

NATALIE A. CARLSON

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EDUCATION

Columbia Business School, Columbia University, New York, NY

Ph.D. in Management, Expected 2019

Yale University, New Haven, CT

Bachelor of Arts, Economics, 2010

RESEARCH INTERESTS

- (1) Entrepreneurship, technology, and social innovation
- (2) Firm strategy in developing and emerging markets
- (3) Computational social science and text as data

PUBLICATIONS

Carlson N.A. (2017) “Simple Acoustic-Prosodic Models of Confidence and Likability are Associated with Long-Term Funding Outcomes for Entrepreneurs.” *Social Informatics*. Lecture Notes in Computer Science, vol 10539. Springer, Cham

- *Winner, Best Paper Award, 9th International Conference on Social Informatics*

WORKING PAPERS

Carlson, N.A., & Rink, A. (2018) “Building Transformational Potential: Evidence from a Field Experiment with Young Entrepreneurs in Zimbabwe.”

Carlson, N.A. (2017) “Social Entrepreneurship, Language, and Funding: Evidence from Tech Startups in Sub-Saharan Africa.”

- *Finalist, Best Conference Paper Award, SMS Berlin 2016*

Burbano, V., Carlson, N.A., & Ostler, J. (2018) “The Dynamics of Rewards-Based Crowdfunding: An Advantage for Social Ventures.”

Choudhury, P., Wang, D.J., Carlson, N.A. & Khanna, T. (2017) “Modeling Oral Business History Data: An Application to Markets and CEO Communication.”

Rink, A. & Carlson, N.A. (2018) “Unemployment and Rebellion: Field Experimental Evidence from Zimbabwe.”

Zhao, J., Carlson, N.A., Ichniowski, C., & Kogut, B. (2017) “Microfinance Institutions as Hybrid Organizations: Management Practices and Productivity in India.”

FELLOWSHIPS AND GRANTS

Eugene M. Lang Ph.D. Fellowship, 2017-2019

Kauffman Dissertation Fellowship, 2017-2018

Paul and Sandra Montrone Doctoral Fellowship, 2016-2017

Columbia Business School Graduate Research Fellowship, 2014-2019

CONFERENCE PRESENTATIONS AND INVITED WORKSHOPS

2018 4th Annual Women in Business Academia Conference, Philadelphia, PA, United States.
2018 25th Consortium on Competitiveness and Cooperation (CCC), Berkeley, CA, United States.
2017 9th International Conference on Social Informatics (SocInfo 2017), Oxford, United Kingdom.
2017 Annual Academy of Management Meeting, Atlanta, GA, United States.
2017 Alliance for Research on Corporate Sustainability (ARCS) PhD Paper Development Workshop, Rotterdam, Netherlands.
2017 Strategic Management Society Doctoral Workshop, Banff, Canada.
2017 Community of Social Innovation (COSI) Annual Workshop, Toronto, Canada.
2017 Transatlantic Doctoral Conference, London Business School, London, United Kingdom.
2017 NBER Economics of Digitization Graduate Tutorial, Stanford, CA, United States.
2016 Annual Strategic Management Society Conference, Berlin, Germany.

RELEVANT EXPERIENCE

Princeton University <i>Research Assistant</i>	Summer 2014 <i>Princeton, NJ</i>
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Provided research assistance to the Empirical Studies of Conflict Project (ESOC), working with Professor Jacob Shapiro of Politics and International Affairs.

Columbia University/Innovations for Poverty Action <i>Research Manager</i>	July 2012 - June 2014 <i>New York, NY</i>
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Managed all econometric and statistical analysis for six randomized controlled trials in Liberia, Uganda and Ethiopia, as research manager to Christopher Blattman, Assistant Professor of Political Science and International Affairs.

Economists Incorporated <i>Research Associate</i>	August 2010 - June 2012 <i>Washington, DC</i>
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Conducted econometric analysis to support consulting projects for clients in the energy, healthcare, manufacturing, and publishing industries.

SKILLS

Computer Languages	R, Python, Javascript
Software & Tools	HTML/CSS, LaTeX, Stata, D3.js
Languages	Native English, Proficiency in Spanish and French

TEACHING

Advanced Strategy, Prof. Bruce Kogut (Ph.D.; Guest Lecturer and Teaching Assistant)
Technology Strategy, Prof. Dan Wang (MBA; Teaching Assistant)
Strategy Formulation, Prof. Stephan Meier (Exec Ed; Teaching Assistant)
Strategy Formulation, Prof. Bruce Kogut (EMBA; Teaching Assistant)
Corporate Strategy, Prof. Evan Rawley (MBA; Teaching Assistant)
Strategy Formulation, Prof. Ernesto Reuben (Undergraduate; Teaching Assistant)
LEAD, Prof. Modupe Akinola (MBA; Teaching Assistant)