

Daniel B. Sands

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ACADEMIC APPOINTMENTS

University College London, *UCL School of Management*

- Assistant Professor (*Lecturer*), Strategy & Entrepreneurship (2021-Present)

EDUCATION

New York University, *Leonard N. Stern School of Business*

- **Ph.D.**, Strategy and Organization Theory (2021)
- **M.Phil.**, Management and Organizations (2019)

Columbia University, *Graduate School of Arts and Sciences*

- **M.A.**, Quantitative Methods in the Social Sciences (2011)

University of Arizona, *Eller College of Management; College of Behavioral and Social Sciences*

- **B.S. in Business Administration**, *with honors*, Accounting; Finance (2009)
- **B.A.**, *with honors*, Political Science; Economics (2009)

ACADEMIC PUBLICATIONS

[1] Cattani, G., Sands, D., Porac, J., and Greenberg J. (2018). "Competitive Sensemaking in Value Creation and Capture." *Strategy Science* Volume 3, Issue 4: 632-657.

[2] Sands, D. (2020). "Does Stylistic Similarity to Popular Competitors Affect Consumer Evaluations of Quality? Evidence from Online Movie Evaluations." *Advances in Strategic Management* Volume 42: 199-226.

[3] Sands, D., Cattani, G., Porac, J., and Greenberg J. (2021). "Competition as Sensemaking." In *Competition: What It Is and Why It Happens*. Arora-Jonsson, S., Brunsson, N., Hasse, R., and Lagerström, S. (eds.): 26-47. Oxford University Press.

[4] Sands, D. (2022). "Seeing Value Through the Eyes of Others: Perceptions of Value and Rebidding in Online Auctions." *Research in the Sociology of Organizations* Volume 77: 229-250.

ACADEMIC PAPERS IN REVIEW PROCESS

[1] Rating Systems and Heterogeneity in Firm Performance in the New York City Restaurant Industry, 1994-2013
with Jason Greenberg, Gino Cattani, and Joe Porac
Status: R&R Strategic Management Journal

[2] The Entry of Airmail and Local Innovation, 1918-1935
with Rob Seamans and Eunhee Sohn
Status: R&R Strategic Management Journal

- [3] Michelin Star... or Target? The Role(s) of Third Parties in Value Creation and Capture
Status: R&R Strategic Management Journal
- [4] The Role of Third Party Evaluation in Markets: An Integrative Theoretical Framework
Status: R&R Academy of Management Review
- [5] The Antecedents of Rivalry: Rivalry Emergence, Competitive Interaction, and Audience Engagement
with Jeffrey Thomas
Status: Initial Submission Pending
- [6] Interorganizational Personnel Mobility and Institutional Change: How Parisian Haute Couture Fashion Transformed into Prêt-à-Porter, 1945-1973
with Frédéric Godart and Yue Zhao
Status: Initial Submission Pending

ACADEMIC WORKING PAPERS

- [1] Status and Evaluation in Markets: Evidence from a Regression Discontinuity Design
- Best PhD Paper Finalist EGOS 2018
- [2] An Ecology of Opinions: The History and Evolution of the New York City Restaurant Reviewing Industry
- [3] CEO Turnover and Corporate Philanthropy
with Rob Salomon and Michael Barnett
- [4] Price and Pricing in the New York City Restaurant Industry
with Jason Greenberg, Gino Cattani, and Joe Porac

ACADEMIC AWARDS, HONORS, AND GRANTS

- Finalist, Wiley Blackwell Outstanding Dissertation Award in Strategic Management, Academy of Management (2022)
- Best Dissertation Award, Industry Studies Association (2022)
- Research Scholarship Award for *Michelin Stars and Restaurant Survival*, American Association of Wine Economists (2022)
- The Harold W. MacDowell Award for the “Ph.D. graduate who best exemplifies qualities of and dedication to scholarship,” NYU-Stern (2021)
- Finalist for Best Proposal Award for Creativity in Research for *Michelin Stars and Restaurant Survival*, SMS Competitive Strategy Interest Group (2020)
- Nominated for Best Paper Award for *Michelin Stars and Restaurant Survival*, SMS Annual Meeting (2020)
- Nominated for Best Doctoral Student Paper Award for *Michelin Stars and Restaurant Survival*, SMS Annual Meeting (2020)
- Doctoral Fellowship, NYU-Stern (2020-2021)
- Dale Zand Doctoral Student Award for Best Dissertation Proposal in Management, NYU-Stern (2019)
- Dissertation Research Fellowship from the Fubon Center for Technology, Business, and Innovation, NYU-Stern (2019)
- Joseph T. Taggart Fellowship, NYU-Stern (2019-2020)
- Finalist for Best Student Paper Award for *Status and Evaluation*, EGOS Annual Conference, Tallinn (2018)
- Nominated for Best Paper Award for *Airmail and Innovation* (with Eunhee Sohn and Robert Seamans), SMS Houston (2017)
- Leonard N. Stern Doctoral Fellowship, NYU-Stern (2015-2019)
- DaVinci Award for Graduating with Honors in Multiple Disciplines, The Honors College, University of Arizona (2009)
- McCord Scholar for Top Undergraduate Business Student, Eller College of Management, University of Arizona (2008)
- Eller Set-Aside Scholarship for Undergraduate Excellence, Eller College of Management, University of Arizona (2007)
- NASA Space Grant for Interplanetary Research; The Arizona Space Grant Consortium, University of Arizona (2007)

ACADEMIC RESEARCH PRESENTATIONS

- American Association of Wine Economists Annual Meeting, Tbilisi, Georgia (Scheduled 2022)
- Academy of Management Annual Meeting, Seattle, Washington (Scheduled 2022)

- University of Amsterdam, Amsterdam Business School, Amsterdam, Netherlands (2022)
- Uppsala University, Department of Business Studies (2021)
- Carnegie Mellon Tepper School of Business Economic Sociology Conference, Virtual (2020)
- Strategic Management Society Annual Conference, Virtual (2020)
- Academy of Management Annual Meeting, Virtual (2020)
- European Group for Organizational Studies Annual Conference, Virtual (2020)
- Consortium for Competitiveness and Cooperation (CCC), Virtual (2020)
- Strategic Management Society Annual Conference, Minneapolis, Minnesota (2019)
- European Group for Organizational Studies Annual Conference, Edinburgh, United Kingdom (2019)
- Society for the Advancement of Socio-Economics Annual Conference, New York City, New York (2019)
- Industry Studies Association Annual Conference, Nashville, Tennessee (2019)
- Stockholm Workshop on Competition Research, Stockholm, Sweden (2019)
- Behavioral Strategy Conference, Chapel Hill, North Carolina (2018)
- Strategic Management Society Annual Conference, Paris, France (2018)
- Academy of Management Annual Conference, Chicago, Illinois (2018)
- European Group for Organizational Studies Annual Conference, Tallinn, Estonia (2018)
- Medici Summer School in Management Studies, Bologna, Italy (2018)
- Society for the Advancement of Socio-Economics Annual Conference, Kyoto, Japan (2018)
- Trans-Atlantic Doctoral Conference at London Business School, London, United Kingdom (2018)
- East Coast Doctoral Conference in Management, New York City, New York (2018)
- Organization Science Winter Conference, Park City, Utah (2018)
- West Coast Research Symposium on Technology Entrepreneurship and Kauffman Doctoral Consortium, University of Alberta, Edmonton, Canada (2017)
- Creative Industries Conference, New York City, New York (2017)
- European Group for Organizational Studies Annual Conference, Copenhagen, Denmark (2017)
- East Coast Doctoral Conference in Management, New York City, New York (2017)
- Strategic Management Society Annual Conference, Berlin, Germany (2016)
- Academy of Management Annual Conference, Anaheim, California (2016)
- NYU-Columbia Management Doctoral Conference, New York City, New York (2016)
- Trans-Atlantic Doctoral Conference at London Business School, London, United Kingdom (2016)

ACADEMIC TEACHING

- [1] **Strategy Formulation** (Columbia Business School, Core Course, MBA, 2022)
- Instructor Ratings: 4.8/5.0; 4.3/5.0
- [2] **Strategy Formulation** (Columbia Business School, Elective, Undergraduate, 2022)
- Instructor Rating: 4.5/5.0
- [3] **Management and Organizations** (NYU Stern School of Business, Core Course, Undergraduate, 2019)
- Instructor Rating: 4.6/5.0

ACADEMIC SERVICE

Reviewer: Strategic Management Journal; Organization Science; Industrial and Corporate Change; Research Policy; Socio-Economic Review; Innovation: Organization and Management; International Journal of Human-Computer Interaction; Strategic Management Society Annual Meetings; Academy of Management Annual Meetings

- Outstanding Reviewer Award, STR Division, The Academy of Management Annual Meeting (2020)
- ABCD Top Reviewer Award, OMT Division, The Academy of Management Annual Meeting (2016; 2018)

PDW Facilitator: Experimental Research in Organizational Studies, European Group for Organizational Studies Colloquium (2019)

UCL SoM Departmental Service: S&E Faculty Search Recruitment Co-Chair (2022), S&E Research Seminar Coordinator (2022, 2023), S&E Teaching Assistant Hiring Committee, S&E Doctoral Admissions Reviewer (2022)

NYU-Stern Departmental Service: M&O Doctoral Brownbag Organizer (2017), M&O Doctoral Admissions Reviewer (2016-2020), M&O Representative for the Doctoral Student Activities Committee (2016-2017)

BUSINESS VENTURES

Auxilia Systems and Data Solutions

Role: Chief Executive Officer (co-founder, minority owner)

- *Auxilia Systems and Data Solutions* is a Connecticut incorporated entrepreneurial venture that provides leadership management software systems and consulting packages designed to facilitate business administration

MILITARY EXPERIENCE

United States Army / Army Reserve / Army National Guard

Rank: Major | *Branch:* Infantry | *Time in Service:* 15+ Years [2007–present]

- Ranger-qualified field grade infantry officer with more than a decade of military experience, including leadership in direct combat operations. Currently assigned to the United States Army Reserve. Officer commission received through ROTC (scholarship recipient) at the Wildcat Battalion of the University of Arizona. Designated an Army Distinguished Military Graduate (DMG) for the 2009 commissioning year. Professional military education includes Basic Officer Leadership Course II (honor graduate), Infantry Basic Officer Leadership Course, Maneuver Captains Career Course, and the Command and General Staff College Intermediate Level Education Course, as well as Army Ranger (class 05-10), SERE-C, Parachutist, and Instructor qualifications. Prior assignments include command and staff leadership positions with experience in platoon through brigade level operations

Selected Prior Military Assignments:

Commander, Officer Candidate School (OCS), 2/106th Regional Training Institute (RTI), NYARNG

- Commanding officer of OCS for The State of New York [2018–2021]. Responsible for selection, training, and assessment of Army Officer Candidates, as well as for providing mentorship and guidance to OCS cadre
- Additional duties included planning, supervision, and instruction in areas such as leadership, management processes, military history, and small unit tactics/operations

Platoon Leader, 1-279 IN BN, 45th Infantry Brigade Combat Team, OKARNG

- Officer in charge of platoon deployed to Paktia Province, Afghanistan. Led over 100 combat patrols in support of Operation Enduring Freedom between 2011 and 2012
- Served as advisor to Afghan National Army and Afghan National Police forces. Planned and led joint, interagency, and multinational combat operations