

## DYLAN B. MINOR

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### ACADEMIC POSITIONS

<b>Kellogg School of Management</b> Assistant Professor Managerial Economics & Decision Sciences	<b>2016-current</b>
<b>Harvard Business School</b> Visiting Assistant Professor, Strategy Unit	<b>2015-2016</b>
<b>Kellogg School of Management</b> Assistant Professor Managerial Economics & Decision Sciences	<b>2012-2015</b>
<b>Kellogg School of Management</b> Donald P. Jacobs Scholar	<b>2011-2012</b>

### EDUCATION

<b>University of California, Berkeley</b> Doctor of Philosophy in Business Administration	<b>2011</b>
<b>University of California, Berkeley</b> Masters of Science in Business Administration	<b>2008</b>
<b>University of California, Santa Barbara</b> BA in Mathematics/ Economics ( <i>Summa Cum Laude</i> )	<b>2006</b>

### RESEARCH INTERESTS

Strategic Human Capital, Corporate Social Responsibility (CSR), Non-Market Strategy, Corporate Governance, and Ethics

## Published Research:

1. “Corporate Governance and Executive Compensation for Corporate Social Responsibility” (with Bryan Hong and Frank Li) *Journal of Business Ethics*, 136(1), 2016
2. “The Organization of Non-market Strategy” *Advances in Strategic Management*, Volume 34 on *Strategy Beyond Markets*, 2016
3. “Selecting the Best? Spillover and Shadows in Elimination Tournaments” (with Jen Brown) *Management Science*, Vol 60(12), 2014 [featured in the Wall Street Journal]
4. “From Netscape to eHarmony: The High Risks and Big Rewards of Platform Markets” *Strategy + Business*, Issue 73, Winter 2013
5. “Competing Matchmakers: An Experimental Analysis” (with Tanjim Hossain and John Morgan) *Management Science*, Vol 57(11), November, 2011
6. “CSR as Reputation Insurance: *Primum Non Nocere*” (with John Morgan) *California Management Review*, Vol 53(3), Spring, 2011 [Finalist for the 2012 CMR's Best Article Award]

## Working Papers:

7. “The Value of Corporate Citizenship: Protection” [invited Second Resubmit: *Journal of Economics and Management Strategy*]
8. “Do People Who Care About Others Cooperate More? Experimental Evidence from Relative Incentive Pay” (with Pablo Hernandez and Dana Sisak) [invited Second Resubmit: *Experimental Economics*]
9. “Choosing to be ‘Good’: How managers determine their impact on financial and social performance” (with Bryan Hong) [invited Resubmit: *Journal of Economics and Management Strategy*]
10. “Misconduct in Financial Services: Differences across Organizational Forms” (with Jen Brown) [invited Resubmit: *Journal of Economics and Management Strategy*]
11. “Toxic Workers” (with Michael Housman) [finalist for best paper, Wharton People Analytics Conference (2015). [being prepared for submission to *Strategic Management Journal*]
12. “Executive Compensation and Misconduct: Environmental Harm” [best paper award, Alliance for Research on Corporate Sustainability Conference (2016) and being prepared for submission to *Organization Science*]  
Managerial version at HBR.org
13. “Workplace Design: The Good, The Bad, and the Productive” (with Michael Housman) [second prize, Wharton People Analytics Conference (2016) and being prepared for submission to *Management Science*]

14. "Political Identity and Trust" (with Pablo Hernandez) [Resubmit: *Journal of Public Economics*]

### **Research in Progress**

15. "Personality and Misconduct" (with Adam Waytz)

16. "Contracting on Social Performance: Antecedents and Consequences" (with Caroline Flammer and Bryan Hong)

17. "Hiring (Past) Criminals" (with Nicola Persico and Deborah Weiss)

18. "Toxic Doctors"

### **Partial Media Coverage**

ABC, Academic minute, CBS, Chicago Tribune, CNBC, Financial Times, Forbes, Fortune, Harvard Business Review, Harvard Business School Working Knowledge, Harvard Gazette, Human Resource Executive, INC.com, NPR (All Things Considered), Quartz, USA Today, Wired, and Washington Post

### **TEACHING**

#### **INTERESTS**

Strategy, non-market strategy, human resource management, corporate social responsibility and ethics

#### **TEACHING**

##### **Harvard Business School**

MBA RC Strategy

##### **Kellogg School of Management:**

MBA SEEK 441 (Strategic Management in Nonmarket Environments)

MBA teacher rating: 9.2/10

#### **CASES WRITTEN**

"The Volcker Rule: Financial Crisis, Bailouts, and the Need for Financial Regulation" (with Nicola Persico) Kellogg School of Management case #5-412-753

#### **CASES BEING WRITTEN**

Barry-Wehmiller (with Jan Rivkin)

Targeted Course: Executive and RC Strategy

Upwork (with David Yoffie)

Targeted Course: EC Strategy and Technology

#### **INVITED PRESENTATIONS**

2016: Alliance for Research on Corporate Sustainability, Academy of Management (scheduled), Wharton People and Organizations conference (scheduled), SMS Berlin (scheduled)

**2015:** Academy of Management, NBER Summer Institute (Personnel Economics), International Society for New Institutional Economics, Center for Research in Economics and Strategy Conference, Business Strategy and the Non-Market Environment, Alliance for Research on Corporate Sustainability, New York University ad, Goeth University, University of Cologne

**2014:** Harvard Business School, University of Texas at Austin, Washington University in St. Louis, LMU of Munich, Workshop in Natural Experiments and Controlled Field Studies, Business Strategy and the Non-Market Environment, Alliance for Research on Corporate Sustainability, Kellogg School of Management

**2013:** HBS I&I workshop, Workshop in Workforce Science, Workshop in Natural Experiments and Controlled Field Studies, Center for Legal Empirical Research, American Law and Economics Association meetings, Center for Research in Economics and Strategy Conference, AEA meetings, Kellogg School of Management, Northwestern University Law School

**2012:** HBS I&I workshop, New York University, Workshop in Natural Experiments and Controlled Field Studies, Center for Research in Economics and Strategy Conference, NBER Winter Meetings (IO), Kellogg School of Management

**2011:** North American Econometric Society meeting , Center for Research in Economics and Strategy Conference , University of Toronto (Rotman), University of Maryland (Smith), Kellogg School of Management, Harvard Business School, Wharton, AEA Meetings, HBS I&I workshop, Northwestern University, Ross School of Business, University of Michigan, Western Economic Association International, Business Strategy and the Non-Market Environment, International Conference on Game Theory, Stony Brook, SUNY Advanced Workshop in Experimental Economics, University of Sydney Department of Economics, UC Berkeley, Haas Business School, UC Berkeley

## ACADEMIC SERVICE

Conference Chair and Host for the *Alliance for Research on Corporate Sustainability (ARCS)* 2014-2015

Board member for the *Alliance for Research on Corporate Sustainability (ARCS)*, 2011-present

Committee member for *Business Strategy and the Non-market Environment (SBE)*, 2014-present

Referee for *Business & Society, California Management Review, Econometrica, Economic Inquiry, Economic Theory, Economica, Journal of Economics & Management Strategy, Journal of Economic Behavior & Organizations, Journal of Industrial Economics, Journal of Law, Economics & Organization, Journal of Mathematical Economics, Journal of Public Economics, Quarterly Journal of Political Science, Management Science, Review of Economic Studies, Scandinavian Journal of Economics, Strategic Management Journal, and Theoretical Economics*

## AWARDS

Sasaskawa Fellowship  
Haas School Fellowship  
California Management Review Scholar  
Dean Dissertation Fellowship  
IMCA Grant for Finance Research  
Xlab for Experimental Studies  
IBER Grant for Experimental Studies

## INDUSTRY EXPERIENCE

Omega Financial Group Santa Barbara, California	Founder and Chief Strategist
NeunuebelMinor of Wachovia Securities Santa Barbara, California	First Vice President, Investment Officer
Morgan Stanley Santa Barbara, California	Vice President, Investments

## OUTSIDE ACTIVITIES

Founder, Chief Strategist, and chief investment officer of [Omega Financial Group](#), a wealth management firm managing approximately \$200 million in assets, February 2010-present

## PERSONAL

Family: Married (Caroline Minor) with one child (Julia) and two dogs (Daisy and Zorro)

Citizenship: USA

Favorite sport to watch and play: tennis