

## FULTON CHRISTOPHER EAGLIN

Duke University Fuqua School of Business | Strategy  
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### ACADEMIC POSITIONS

**Duke University, Fuqua School of Business**  
Assistant Professor – Strategy Area

Durham, NC  
July 2023 –

**Duke University, Fuqua School of Business**  
Research Associate/Post-Doc – Strategy Area

Durham, NC  
June 2021 – June 2023

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### EDUCATION

**Harvard Business School**

Boston, MA

PhD, Strategy

May 2022

Committee: Tarun Khanna (chair), Dennis Yao, Michael Luca, Frank Nagle

**University of Oxford**

Oxford, UK

MPhil in International Development and Development Economics

June 2006

Marshall Scholarship, Thesis: Liberation Theology and Economic Development in Brazil

**Morehouse College**

Atlanta, GA

BA, Double Major in Economics and Mathematics

May 2003

Valedictorian, Phi Beta Kappa

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### RESEARCH AND TEACHING INTERESTS

Research: Understanding the limitations and accelerants of growth of entrepreneurs and SMEs in developed and emerging markets using a range of methods, including econometrics, field experiments, spatial analysis, and machine learning.

Teaching: Strategy, Entrepreneurship, Economics for Managers, Reimagining Capitalism, Field Experiments, Strategy in Flawed Markets

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### PUBLICATIONS

**“Corporate Engagement in the Political Process and Democratic Ideals” *Political Economy and Justice* ed. Danielle Allen, Yochai Benkler, and Rebecca Henderson. University of Chicago Press. 2022.**

Reviewing literature on corporate governance and deliberative democracy, this paper argues that existing theories for corporate engagement in public processes insufficiently account for corporate capture and offers potential remedies.

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### WORKS IN PROGRESS

*The Need for Speed: The Impact of Capital Constraints on Strategic Misconduct (Reject and Resubmit at ManSci)*

I examine the impact of capital constraints on strategic misconduct and firm performance in minibus taxi industry in South Africa. I find that lower capital constraints lead to less strategic misconduct and increased firm performance. My findings suggest that these measures might be important for understanding how firms respond to capital constraints and their impact on public welfare.

*Pushed up the Mountain: Imprinting, Early Strategy Selection, and Performance (Under Revision)*

I investigate the impact of early strategy selection on firm performance in the minibus taxi industry in South Africa. I find that firms that experience higher than anticipated fuel prices in the first three months of operation drive further, take more trips, and work more days. These patterns persist long after the founding months and lead to lower levels of firm failure. My findings suggest that tougher initial conditions lead to improved performance.

*Hidden Gazelles: Uncovering strategy traits and behavior amongst entrepreneurs in Ethiopia (Co-authored with Simon Quinn, Marcel Fafchamps, Michael Kolle and Girum Abebe: Manuscript in Progress)*

Through qualitative research and field surveys, we aim to understand how prospective entrepreneurs consider strategic decisions and whether their stated preferences and values determine their strategic outlook.

*Debt Restructuring and Small Firm Performance***(Co-authored Apoorv Gupta; Manuscript in Progress)**

We analyze the effects of a debt restructuring program that reduced immediate payments without changing the long-run wealth of small firms in South Africa's minibus taxi industry. We find that borrowers receiving payment reduction have higher repayments and lower defaults on debt, cover longer distance and driver for longer hours on the job, and have better financial outcomes one year later.

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**RESEARCH AWARDS AND HONORS**

Fiegenbaum Best Strategy Paper Award, 9 <sup>th</sup> Israel Strategy Conference	2022
Strategy Research Foundation Dissertation Scholar Strategic Management Society	2020
Harvard Business School, Dissertation Completion Fellowship	2020
Harvard Center for Geographic Analysis GIS Institute Fellow	2020
The PhD Project: Selective Program for Minority Candidates Pursuing Doctoral Studies	2015
Research Fellow, Oxford Centre for Brazilian Studies	2005
Marshall Scholarship	2003
E. B. Williams Award, Top Economics Student, Morehouse College	2003
Goldman Sachs Global Leader	2001

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**TEACHING EXPERIENCE**

CORE Teaching Fellow, Harvard Business School Online: Course – Economics for Managers	2020
Teaching Fellow, Harvard Business School: Course - Reimagining Capitalism (Rebecca Henderson)	2019
Adjunct Professor, Nyack College: Courses – Global Leadership, Innovation, and Strategic Planning	2015
Undergraduate tutor, Lady Margaret Hall, University of Oxford: Course – Economic Development and History	2005

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**EMPLOYMENT EXPERIENCE**

<b>Bishop Rock Capital</b>	New York, NY
<i>Research Analyst</i>	2015 – 2016
Investment professional at US\$250 million hedge fund focused on long/short strategies in equities across sectors. Implemented and improved processes for sourcing investment ideas and created reporting structures.	
<b>Even Ground</b>	New York, NY
<i>Executive Director &amp; Consultant</i>	2014 – 2022
Selected as inaugural executive director of NY-based 501(c)3 which partners with small African NGOs to provide fundraising, strategic planning, administrative management aiding their mission to break of HIV/AIDS in their communities. Increased general fund contributions by 200% in initial years.	

**Pegasys Strategy & Development**

Cape Town, SA and New York, NY

*Principal and International Director*

2009 – 2012

Leveraged experience, networks, and business development expertise to create new opportunities for infrastructure and natural resource development initiatives internationally as part of South African based management consulting firm. Managed multi-national team of experts for reports on water risk and climate change in South Africa.

**AES Corporation**

Washington, DC, London, South Africa

*Business Associate and Regional Manager, Southern Africa*

2006 – 2009

AES Corporation is a Fortune 200 global power company (i.e. natural gas, coal, hydropower, wind, and renewables) that provides energy to customers in 27 countries and has annual revenue of over US\$18 billion. Oversaw the energy infrastructure project portfolio in Southern Africa of US\$5 billion/2500MW

**SELECTED DOCTORAL COURSEWORK**


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Experimental Methods in Behavioral Research (Michael Luca and John Beshears, HBS)

Advanced Quantitative Methodologies (Matthew Blackwell, Harvard Government)

Advanced Quantitative Research Methodology (Donald Rubin, Harvard Statistics)

Advanced Microeconomic Theory (Oliver Hart, Harvard Economics)

Advanced Theoretical Methods (Eric van den Steen, HBS)

**REFERENCES****Tarun Khanna**

Jorge Paulo Lemann Professor  
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**Rebecca Henderson**

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**Michael Luca**

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**Ronnie Chatterji**

Mark Burgess & Lisa Benson-Burgess  
Distinguished Professor  
Duke University  
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**Dennis Yao**

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