

Dr. AVIAD ABA PE'ER

Department of Management and Global Business
Rutgers Business School--Newark and New Brunswick
1 Washington Park, Office 1036
Newark, NJ 07102-3027

Ph: 973.353.1703
Fax: 973.353.1664

Email: apeer@business.rutgers.edu

Academic Positions

2010- present	Assistant Professor, Strategy Department of Management and Global Business, Rutgers Business School-Newark and New Brunswick
2008–2010	Visiting Assistant Professor, Stern School of Business, New York University
2005-2008	Visiting Assistant Professor, Tuck School of Business at Dartmouth College
2004	Lecturer, Sauder School of Business, The University of British Columbia
2001– present	Statistics Canada Facilitated Access Researcher Business and Labor Market Analysis Division.
2000-2005	Research Fellow, Sauder School of Business, University of British Columbia 2000-2004, W. Maurice Young Entrepreneurship and Venture Capital Research Centre 2003-2005, Forest Economics and Policy Analysis Research Unit

Education

Ph.D. Strategy, Entrepreneurship, and Urban Economics, 2006.

Sauder School of Business, University of British Columbia, Canada.

Strategy and Business Economics Division

Dissertation, **Entry Strategies and Performance of New Ventures in Clusters and Isolation**

Entrepreneurship Research Alliance Doctoral Fellowship Recipient , 2003-2005

E.D. MacPhee Fellowship Recipient, 1999-2002.

Faculty of Graduate Studies E.T. Cantell Fellowship Recipient, 2001-2002.

M.Sc. Civil Engineering, 1999.

Technion Institute of Technology, Israel

Project Management and Economics Division.

Thesis, **Construction Costs during Initial Project Stages: An Expert System Approach.**

Graduated with distinction.

Accreditation in Real Estate Appraisal.

B.Sc. Civil Engineering, 1992.

Technion Institute of Technology, Israel

Graduated Cum Laude.

B.Sc. Geodetic Engineering, 1991.

Technion Institute of Technology, Israel

Research Summary:

My research bridges the strategic management, organization theory, agglomeration economics and entrepreneurship literatures in studying central problems concerning the structure and dynamics of interfirm relationships and networks. I focus on two fundamental questions: (1) what are the origins and dynamics of interfirm networks? And (2) what are the effects of networks on firm behaviors and outcomes at the firm- and industry levels. In addressing these questions, I challenge the assumptions of traditional theories of the firm and extend the resource-based view.

Entry strategies and economic geography

Where does de novo entry take place and why?

How does heterogeneity in initial endowment of resources and capabilities lead to differences in valuation of the externalities a location offers?

What is the strategic fit between resource- and capability-building strategies and geographic environments?

Signaling by choosing seemingly unfavorable locations

Firm and project failures

The feasibility and characteristics of a market for R&D failures

The dynamics and geographical boundaries of creative destruction processes

Signal and reputation: Emergence and evolution over events and time

Do signals have lifecycles, and if so, when and how do they develop, evolve and fall into disuse?

How do interactions between actors and their environment influence signaling behavior?

How audiences interpret the match (or lack of) between reputation and observed behavior of an actor?

Scholarly Activities

A. Publications

1. Etzion, D. Pe'er, 2013. Mixed Signals: A Longitudinal Analysis of Automobile Warranty, 1960-2008. *Strategic Management Journal*, forthcoming.
2. Pe'er, Keil, T. 2012. Are All Startups Affected by Clusters? Agglomeration, Competition Firm Heterogeneity, and Survivals of Startups. *Journal of Business Venturing*. 28(3): 354-372.
3. Pe'er, Gottschalg, O., 2011. Red and Blue: The Relationship between the Institutional Context and the Performance of Leveraged Buyout Investments. *Strategic Management Journal* 32 (12): 1356-1367.
4. Pe'er, Vertinsky, I. King, A. 2008. Who Enters, Where, and Why? The Influence of Capabilities and Initial Resource Endowments on the Location Choices of New Enterprises. *Strategic Organization*, 6(2):119-149.
5. Pe'er, Gottschalg, O., 2008. The Importance of Local Business Conditions for Acquisition Performance. *Harvard Business Review*, November.
6. Pe'er, Vertinsky, I. 2008. Firm Failures as a Determinant of New Entry: Is There Evidence of Local Creative Destruction? *Journal of Business Venturing*, 23: 280-306.

B. Refereed Book Chapters

1. Pe'er, Plummer, L. 2010. The Geography of Entrepreneurship. In Handbook of Entrepreneurship Research, International Handbook Series on Entrepreneurship, of Entrepreneurship Research. Editors Z. Acs and D. Audretsch, 5 (6): 519-556.
2. Pe'er, Vertinsky, I. 2007. The Survival Value of Clusters for De Novo Entrants. (with I. Vertinsky), in W.D. Bygrave, C.G. Brush, P.Davidsson, J.Fiet, P.G. Green, R.T. Harrison, M. Lerner, G.D. Meyer, J. Sohl, A. Zacharakis (Eds), *Frontiers of Entrepreneurship Research*, Wellesley, MA.
3. Pe'er , 2005. Comparing the Determinants of Survival of New Enterprises in Cluster and Isolation, in W.D. Bygrave, C.G. Brush, P.Davidsson, J.Fiet, P.G. Green, R.T. Harrison, M. Lerner, G.D. Meyer, J. Sohl, A. Zacharakis (Eds), *Frontiers of Entrepreneurship Research*, Wellesley, MA.
4. Pe'er , 2004. Do Cluster and Non-Cluster Entrepreneurial Entries Differ? in W.D. Bygrave, C.G. Brush, P.Davidsson, J.Fiet, P.G. Green, R.T. Harrison, M. Lerner, G.D. Meyer, J. Sohl, A. Zacharakis (Eds), *Frontiers of Entrepreneurship Research*, Wellesley, MA.
5. Pe'er , 2003. The Geographic Nature of Entrepreneurship: Location Choice of New Establishments. in W.D. Bygrave, C.G. Brush, P.Davidsson, J.Fiet, P.G. Green, R.T. Harrison, M. Lerner, G.D. Meyer, J. Sohl, A. Zacharakis (Eds), *Frontiers of Entrepreneurship Research*, Wellesley, MA.

C. Articles under Review

1. Pe'er, Vertinsky, I., Keil T. Growth and Survival: The Effects of Agglomeration and Competitive Conditions. Under review at *Strategic Management Journal*.
2. Pe'er, Deutsch, Y. Deutsch Salamon, S. Resources and Capabilities, Signaling, and Location Choices of New Ventures. Under review at *Small Business Economics*.
3. Pe'er, Shir, N., Gottschalg, O., God's Impact on Firm Conduct and Performance: Evidence from Leverage Buyouts. Under review at *ASQ*.
4. Plummer, L., Pe'er, A., McKenny, A., Red versus Blue: The Role of Local Political Institutions in New Venture Creation. Under review at *Journal of Business Venturing*.

D. Articles in proceedings

1. Pe'er, Keil, T. 2008. What Doesn't Kill You makes You Stronger – De Novo Entry in Clusters. *Academy of Management, Entrepreneurship Division Best Papers Proceedings*.
2. Pe'er, Vertinsky, I. 2007. The Survival Value of Clusters for De Novo Entrants. *Academy of Management, Business Policy and Strategy Division Best Papers Proceedings*..
3. Pe'er, 2003. Death, Entry and the Pursue of Competitive Advantage. *Best Paper Proceedings of the Administrative Sciences Association of Canada*, International Business, Halifax, Nova Scotia.

E. Research Projects

1. Exploring the feasibility and characteristics of a market for R&D failures
2. Capturing the Hidden Value of R&D Failures: How Firms can cut and Speed Innovation
3. From Perception to Reputation and Back: The role of signals (with D. Etzion).
4. How do buyouts generate returns: Selection vs. Value-add?

5. Capability formation in clusters and dispersed locations (with T. Keil)
6. The Boundaries of Opportunism (with G. Dushnitsky, and T. Keil).
7. Doing Well While Doing Bad (with R. Dunbar)
8. Strategic Actions during Different Trade Regimes and Their Impacts on Performance and Survival of Firms: Empirical Analysis of the Canadian Forest Products Sector (with H. Nelson and I. Vertinsky).

F. Professional Publications

1. Pe'er, A., Gottschlag, O., Francis, S. (2012). Pinning down the factors for buyout success. Private Equity News, DownJones. (May 21).
2. Riverin, N., Fillion, L.J., Muzyka, D.F., Vertinsky, I., Pe'er, A. (2006). Global Entrepreneurship Monitor Canadian National Report. HEC Montreal, Sauder School of Business, W. Maurice Young Entrepreneurship and Venture Capital Research Center, Canada Economic Development.
3. Riverin, N., Fillion, L.J., Muzyka, D.F., Vertinsky, I., Pe'er, A. (2005). Global Entrepreneurship Monitor Canadian National Report. HEC Montreal, Sauder School of Business, W. Maurice Young Entrepreneurship and Venture Capital Research Center, Canada Economic Development.
4. Riverin, N., Fillion, L.J., Muzyka, D.F., Vertinsky, I., Pe'er, A. Comeau, J., Li, A., Branzei, O. (2003). Global Entrepreneurship Monitor Canadian National Report. HEC Montreal, Sauder School of Business, W. Maurice Young Entrepreneurship and Venture Capital Research Center, Canada Economic Development. http://www.sauder.ubc.ca/research/research_centres/evc.cfm.
5. Pe'er, A., Muzyka, D.F. (2003) Comparing Venture Capital Activity in North America – Report invited by the Premier's Technology Council of B.C.
6. Pe'er, A., Vertinsky, I. (2003) Evaluation of British Columbia's Life-Science Cluster - Report invited by the Premier's Technology Council of B.C.

Media Mentions

1. Pe'er, A., Gottschlag, O., Francis, S. (2012). Pinning down the factors for buyout success. Private Equity News, Dow Jones. (May 21).
2. Pe'er, A., Gottschlag, O., (2011). The Buyout Party - The Boston Globe (October 23).
3. Pe'er, A., Gottschlag, O., (2008). Do Politics Shape Buyout Performance? Wall Street Journal, The Dow Jones, CBS News, BNet, MarketWatch, The Boston Globe, Pr-Inside.com, istockanalyst.com, Yahoo Business, StreetInsider.com, the International Business Times, Euro Investor, Financial Times, Washington Square News, HBR.org, HEC Executive Newsletter, The Times (October 24th – November 4th).

E. Refereed Conference and Invited Seminar Presentations

1. "Growth and Survival: The Effects of Agglomeration and Competitive Conditions". Academy of Management, Orlando, August 2013.
2. "Mixed signals: A longitudinal analysis of automobile warranty, 1960- 2008." Academy of Management, Boston, August 2012; The Israeli Strategy Conference, Tel Aviv, December 2012.

3. "How do buyouts generate returns: Selection vs. Value-add?" Private Equity Conference. HEC Paris. June 2012.
4. "Corporate Culture as Determinant of Firm Conduct and Performance: Religiosity and Buyouts" Private Equity Forum, Paris March 2011; Academy of Management, Texas, August 2011.
5. "Heterogeneity and Survival of De Novo Entrants" Academy of Management, Texas, August 2011.
6. "Growth and Survival of De Novo Entrants in Clusters and Dispersal" " Academy of Management, Montreal, 2010.
7. "Who Enters Where and Why? " Rutgers University, December 2009; EMLyon, France, February 2010, ESSEC Business School Paris, France February 2010.
8. "The Failure of the Market for R&D Failures," Strategic Management Society, October 2009.
9. "Political Views and Buyout Targets," ACAC, Atlanta, June 2008. Academy of Management, Anaheim, August 2008. Strategic Management Society, October 2008; Israel Strategy Conference, HEC Paris, December 2008.
10. "What Doesn't Kill You makes You Stronger – De Novo Entry in Clusters" Academy of Management, Anaheim, August 2008. Strategic Management Society, October 2008.
11. "Survival-Enhancing Strategies of De Novo Entrants in Clusters and Dispersal," the Israeli Strategy Conference, Jerusalem December 2007, HEC France, December 2007, ACAC, Atlanta, June 2008.
12. "Be There or Be Square: A Signaling Perspective on New Entrants' Choice of Location," Academy of Management, August 2007, the Israeli Strategy Conference, Jerusalem December 2007; Rothman, Toronto University, March 2007; Carlson, University of Minnesota, February 2007, HEC France, December 2007, IESE Spain, March 2008.
13. "Getting More Mileage Out of Your Initial Resources: Clusters, Learning, Adolescence, and Survival," Strategic Management Society, San Diego, October 2007.
14. Participant, Entrepreneurship Junior Faculty Consortium, Strategic Management Society, 2007.
15. "The Influence of Capabilities and Initial Resource Endowments on the Location Choices of De Novo Enterprises" Strategic Management Society, Vienna, Austria, October 2006.
16. "Firm Failures as a Determinant of New Entry: Is There Evidence of Local Creative Destruction?" Academy of Management, Atlanta, August 2006, Strategic Management Society, Vienna, Austria, October 2006.
17. "The Survival Value of Clusters for De Novo Entrants," Academy of Management, Atlanta, August 2006.
18. "Firm Failures as a Determinant of New Entry: Is There Evidence of Local Creative Destruction?" Academy of Management, Atlanta, August 2006.
19. "Who Enters, Where, and Why? Strategic Location Choices of New Enterprises" Academy of Management, Honolulu, August 2005, Rothman, Toronto University, March 2007; Carlson, University of Minnesota, February 2007; IESE Spain, March 2008.
20. "The Survival Value of Clusters: Comparing New Enterprises in Cluster and Isolation" Babson-Kaufman Entrepreneurship Research Conference, Wellesley, Massachusetts. June 2005.

21. "Who Enters, Where, and Why? Initial Resource Endowments and Location Choices of Entrepreneurial Enterprises" West Coast Research Symposium on Technology Entrepreneurship, University of Washington; Conference on Competitive Heterogeneity, Tuck School of Business, Dartmouth College. (was also presented at seminars at: Tel-Aviv University - Recanati Graduate School of Business Administration, Hebrew University - Jerusalem School of Business Administration, Ben Gurion University's - Katz International School for Business Administration; Tilburg University - Tias Business School, Concordia University - The John Molson School of Business; RSM Erasmus University, HEC Paris - International Business School; Max Planck Institute of Economics Kahlaische, Jena, Germany.
22. "Enterprise Failures as a Determinant of Entrepreneurial Entry" Academy of Management, New Orleans, August 2004.
23. "Do Cluster and Non-Cluster Entrepreneurial Entries Differ?" Babson-Kaufman Entrepreneurship Research Conference, Glasgow, June 2004.
24. "Enterprise Failures as a Determinant of Entrepreneurial Entry: A Study of Within Region Micro-Clusters" West Coast Research Symposium on Technology Entrepreneurship, University of Washington, September, 2003.
25. "The Geography of Entrepreneurial Entry" Agglomeration Conference, Vancouver, July 2003.
26. "The Geographic Nature of Entrepreneurship: Location Choice of New Establishments" Babson-Kaufman Entrepreneurship Research Conference, Wellesley, Massachusetts. June 2003.
27. "Death, Entry and the Pursue of Competitive Advantage" Administrative Sciences Association of Canada – ASAC, Halifax, June 2003.
28. "The Geographic Nature of Entrepreneurship" ERA (Entrepreneurship Research Alliance), Ottawa, February 2002.

Teaching Experience

A. MBA Instructor & Course Developer

- Strategic Management, Rutgers (Spring 2011, 2012, 2013; Fall 2012; Spring 2013) mean teaching rating (out of 5) is 4.69 (SD=.14)
- Foundations of Entrepreneurship. NYU Stern, Full Time MBA Program (Spring 2009, 2010)
- Managing Growing Companies. NYU Stern, Part-time MBA (Spring 2009, 2010)
- Advanced Entrepreneurship. Tuck School of Business at Dartmouth College, Full Time MBA Program (Fall 2005, Winter 2007, Winter 2008)
- Growth: The Challenge. Tuck School of Business at Dartmouth College, Full Time MBA Program (Spring 2006, Spring 2007, Spring 2008)
- International Business Planning and Management. Team-taught with Professor Ilan Vertinsky a second-year MBA elective offered by the Strategy and Business Economics Division at the Sauder School of Business, University of British Columbia (Spring 2004).

B. Undergraduate - Instructor & Course Developer

- Business Policy & Strategy, Rutgers (Fall 2010, Spring 2011, Fall 2011, Fall 2012)
- New Enterprise Development - A fourth-year undergraduate course offered by the Strategy and Business Economics Division at the Sauder School of Business, University of British Columbia (Fall 2003).

C. Other teaching experience

- Teaching Assistant, UBC – Sauder School of Business (Winter 2003). New Enterprise Development (Professor Jean-Etienne de Bettignies)
- Instructor, UBC Sauder School of Business, Urban Land Economics and Real Estate, Executive Program, 2002.
- Technical Instructor – Runways and Pavements Emergency Repairs, Israeli Air Force (IAF), Israel, 1993-1999.
- Teaching Assistant (1990-1992). Technion Institute of Technology, Haifa, Israel. Faculty of Civil Engineering, Department of Construction Management and Economics. Course taught: Construction Economics and Management, Construction Equipment.

E. Graduate Students

- PhD. Advisor – Grace Dewi, Rutgers Business School (2012 – present)
- Independent Study Supervisor - Tuck School of Business at Dartmouth College (2005- 2008)
- Jay Scanlan, Anthony Smith, Cassi Hallam, Alan Hsu.
- Master and Executive Students Thesis, UBC – Sauder School of Business (2003 – 2006).
- Huijun Chen (2003). Provincial Economic and Trade Commission, Guangdong, P.R. China.
- “Policy Towards SME: What can Guangdong provincial government learn from Canada to enhance entrepreneurial activities”.
- Joey Comeau (2004). Master in Asia Pacific Policy. “Developing venture capital and corporate venture capital in China”.
- Ed Egan (2006). Master in Strategic Management. “Financing innovation and the evolution of IT”.

Honors and Awards

- Nominee the Best Teaching Award 2013
- Summer Grant, 2011, 2012
- Technology Management Research Center. 2011
- Nominee for Best Paper award, The Israel Strategy Conference, 2007, 2008.
- Nominee for Best Paper award, The Strategic Management Society Annual International Conference, 2004, 2006, 2007.
- Nominee for Best Paper award. Academy of Management Business Policy and Strategy, Entrepreneurship divisions, Atlanta, August 2006, Anaheim, 2008.
- Nominee for Heizer Award for Best Dissertation in Entrepreneurship, 2007.
- Runner-up for Best Dissertation Award, Academy of Management Conference, Entrepreneurship Division, Atlanta, 2006.
- Graduate Student Teaching Award, 2004.
- Entrepreneurship Research Alliance fellowship, 2001-2005.
- Alan G. Creer Fellowship, 2002-2003.
- E.T. Cantell Graduate Scholarship, 2002-2003.
- Richard U. Ratcliff Memorial Fellowship, 2002.
- George Oikawa Scholarship, 2002.
- E.D. MacPhee Scholarship, 1999-2002.
- Faculty of Graduate Studies E.T. Cantell Scholarship, 2002.
- A.G. Oikawa Scholarship of the Real Estate Institute of British Columbia, 2001.
- Center for Urban Economics and Real Estate Scholarship, 1999-2001.

- Award for Excellence in service as officer from Air Base 1 commander (Colonel Falk), 1998.
- Award for Excellence in service as officer from Air Force commander (Major General Ben Eliyahu) ,1997.
- Award for Excellence from School of Officers (Chief of Staff Lipkin Shahak), 1995.
- Orshan award for research in business management - Technion Institute of Technology, Haifa, Israel. (Dean Shmutter), 1992.
- Dean's list Technion Institute of Technology, Haifa, Israel, 1989, 1990, 1991.

Professional Activities

- MBA Admission Committee 2013 -
- MBA Policy Committee 2013-
- MBA Strategy Curriculum Committee 2012-2013
- Strategy Faculty Search Committee 2012
- Doctoral admissions committee 2012 -
- Organizer of the seminar series at Department of Management and Global Business – Spring 2012
- Ad-Hoc Reviewer: Academy of Management Journal, Journal of Business Venturing, Strategic Management Journal, Management Science, Entrepreneurship Theory and Practice, Journal of Small Business Management.
- Discussant: Academy of Management, The Israeli Strategy Conference.
- Reviewer: Academy of Management Meetings, BPS Division, Entrepreneurship Division. The Israeli Strategy Conference. Sustainability, Ethics, and Entrepreneurship (SEE) Conference.
- Professional affiliations and memberships: Academy of Management, American Economic Association, Strategic Management Association.