

Jo-Ellen Pozner

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Northwestern University
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EDUCATION

Northwestern University, Evanston, Illinois

PhD in Management and Organizations, Kellogg School of Management, expected 2007
Advisor: Hayagreeva Rao

New York University, New York, New York

MBA in Management and Finance, Leonard N. Stern School of Business, 2001

Johns Hopkins University, Washington, D.C.

*MA in Eastern European Studies and International Economics, Paul H. Nitze School of
Advanced International Studies, 1997*

Georgetown University, Washington, D.C.

BSFS in International Economics, 1994

RESEARCH INTERESTS

Power and political behavior; Dissent and corruption in organizations; Social movements and new organizational forms; Symbolic management

MANUSCRIPTS

Henrich Greve, Jo-Ellen Pozner and Hayagreeva Rao. 2004. *Vox Populi: Identity and Resource in the Birth of Insurgent Low Power Radio Stations*. (Submitted American Journal of Sociology, October 2004.)

Paul Hirsch and Jo-Ellen Pozner. 2004. A Modest Proposal: Organizational Theory's Treatment of Securities Analysts in the Modern Era. (For Submission to Strategic Organization, December 2004.)

Leigh Thompson and Jo-Ellen Pozner. 2004. Organizational Behavior. Chapter to appear in: *Social psychology: A handbook of basic principles (2nd ed.)* (2006). Higgins, E. T., & Kruglanski, A. W. (Editors). New York: Guilford Press.

Hayagreeva Rao and Jo-Ellen Pozner. 2004. "From Pirates to Activists: Collective Action in the LPFM Industry." Chapter to appear in *Ecology and Strategy* (2006). Baum, Joel A.C., Dobrev Stanislav D. , & van Witteloostuijn, Arjen (Editors). *Advances in Strategic Management*, Volume 23.

Jo-Ellen Pozner and Edward Zajac. 2004. Break It To Me Gently: Symbolic Management of Corporate Quarterly Earnings Announcements.

William Ocasio and Jo-Ellen Pozner. 2004. Beyond Dependence: A Political Capital Perspective on Power in Organizations.

CONFERENCE PRESENTATIONS

Henrich Greve, Jo-Ellen Pozner and Hayagreeva Rao. 2004. Vox Populi: Resource Partitioning and the Birth of Insurgent Low Power Radio Stations. Paper presented at the *Academy of Management*, New Orleans, LA.

William Ocasio, Jo-Ellen Pozner and James Oldroyd. 2003. Power and Political Capital in Organizations: An Integrative Perspective. Paper presented at the *Academy of Management*, Seattle, WA.

William Ocasio, Jo-Ellen Pozner and James Oldroyd. 2003. The Contingent Value of Political Capital in Organizations. Paper presented at the *3rd Annual Trans-Atlantic Doctoral Conference on Business Research*, London, UK.

RESEARCH GRANTS

Clogg Scholarship Award (Sociology), ASA Sociology Methods Section and the Inter-University Consortium for Political and Social Research, June 2004.

Pew Fellowship for the Study of International Diplomacy, School of Foreign Service, Georgetown University, 1993-1994.

ACADEMIC HONORS AND AWARDS

Best reviewer award, Organization and Management Theory Division, Academy of Management, 2003.

Joseph Kolodny Prize for excellence in Management Studies, Stern School of Business, New York University, 2001.

Alumnae Club Key Pin Award for academic excellence and extracurricular activity, New York University, 2001.

Texaco/New York University Stern MBA Program Scholarship, 2000-2001.

New York University President's Service Award, 2001.

Stern School of Business Service Award, 2001.

Member, Beta Gamma Sigma Honor Society.

Michael Krupensky Award for Russian Studies, School of Foreign Service, Georgetown University, 1994.

TEACHING EXPERIENCE

Northwestern University

Teaching Assistant for:

MORS 430: Leadership in Organizations, full-time core course, Fall 2003, Fall 2004

MORS 453: Power in Organizations: Sources, Strategies & Skills, full-time elective, Fall 2004, Winter 2005

MORS 460: Groups and Teams, full-time elective, Fall 2004

MORS 470: Negotiation Strategies, full-time elective, Spring 2004

Negotiation Strategies, International Executive MBA core course, Summer 2003, Winter 2004, Summer 2004, Winter 2005

New York University

Teaching Assistant for Managing Organizations, full-time core course, Fall 2000

Johns Hopkins University

Teaching Assistant for International Trade, full-time core course, Fall 1995, Spring 1996, Fall 1996

PROFESSIONAL SERVICE

Reviewing

Reviewer for Academy of Management: Organization and Management Theory Division, 2003-2004; Managerial and Organizational Cognition Division, 2004.

PROFESSIONAL AFFILIATIONS

Academy of Management, Member since 2002

American Sociological Association, Member since 2003

INDUSTRY EXPERIENCE

Roland Berger Strategy Consulting, New York, New York
Senior Consultant, 2001-2002

MarchFirst Management Consulting, New York, New York
Consultant, 2000

Financial Services Volunteer Corps, Moscow, Russia
Program Associate, 1997-1999

United States Agency for International Development, Washington, DC
Fellow, 1994-1995