

# WILLIAM MILES

Fuqua School of Business, Duke University, Durham, NC 27708  
will.miles@duke.edu · (832)-504-0808

## EDUCATION

---

### The Fuqua School of Business, Duke University

Ph.D. in Business Administration (Strategy) 2027 (expected)  
Advisors: Ashish Arora, Wesley M. Cohen, Sharique Hasan

### Rice University

B.A. Economics and Management, with Honors 2018–2022

## RESEARCH

---

### Under review

1. “Blockbusters, Sequels, and the Nature of Innovation”, with W. Cohen, M. Higgins, and Y. Shibuya; NBER working paper #33957
2. “Opinion Trumps Fact: Entrepreneurship and Competition in Political News”, with A. Chatterji, S. Hasan, and D. Shvadron; SSRN
3. “From Founders to Funders: Generalized Reciprocity, Embeddedness, and Entrepreneurs’ Participation in Angel Investing”, with A. Piazza

### Working papers

1. “If you had only one shot: Scale and herding in innovation experiments” , with A. Arora and S. Hasan; NBER working paper #33682

## AWARDS, FELLOWSHIPS, AND HONORS

---

### Duke University

Doctoral Fellowship 2022–2027

### Rice University

The Peter Mieszkowski Prize for Honors Program Research in Economics 2022  
Honors in Economics 2022  
Rice Undergraduate Scholars Program 2021–2022  
International Rice Grant 2018–2022  
President’s Honor Roll 2020

## CASES

---

William Miles, Caleb Walker, and Ronnie Chatterji. “Pasqal’s Dilemma” 2024

## TEACHING EXPERIENCE

---

### Duke University

Instructor for I&E 800: Commercializing Innovation	March 2025
Teaching Assistant for People Analytics (MQM)	2025–present
Teaching Assistant for Entrepreneurial Strategy (MBA)	2025–present
Instructor for PhD Summer Bootcamp in Statistical Programming	August 2024
Teaching Assistant for Leading Business in a Complex World (MBA)	August 2024
Teaching Assistant for Strategic Implementation (MBA)	2024–present
Teaching Assistant for Business and Common Purpose (MBA)	2024–present
Teaching Assistant for Core Strategy (MBA, MMS, and EMBA)	2023–present

### Rice University

Teaching Assistant for BUSI 343 Financial Management (undergraduate)	2022
--	------

## INVITED PRESENTATIONS *(Scheduled\*)*

---

“If you had only one shot: Scale and herding in innovation experiments”

- REER, Atlanta, November 2025
- Academy of Management (Best paper designation), Copenhagen, July 2025

“Blockbusters, Sequels, and the Nature of Innovation”

- Academy of Management, Copenhagen, July 2025
- Strategy Science Conference, IESE Business School, Barcelona, June 2025
- Munich Summer Institute, Max Planck Institute for Innovation and Competition, Munich, May 2025

“Opinion Trumps Fact: Entrepreneurship and Competition in Political News”

- Academy of Management Symposium: “Emergence and Growth Strategy of Entrepreneurial Firms: Evidence Based on Large-Scale Data”, Chicago, August 2024

## RELEVANT POSITIONS

---

### Jones Graduate School of Business, Rice University

Research Assistant for Prof. Kate Odziemkowska	2022
Research Assistant for Prof. Alessandro Piazza	2020-2022

## SERVICE

---

Ad hoc reviewer for <i>Organization Science</i>	2024–present
Ad hoc reviewer for <i>Management Science</i>	2023–present

## PROGRAMMING AND SOFTWARE SKILLS

---

Proficient: R, Python, Stata, L<sup>A</sup>T<sub>E</sub>X, Unix, SQL, Google Big Query  
Novice: Git, MongoDB, Javascript, HTML, CSS

## OTHER AWARDS

---

DipABRSM Saxophone (Distinction)

2018