

# NATALIE A. CARLSON

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## EDUCATION

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**Columbia Business School**, Columbia University, New York, NY

Ph.D., Management, Expected 2020

M. Phil, Management, 2018

**Yale University**, New Haven, CT

Bachelor of Arts, Economics, 2010

## PUBLICATIONS

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Choudhury, P., Wang, D.J., Carlson, N.A. & Khanna, T. (2019) “Machine Learning Approaches to Facial and Text Analysis: Discovering CEO Oral Communication Styles.” *Forthcoming at Strategic Management Journal*.

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

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

## WORKING PAPERS

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Carlson, N.A., & Rink, A. “To Tweak or to Overhaul? Evidence from a Field Experiment with Young Entrepreneurs in Zimbabwe.” *Job market paper*.

- *Finalist, Best Conference Paper Award, SMS Paris 2018* (early version)

Burbano, V., Carlson, N.A., & Ostler, J. “Strategic Contingencies of CSR: Organization-Level vs. Product-Level Social Responsibility.” *Under review at Strategic Management Journal*.

Carlson, N.A., Yeaton, M. & Meier, S. “(Partial) Exit and Voice in the Labor Market: Evidence from the Digital Water Cooler.”

Carlson, N.A. “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. “Unemployment and Rebellion: Field Experimental Evidence from Zimbabwe.”

Zhao, J., Carlson, N.A., Ichniowski, C., & Kogut, B. “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

## CONFERENCE PRESENTATIONS AND INVITED WORKSHOPS

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2019 Wharton People and Organizations Conference, Philadelphia, PA, United States.  
2019 Annual Academy of Management Meeting, Boston, MA, United States.  
2019 Organizing in the Era of Digital Technology, Ascona, Switzerland.  
2019 Community of Social Innovation (COSI) Annual Workshop, Toronto, Canada.  
2019 Sustainability, Entrepreneurship and Ethics (SEE) Conference, Miami, FL, United States.  
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 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.

## 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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Cross Cultural Seminar (MBA; Instructor)  
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)

## REFERENCES

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**Bruce Kogut**  
*bk2263@gsb.columbia.edu*  
212-854-9050

**Stephan Meier**  
*sm3087@gsb.columbia.edu*  
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**Dan Wang**  
*djw2104@gsb.columbia.edu*  
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**Vanessa Burbano**  
*vanessa.burbano@gsb.columbia.edu*  
212-854-4401