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EDUCATION:

PhD, Organizational Analysis, University of Alberta, 1996
MA, Economics, University of Alberta, 1989
BA (Honours), Economics, Queen's University, 1988

REFEREED PUBLICATIONS:

- Lall, S., Chen, L-W. & Roberts, P.W. 2020. 'Are we accelerating equity investment into impact-oriented ventures?', **World Development**, 131.
- Longhofer, W., Negro, G. & Roberts, P.W. 2019. 'The changing effectiveness of local civic action: The critical nexus of community and organization,' **Administrative Science Quarterly**, 64, 203-229.
- Koushyar, J., Longhofer, W. & Roberts, P.W. 2015. 'A comparative analysis of corporate and independent foundations,' **Sociological Science**, December 15.
- Roberts, P.W., Negro G. & Swaminathan, A. 2013. 'Balancing the skill sets of founders: Implications for the quality of organizational outputs,' **Strategic Organization**, 11, 35-55.
- Roberts, P.W. 2013. 'The profit orientation of microfinance institutions and effective interest rates,' **World Development**, 41, 120-131.
- Roberts, P.W. & Sterling, A.D. 2012. 'Network progeny? Pre-founding social ties and the success of new entrants,' **Management Science**, 58(7), 1292-1304.
- Hsu, G., Roberts, P.W. & Swaminathan, A. 2011. 'Evaluative schemas and the mediating role of critics,' **Organization Science**, 23(1), 83-97.
- Roberts, P.W., Klepper, S. & Hayward, S. 2011. 'Founder backgrounds and the evolution of firm size,' **Industrial and Corporate Change**, 20(6), 1515-1538.
- Roberts, P.W., Khaire, M. & Rider, C. 2011. 'Isolating the symbolic implications of employee mobility: Price increases after hiring winemakers from prominent wineries,' **American Economic Review** (Papers and Proceedings), 101(3), 147-151.
- Roberts, P.W., Simons, T. & Swaminathan, A. 2010. 'Crossing a categorical boundary: the implications of switching from non-kosher wine production in the Israeli wine market,' **Research in the Sociology of Organizations** (Categories in Markets: Origins and Evolution), 31, 153-173.
- Tan, D. & Roberts, P.W. 2010. 'Categorical coherence, classification volatility and examiner-added citations,' **Research Policy**, 39, 89-102.
- Roberts, P.W. & Khaire, M. 2009. 'Getting known by the company you keep: Publicizing the qualifications and former associations of skilled employees,' **Industrial and Corporate Change**, 18(1), 77-106.
- Simons, T. & Roberts, P.W. 2008. 'Local and non-local pre-founding experience and new organizational form penetration: The case of the Israeli wine industry,' **Administrative Science Quarterly**, 53(2), 235-265.
- Roberts, P.W. & Reagans, R. 2007. 'Critical exposure and price-quality relationships for New World wines in the U.S. market,' **Journal of Wine Economics**, 2(1), 56-69.
- Roberts, P.W. & McEvily, S. 2005. 'Product-line expansion and resource cannibalization,' **Journal of Economic Behavior and Organization**, 57(1), 49-70.

- Nerkar, A. & Roberts, P.W. 2004. 'Technological and product-market experience and the success of new product introductions in the U.S. pharmaceutical industry,' **Strategic Management Journal**, 25(8-9), 779-799.
- Roberts, P.W. & Amit, R. 2003. 'The dynamics of innovative activity and competitive advantage: The case of Australian retail banking, 1981 to 1995,' **Organization Science**, 14(2), 107-122.
- Roberts, P.W. & Dowling, G.R. 2002. 'Corporate reputation and sustained superior financial performance,' **Strategic Management Journal**, 23(12), 1077-1093.
- Roberts, P.W. 2001. 'Innovation and firm-level persistent profitability: A Schumpeterian framework,' **Managerial and Decision Economics**, 22(4-5), 239-250.
- Ingram, P. & Roberts, P.W. 2000. 'Friendships among competitors in the Sydney hotel industry,' **American Journal of Sociology**, 106(2), 387-423.
- Roberts, P.W. 1999. 'Product innovation, product-market competition and persistent profitability in the U.S. pharmaceutical industry,' **Strategic Management Journal**, 20, 655-670.
- Roberts, P.W. & Greenwood, R. 1997. 'Integrating transaction cost and institutional theories: Towards a constrained-efficiency framework for understanding organizational design adoption,' **Academy of Management Review**, 22(2), 346-373.

BOOKS:

- Roberts, P.W. & Lall, S. 2019. **Observing Acceleration: Uncovering the Effects of Accelerators on Impact-Oriented Entrepreneurs**, Palgrave-MacMillan.

WORKING PAPERS AND PROJECTS:

- 'Confronting the Commodification of Specialty Coffee Farmers' under contract with **Oxford University Press**.
- 'Cupping in Context: Establishing Quality-Based Conventions for Pricing Specialty Coffees' with Semee Yoon and Ozgecan Kocak, presented at the 2019 Economic Sociology Conference in Atlanta
- 'Accelerators as Filters: Exploring the Ordering Effect of Impact-Oriented Accelerators' with Li-Wei Chen, Saurabh Lall and Amisha Miller, presented at the 2019 Economic Sociology Conference in Atlanta
- 'Identifying and Understanding Neighborhood Business Gaps in Majority Black Neighborhood'

OTHER ACADEMIC PUBLICATIONS:

- Roberts, P.W. 2009. 'Review of Why the Garden Club Couldn't Save Youngstown: The Transformation of the Rust Belt (Sean Safford),' **Administrative Science Quarterly**, 54, 686-688.
- Roberts, P.W. 2008. 'Charting progress at the nexus of institutional theory and economics,' in **The SAGE Handbook of Organizational Institutionalism**, R. Greenwood, C. Oliver, R. Suddaby, K. Sahlin-Andersson (Eds.), SAGE Publications.
- Roberts, P.W. & Eisenhardt, K. 2003. 'Austrian insights on Strategic Organization: From market insights to firm implications,' **Strategic Organization**, 1, 345-352.
- Roberts, P.W. 2000. 'A processual account of innovative capabilities,' in **Resources, Technology and Strategy**, N. Foss & P. Robertson (Eds.), Routledge, London, 80-99.
- Ingram, P. & Roberts, P.W. 1999. 'Sub-organizational evolution in the U.S. pharmaceutical industry,' in **Variations in Organization Science**, J. Baum & B. McKelvey (Eds.), Sage Publications, Thousand Oaks, 155-168.

- Roberts, P.W. & Greenwood, R. 1997. 'Coercive forces and the constrained-efficiency framework: A reply to Bates,' **Academy of Management Review**, 22, 851-852.
- Roberts, P.W. & Dowling, G.R. 1997. 'The value of a firm's corporate reputation: How reputation helps attain and sustain superior profitability,' **Corporate Reputation Review**, 1, 88-93.

OTHER PUBLISHED MATERIALS:

- 'Opinion: The COVID-19 Pandemic Will Only Make the Price Crisis Worse,' (**Daily Coffee News**, April 1, 2020)
- 'Green Coffee Pricing Transparency Is Critical (And Complicated),' (**Perfect Daily Grind**, April 19, 2018)
- 'The Macro Benefits of Microbusinesses,' with Deonta Wortham (**Stanford Social Innovation Review On-Line**, January 16, 2018)
- 'Startup Accelerators Have Become More Popular in Emerging Markets – and They're Working,' with Randall Kempner (**Harvard Business Review On-Line**, October 2, 2017)
- 'Accelerating Startups in Emerging Markets: Insights from 43 Programs,' with Aspen Network of Development Entrepreneurs and Deloitte (released May 2017)
- 'Accelerating Impact for Entrepreneurs: Lessons Learned from TechnoServe's Work with SGBs in Central America,' with Technoserve (released May 2017)
- 'What's Working in Startup Acceleration: Insights from Fifteen Village Capital Programs,' with Aspen Network of Development Entrepreneurs and Village Capital (released March 2016)
- 'Closing the Microbusiness Gap with Targeted Investments in Social Capital,' with Ross Baird (The Bottom Line: Investing for Impact on Economic Mobility in the U.S., Aspen Institute, 2015)
- 'Village Capital: Using Peer Support to Accelerate Impact Investing,' with Carol Gee & Ross Baird (winner of the 2011 NextBillion Case Writing Competition)

CONFERENCE PRESENTATIONS:

- 'Poverty, race and small neighborhood businesses,' presented at the JPMorgan Chase Institute 2nd Annual Conference on Economic Research, Washington
- 'Accelerating women-owned businesses: Gender matching and the efficacy of advisory relationships in entrepreneur support programs,' presented at 2018 Sustainability and Development Conference, Ann Arbor
- 'The changing effectiveness of local civic action: The critical nexus of community and organization,' presented at the 2015 Academy of Management Annual Meeting, Vancouver
- 'A comparative analysis of corporate and independent foundations,' presented at the 2012 European Group for Organization Studies Colloquium, Helsinki
- 'Role Specificity of the Effects of Founders' Career Experiences,' presented at the 2009 Organizational Ecology Conference, Verona; at the 2007 Academy of Management Annual Meeting, Philadelphia; at the 2nd Annual Meeting of the American Association of Wine Economists, Portland
- 'Network progeny? Pre-founding social ties and the success of new entrants,' presented at the 3rd Annual Meeting of the American Association of Wine Economists, Reims; at the 2009 Academy of Management Annual Meeting, Chicago; at the 2010 Darden Entrepreneurship and Innovation Research Conference
- 'Critical contributions: Addressing a status paradox and the phenomenon of the 41st chair,' with Ray Reagans, presented at the 2nd Annual Meeting of the American Association of Wine Economists, Portland

'Founder backgrounds and the evolution of firm size,' presented at the 2005 European Group for Organization Studies Colloquium, Berlin; at the 2006 Academy of Management Annual Meeting, Atlanta

'Isolating the symbolic implications of employee mobility: Price changes in the wake of hiring winemakers from prominent wineries,' presented at the 2nd Annual Meeting of the American Association of Wine Economists, Portland; at the 2008 Harvard Business School Strategy Conference; at the 2010 Academy of Management Annual Meeting, Montreal

'Crossing categorical boundaries: The implications of switching from non-kosher wine production in the Israeli wine market,' presented at the 3rd Annual Meeting of the American Association of Wine Economists, Reims

'Classification system volatility and the determination of a patent's effective scope,' presented at the 2007 Academy of Management Annual Meeting, Philadelphia

'Reputation coherence and financial performance,' with Raj Grewal & Ujwal Kayande, presented at the 2006 Atlanta Competitive Advantage Conference

'Getting known by the company you keep: Publicizing the qualifications and associations of skilled employees,' presented at the 2003 Harvard Business School Strategy Conference; at the 2003 Organization Science Winter Conference, Steamboat Springs; at the 2004 Academy of Management Annual Meeting, New Orleans

'Local and non-local pre-founding experience and organizational form transformation: The case of the Israeli wine industry,' presented at the 2005 European Group for Organization Studies Colloquium, Berlin

'Critical exposure and price-quality relationships for new world wines in the U.S. market,' presented at the 2000 Strategic Management Society Annual International Conference, Vancouver; at the 2001 University of Utah & Brigham Young University Winter Strategy Conference, Salt Lake City; at the 1st Annual Meeting of the American Association of Wine Economists, Trier

'Cluster development and export performance,' with P. Ingram, presented at the at the 2002 Organization Science Winter Conference, Steamboat Springs; at the 2001 European Group for Organization Studies Colloquium, Lyon

'Standards for quality and the coordinating role of critics,' presented at the 1st Annual Meeting of the American Association of Wine Economists, Trier

'Firms as portfolios of strategic attributes: An Austrian Economic approach to financial performance heterogeneity,' presented at the INFORMS Fall 2000 Meeting, San Antonio

'Capability development and firm profitability,' with R. Amit, presented at the 1999 Strategic Management Society Annual International Conference, Berlin

'The dynamics of capability development: The case of Australian retail banking,' with R. Amit, presented at the 1999 Academy of Management Annual Meeting, Chicago

'Factors affecting changes in market share outcomes,' with C. Soo & S. McEvily, presented at the 1998 Academy of Management Annual Meeting, San Diego

'Firm innovation and long-run financial performance in the Australian banking industry,' with R. Amit, presented at the 1997 Strategic Management Society Annual International Conference, Barcelona

'Innovation, imitation and persistent profitability in the US pharmaceutical industry,' presented at the 1996 Strategic Management Society Annual International Conference, Phoenix

'Sustained superior performance: A reconceptualization and a new analytical approach,' with J.L. Brown, presented at the 1994 Strategic Management Society Annual International Conference, Paris; at the 1994 Academy of Management Annual Meeting, Dallas

INVITED ACADEMIC PRESENTATIONS:

McMaster University (2018); University of North Carolina (2014); University of Illinois (2012); Georgia Institute of Technology (2010); University of Washington (2009); University of Toronto (2009); Duke University (2009); Brock University (2007); University of Minnesota (2007); H.E.C. (2007); INSEAD (2007); M.I.T. (2007); Yale University (2006); University of Michigan (2006); University of Utah (2006)

OTHER PRESENTATIONS:

[Peter Roberts on Empowering Specialty Coffee to Look Beyond the "C"](#) (Re:co Symposium 2019)

MAJOR RESEARCH GRANTS:

2018 Entrepreneurship Database Program (ANDE-led coalition of funders; ~\$US 800,000)
2016 Developing a community to study the acceleration of early-stage entrepreneurship (Kauffman; \$163,000)
2015 Women's entrepreneurship and the role of accelerators (Kauffman; ~\$30,000)
2015 Entrepreneurship Database Program (USAID-led coalition of funders; ~\$US 1,000,000)
2014 Entrepreneurship Database Program (Argidius and Kauffman; ~\$US 250,000)

AWARDS:

2010 Donald R. Keough Award for Excellence, Goizueta Business School, Emory University
2008 Best research at the American Association of Wine Economists Annual Conference
2007 Best research at the American Association of Wine Economists Annual Conference
2000 George Leland Bach Teaching Award, GSIA, Carnegie Mellon University
1995 Isaac W. Killam Memorial Fellowship, University of Alberta

SUPERVISED DOCTORAL STUDENTS:

Mukti Khaire (Columbia University, committee member, currently at Cornell Tech), David Tan (Emory University, supervisor, currently at University of Washington); Scott Hayward (Emory University, supervisor, currently at Elon University); Adina Sterling (Emory University, supervisor, currently at Stanford University); Li-Wei Chen (Emory University, supervisor, currently at Old Dominion University)

RECENT TEACHING EXPERIENCE:

2020- Grounds for Empowerment Business Tools Workshop (Multiple)
2020- The Past, Present and Future of Specialty Coffee (Undergraduate)
2017 Travel Module to El Salvador - Development, Entrepreneurship & Gender (EMBA)
2009- Social Entrepreneurship & Impact Investing (MBA, BBA)
2011-2019 Catalyzing Social Impacts (MBA, BBA)
2010-2011 CSR & Sustainability (BBA)
2010-2011 Nonprofit Consulting (BBA)

PREVIOUS WORK EXPERIENCE:

- 2009-2020 (Founding) Academic Director, Social Enterprise @ Goizueta
- 2001-2003 Assistant Professor, Graduate School of Business, Columbia
- 1998-2001 Assistant Professor, Graduate School of Industrial Administration, Carnegie Mellon
- 1995-1998 Lecturer, Australian Graduate School of Management
- 1989-1991 Economic Forecasting & Tax Policy Officer, Department of Finance, Canada