

# NATALIE A. CARLSON

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## EDUCATION

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**Columbia Business School**, Columbia University, New York, NY  
M. Phil, Management, 2018  
Ph.D., Management, Expected 2020

**Yale University**, New Haven, CT  
Bachelor of Arts, Economics, 2010

## RESEARCH INTERESTS

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- (1) Entrepreneurship and social innovation
- (2) Strategy and human capital development in emerging markets
- (3) Computational social science and text as data

## PUBLICATIONS

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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*

## UNDER REVIEW

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Choudhury, P., Wang, D.J., Carlson, N.A. & Khanna, T. (2018) “Machine Learning Approaches to Facial and Text Analysis: An Application to CEO Oral Communication.” *Revise & Resubmit at Strategic Management Journal*.

## WORKING PAPERS

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

- *Finalist, Best Conference Paper Award, SMS Paris 2018*

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

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*

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

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Deming Center Doctoral Fellowship, 2018-2019  
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

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2018 Annual Strategic Management Society Conference, Paris, France.  
2018 Annual Academy of Management Meeting, Chicago, IL, United States.  
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

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<b>Princeton University</b> <i>Research Assistant</i>	Summer 2014 <i>Princeton, NJ</i>
Provided research assistance to the Empirical Studies of Conflict Project (ESOC), working with Professor Jacob Shapiro of Politics and International Affairs.	
<b>Columbia University/Innovations for Poverty Action</b> <i>Research Manager</i>	July 2012 - June 2014 <i>New York, NY</i>
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.	
<b>Economists Incorporated</b> <i>Research Associate</i>	August 2010 - June 2012 <i>Washington, DC</i>
Conducted econometric analysis to support consulting projects for clients in the energy, healthcare, manufacturing, and publishing industries.	

## SKILLS

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

## TEACHING

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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)