Funds?” (with Rui de Figueiredo)
- “How Does Founder Experience Affect Spin-Out Performance? Evidence from Hedge Funds” (with Rui de Figueiredo)

Invited Presentations

2007: Cornell University Policy Analysis and Management, Georgetown University McDonough School of Business, Harvard Business School, HEC School of Management, Hong Kong University of Science and Technology, Indiana University Kelley School of Business, INSEAD, University of California Los Angeles Anderson School of Management, University of Maryland Robert H. Smith School of Business, University of North Carolina Kenan-Flagler Business School, University of Pennsylvania Wharton School of Management, University of Southern California Marshall School of Business, Washington University Olin School of Business

2006: University of California Berkeley, Northeastern College of Business Administration

Conference Presentations

Western Academy of Management (Long Beach: March, 2006), International Comparative Analysis of Enterprise (Micro) Data Conference (Chicago: September, 2006), Consortium on Competitiveness and Cooperation (Lausanne: May, 2006)

Grants & Fellowships

- Ewing Marion Kauffman Dissertation Fellowship: \$15,000 (2005-2006)
- Networks, Electronic Commerce, and Telecommunications (NET) Institute summer grant: \$6,000 (2006)
- OECD Travel Grant: \$1,000 (2006)

- NBER Entrepreneurship Working Group Doctoral Student Travel Grant: \$1,000 (2006)
- Ewing Marion Kauffman Fellowship for Summer Entrepreneurship Research: \$1,200 (2006)
- Ford Motor Company Information Technology Research Grant to the Management of Technology Program, Haas School of Business, UC Berkeley: \$1,500 (2005)
- Institute for Business and Economic Research mini-grants: \$2,000 (2004, 2005)
- Fisher Real Estate Center for Real Estate and Urban Economics Research Grant: \$7,500 (2005)
- Full scholarship and stipend from the Haas School of Business (2002-2006)

Teaching

- Teaching assistant for the core MBA strategy class (2003, 2005, 2006)
- Teaching assistant for the core undergraduate ethics course (2004)
- 2004/5 Outstanding Graduate Student Instructor Award

University of Chicago, Graduate School of Business (1996 – 1998)

Masters of Business Administration – Concentrations in Analytic Finance & Marketing

- GPA: 3.8/4.0; GMAT: Overall 99%, Math 97%, Verbal 96%

Michigan State University, Honors College (1990 – 1993)

Bachelor of Arts in Business Administration - Major in Accounting

- Graduated in three years with Highest Honors - GPA: 3.8/4.0

PROFESSIONAL EXPERIENCE

The Boston Consulting Group - New York, Madrid, Berlin (1998-2002)

- Led consulting engagements in the health care, consumer goods and media industries. Key clients included Alcoa, Bertelsmann, Elizabeth Arden, The Limited, Pfizer, and Unilever.
- Focused on strategic issues related to e-commerce, information technology, new product development, and mergers & acquisitions.

Deloitte Consulting – Detroit (1994-1996)

- Emphasis on information technology strategy, new product development and mergers & acquisitions in the health insurance industry.

Deloitte & Touche Audit & Accounting – Detroit (1992-1994)

- Audited firms in the automotive, health insurance and financial services industries. Clients included Blue Cross & Blue Shield of Michigan, Chrysler, Detroit Diesel and General Motors.
- Passed the CPA exam on first sitting (1994) - current CPA

PERSONAL

- Advisor to the senior management team of MOUSE, a New York City not-for-profit that provides technology solutions to public schools (2001-2002)
- Assisted the CEO of Cab Watch, a non-profit taxicab services organization, evaluate new business opportunities in New York City (2000-2001)
- Backpacking around the world (1996)