

Jason Alan Snyder

Professor, University of Utah
1655 Campus Center Dr. · Salt Lake City · Utah 84098, USA
jsnyder@eccles.utah.edu · (310)-210-1471

Employment

David Eccles School of Business, University of Utah

Professor (Quantitative Analysis of Markets and Organizations) 2023-

Professor (Entrepreneurship and Strategy) 2023-

Associate Professor (Entrepreneurship and Strategy, tenured 2018) 2018-2023

Assistant Professor (Entrepreneurship and Strategy) 2015-2018

Anderson Graduate School of Management, University of California, Los Angeles

Assistant Professor (Strategy) 2008-2015

Pritzker School of Law & Kellogg School of Management, Northwestern University

Post-Doctoral Fellow 2006-2008

Education

Northwestern University

Masters of Legal Studies 2008

University of California, Berkeley

Ph.D. Business Administration 2006

B.A. Applied Mathematics & Economics 2000

Publications

Journal Articles

“Product Sales Incentive Spillovers to the Lending Market” with Mark Jansen, Hieu Nguyen, and Lamar Pierce *Management Science*, August 2023

“Historical Origins of Firm Ownership Structure and Performance: The Persistent Effects of the African Slave Trade” with Lamar Pierce *The Academy of Management Journal*, December 2020 (Lead Article)

“Socially Responsible Business and Human Capital Strategy” with Vanessa Burbano and John Mamer, *Strategic Management Journal*, November 2018

“The Deep Historical Roots of Organization and Strategy: Traumatic Shocks, Culture, and Institutions” with Leonardo Kluppel and Lamar Pierce, *Organization Science*, July-August 2018

“Historical Roots of Firm Access to Finance: Evidence from the African Slave Trade” with Lamar Pierce, *The Review of Financial Studies*, January 2018

“Do Politicians Really Cause Corporate Downsizing?” with Ivo Welch, *Journal of Political Economy*, December 2017

“The Empirics of Learning from Failure” with Victor Bennett, *Strategy Science*, March 2017 (Lead Article)

“Losing Hurts: The Happiness Impact of Partisan Electoral Loss” with Lamar Pierce and Todd Rogers, *The Journal of Experimental Political Science*, October 2016

“Unethical Demand and Employee Turnover” with Lamar Pierce, *The Journal of Business Ethics*, November 2015

“An Analysis of U.S. Congressional Support for the Affordable Care Act” with Aaron Chatterji and Siona Listokin, *Health Management, Policy and Innovation*, January 2014 (Lead Article)

“Customer-Driven Misconduct: How Competition Corrupts Business Practices” with Victor Bennett, Lamar Pierce, and Michael Toffel, *Management Science*, August 2013 (Lead Article)

“Discretion and Manipulation by Experts: Evidence from a Vehicle Emissions Policy Change” with Lamar Pierce, *B.E. Journal of Economic Analysis & Policy Advances Tier*, December 2012 (Lead Article)

“The Gender Earnings Gap for Physicians and its Increase Over Time” with Constanca Esteves-Sorenson, *Economic Letters*, July 2011

“Gaming the Liver Transplant Market” *The Journal of Law, Economics, & Organization*, December 2010

“Political Dynasties” with Ernesto Dal Bó and Pedro Dal Bó, *The Review of Economic Studies*, January 2009

“Ethical Spillovers in Firms: Evidence from the Vehicle Emissions Testing Market” with Lamar Pierce, *Management Science*, November 2008

Other Publications

“Historical Roots of Firm Access to Finance: Abridged Version” with Lamar Pierce, Best Paper Proceedings of the Academy of Management, 2013

Working Papers

“Intermediary Profits in a Time of Scarcity” with Mark Garmaise and Mark Jansen (revise and resubmit at *Strategy Science*)

“Average Treatment Effects and Unique Strategies” with Robert Wuebker and Todd Zenger (under submission at *Strategy Science*)

Works in Progress

“New Ventures” Book Project

“Coasian Stakeholders” with Jay Barney, Victor Bennett, William Hesterly, Matthew Higgins, and Robert Wuebker

Honors

Strategic Science Editorial Board (2024 - present)

Finalist: Best Proposal Award for Rigor in Research from the SMS Competitive Strategy Interest Group (2021)

Finalist: Industry Studies Association Ralph Gomory Best Industry Studies Paper Award (2019)

Winner: University of Utah Doctoral Faculty Teaching Excellence Award (2018)

Winner: Best Paper Award at Alliance for Research in Corporate Sustainability Annual Conference (2017)

Strategic Management Journal Editorial Board (2016 - 2022)

University of Utah David Eccles Emerging Scholar (2016)

Finalist: UCLA Teaching Excellence Award, Full-Time MBA Program (2015), Student awarded

Winner: UCLA MBA Applied Management Research project Sedgwick Award (2013), Supervisor of the most exceptionally written report

Finalist: Academy of Management International Division Best Paper (2013)

United Resource Networks' National Clinical Conference Keynote Speaker (2007), joint with Alvin Roth

UC Berkeley Campus Outstanding Graduate Student Instructor Award (2005)

Winner: UC Berkeley Hayase Award (2004), Awarded to the Ph.D. student who has made significant contributions to the doctoral program

Phi Beta Kappa (2000)

Grants

University of Utah Marriner Eccles Institute (2016), \$5,000 research grant

UCLA Center for Global Research Award (2013), \$10,000 competitive research grant

UCLA Faculty Career Development Award (2012), \$10,000 competitive research grant joint with Subramaniam Ramanaryanan

UCLA Faculty Career Development Award (2011), \$3,000 competitive research grant

UCLA Price Center Grant (2009), \$7,500 competitive research grant

Tobin Project Grant (2008), \$5,000 competitive research grant joint with Aaron Chatterji and Siona Listokin

Northwestern Searle Center Research Grant (2007), \$15,000 competitive research grant

Teaching

Tools and Analysis for Business Strategy (University of Utah & University of California at Los Angeles), MBA and Specialized Masters

Strategy (University of California at Los Angeles and Northwestern University), MBA

Business Strategy for Lawyers (Northwestern University), JD

Empirical Methods for Research (University of Utah & University of California at Los Angeles), Ph.D.

Entrepreneurship and the Scientific Method (University of Utah), Undergraduate

Introduction to Entrepreneurship (University of Utah), Undergraduate

Dissertation Committee

Sara Parker Lue (first placement, Rutgers Assistant Professor), Ryan Angus (first placement, West Virginia Assistant Professor), Heidi Herrick (first placement, University of Utah Post-Doc), Jenny Smith (first placement, University of Utah Adjunct Professor), Steve Kofford (first placement, Mississippi State Assistant Professor) Syd Alvari (first placement, University of Utah Adjunct) Dana Romero (in progress)

Dissertation Co-Chair

Vanessa Burbano (first placement, Columbia University Assistant Professor)

Invited Talks & Conference Presentations

University of Maryland (2X), George Mason University, University of Texas at Austin, University of California at Berkeley, University of California at Los Angeles, Duke University, Washington University in St. Louis, University of California at Riverside, University of Southern California, Brigham Young University, Northwestern University, Drexel University, Cornell University (3X), University of Utah, University of Florida, Utah Winter Strategy Conference, Harvard University, BYU / Utah Strategy Conference, Southern Economics Association, Econometric Society Annual Asia Meetings, American Economic Association Annual Meetings, Southern California Conference in Applied Microeconomics, New York University Economics of Strategy Conference, Academy of Management Annual Meetings, Institutions and Innovation Conference, Western Social Sciences Association Annual Meeting, American Political Science Association, CCC Doctoral Consortium, Paris Stakeholders Conference, Strategy Science

Refereeing

National Science Foundation (grant referee), Strategic Management Journal, Management Science, Academy of Management Review, Organization Science, Quarterly Journal of Economics, Journal of Economics and Management Strategy, Journal of Political Economy, Journal of Public Economics, Journal of Law, Economics, and Organization, Business and Politics, Review of Economics and Statistics, Review of Economic Studies, American Economic Review, Legislative Studies Quarterly, Journal of Political Economy, Quarterly Journal of Political Science, BE Journal of Economic Policy, Journal of Empirical Legal Studies, The Economic Journal, American Journal of Political Science, Journal of Economics and Management Strategy, The Economics Journal, Economic Inquiry, Strategy Science, and others.

Updated: February, 2025