

# NATALIE CARLSON

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## EDUCATION

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**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

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- (1) Firm strategy, entrepreneurship and innovation in developing and emerging economies
- (2) Computational social science and text as data

## WORK IN PROGRESS

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“Social Entrepreneurship, Language, and Funding: Evidence from Tech Startups in Sub-Saharan Africa.” *Working Paper*.

“Simple Acoustic-Prosodic Models of Confidence and Likability are Associated with Long-Term Funding Outcomes for Entrepreneurs.” *Working Paper*.

“Microfinance Institutions as Hybrid Organizations: Management Practices and Productivity in India.” With Jane Zhao, Bruce Kogut and Casey Ichniowski. *Draft in progress*.

To Finance or to Educate? A Field Experiment with Young Entrepreneurs in Zimbabwe. With Anselm Rink. *Data Collection*.

Social Entrepreneurship and Performance in the Context of Crowdfunding Platforms. With Vanessa Burbano and Jim Ostler. *Data Analysis*.

Insights from a Pan-African Student Entrepreneurship Competition. With Dan Wang. *Data Analysis*.

## AWARDS AND FELLOWSHIPS

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Kauffman Dissertation Fellowship, 2017-2018

Paul and Sandra Montrone Doctoral Fellowship, 2016-2017

Finalist, Best Conference Paper Award, SMS Berlin 2016

Columbia Business School Graduate Research Fellowship, 2014-2019

## CONFERENCE PRESENTATIONS AND INVITED WORKSHOPS

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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, 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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### **Princeton University**

*Research Assistant*

Summer 2014

*Princeton, NJ*

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**

*Research Manager*

July 2012 - June 2014

*New York, NY*

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**

*Research Associate*

August 2010 - June 2012

*Washington, DC*

Conducted econometric analysis to support consulting projects for clients in the energy, healthcare, manufacturing, and publishing industries.

## SKILLS

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### **Computer Languages**

R, Python, Javascript

### **Software & Tools**

HTML/CSS, LaTeX, Stata, D3.js

### **Languages**

Native English, Proficiency in Spanish and French

## TEACHING

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Strategy Formulation, Prof. Ernesto Reuben (Undergraduate; Teaching Assistant)

LEAD, Prof. Modupe Akinola (MBA; Teaching Assistant)

Strategy Formulation, Prof. Bruce Kogut (EMBA; Teaching Assistant)

Corporate Strategy, Prof. Evan Rawley (MBA; Teaching Assistant)

Strategy Formulation, Prof. Stephan Meier (Exec Ed; Teaching Assistant)

Technology Strategy, Prof. Dan Wang (MBA; Teaching Assistant)