

# HARAM SEO

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## EDUCATION

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- Sep 2015-Current*     **University of Minnesota**  
*PhD Candidate*, Strategic Management and Entrepreneurship, Carlson School of Management  
Advisor: Jiao Luo, Aseem Kaul
- Feb 2015*             **Seoul National University**  
*M.S.*, Organization Theory, SNU Business School
- Feb 2011*             **Seoul National University**  
*B.A.*, SNU Business School  
Graduated with *Cum Laude*

## RESEARCH INTERESTS

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Nonmarket strategy, Corporate Social Responsibility, Corporate Philanthropy, Social Movement

## PUBLICATION & WORK IN PROGRESS

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- Haram Seo**. 2019. Corporate Philanthropy as a Strategic Tool for Advocacy. *Dissertation Chapter*.
- Winner, Robert J. Litschert Award, STR Division, 2019 Academy of Management Annual Meeting
  - Academy of Management 2019 Best Paper Proceedings (STR division)
  - Carlson Doctoral Dissertation Fellowship, 2019
- Haram Seo**, Jiao Luo, & Aseem Kaul. 2019. Giving a Little to Many or a Lot to a Few? The Benefits of Specialization and Variety in Corporate Philanthropy. Under 1<sup>st</sup> R&R at *Strategic Management Journal*.
- Winner, Distinguished Paper Award, STR Division, 2018 Academy of Management Annual Meeting
  - Winner, Outstanding Paper Award, 2018 Annual Conference of Alliance for Research on Corporate Sustainability
  - Nominated, Best Conference Paper Award, 2018 Strategic Management Society Annual Meeting
  - Academy of Management 2018 Best Paper Proceedings (STR division)
- Jiao Luo, Aseem Kaul, & **Haram Seo**. 2018. Winning Us with Trifles: Adverse Selection in the Use of Philanthropy as Insurance. Lead article. *Strategic Management Journal*. 39(10), 2591-2617
- Finalist, the IACMR-RRBM Responsible Research in Management Award
- Haram Seo**. 2015. Who Benefits from Destructive Creation? Evidence from R&D Investment after 9/11 Attack.
- Academy of Management 2015 Best Paper Proceedings (BPS division)

## HONORS & AWARDS

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Robert J. Litschert Best Doctoral Student Paper Award, STR Division, 2019 Academy of Management Annual Meeting  
Finalist, 2019 IACMR-RRBM Responsible Research in Management Award  
Distinguished Paper Award, STR Division, 2018 Academy of Management Annual Meeting  
Outstanding Paper Award, 2018 Annual Conference of Alliance for Research on Corporate Sustainability  
Nominated, Best Conference Paper Award, 2018 Strategic Management Society Annual Meeting  
Doctoral Dissertation Fellowship, 2019, Carlson School of Management  
PhD Student Travel Fellowship, 2015-2018, Carlson School of Management  
Scholarship for Superior Academic Performance, Seoul National University

## SELECTED CONFERENCE PRESENTATIONS

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“Corporate Philanthropy as a Strategic Tool for Advocacy.”

Scheduled to be presented at Alliance for Research on Corporate Sustainability Conference (UNC, 2019)

Scheduled to be presented at Academy of Management Annual Meeting (Boston, 2019)

Scheduled to be presented at Strategic Management Society Conference (Minneapolis, 2019)

“Giving a Little to Many or a Lot to a Few? The Benefits of Specialization and Variety in Corporate Philanthropy.”

Presented at University of Texas at Austin (Austin, 2019)\*

Presented at INSEAD (Singapore, 2018)\*

Presented at Strategic Management Society Conference (Paris, 2018)

Presented at Purdue University (West Lafayette, 2018)\*

Presented at Academy of Management Annual Meeting (Chicago, 2018)

Presented at Alliance for Research on Corporate Sustainability Conference (MIT, 2018)

Presented at Annual Strategy and the Business Environment Conference (Wharton, 2018)\*

Presented at Singapore Management University (Singapore, 2018)\*

“Winning Us with Trifles: Adverse Selection in the Use of Philanthropy as Insurance.”

Presented at Cornell University (Ithaca, 2018)\*

Presented at Nanyang Technological University (Nanyang, 2018)\*

Presented at National University of Singapore (Singapore, 2018)\*

Presented at University of Florida (Gainesville, 2017)\*

Presented at Academy of Management Annual Meeting (Atlanta, 2017)\*

Presented at Strategic Management Society Conference (Berlin, 2016)\*

“Who Benefits from Destructive Creation?: Evidence from R&D Investment after 9/11 Attack.”

Presented at Strategic Management Society Conference (Houston, 2016)

Presented at Academy of Management Annual Meeting (Vancouver, 2015)

“Categorical Performance Feedback and New Product Development: A Case of U.S. Film Industry.”

Presented at Academy of Management Annual Meeting (Anaheim, 2016)

Presented at Strategic Management Society Conference (Denver, 2015)

\*Presented by coauthor

## PROFESSIONAL ACTIVITIES & SERVICES

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Ad-hoc reviewer for Strategic Management Journal (2018 – present)

Reviewer for Academy of Management Annual Meetings (OMT & STR: 2013 – Present)

Reviewer for Strategic Management Society (2013 – Present)

Session Chair for Academy of Management Annual Meeting (Atlanta, 2017)

## TEACHING

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**Instructor, Fundamentals of Management, University of Minnesota** (Fall 2017)

Overall instructor rating: 5.5/6 (Class size: 60)

Undergraduate course in strategic management. Solely responsible for developing syllabus, lecturing, leading case discussions, and grading.

**Complex and Cross-Cultural Negotiations, University of Minnesota** (Spring 2019)

JD and MBA joint course in negotiation strategies. Professor: Paul Vaaler

**Business Strategy, Teaching Assistant, University of Minnesota** (Spring 2017)

Undergraduate core course in business strategy development. Professor: Dr. Mary Benner

**Strategic Management, Teaching Assistant, University of Minnesota** (Fall, Spring 2016)

Executive MBA course in strategic management. Professor: Dr. Alfred Marcus.

**International Business, Teaching Assistant, University of Minnesota** (Spring 2016)

Undergraduate course in international business. Professor: Dr. Gurneeta Singh.

**Organizational Behavior, Teaching Assistant, Seoul National University** (Fall 2014)

Undergraduate course in organizational behavior. Professor: Dr. Jonghoon Bae.

## **SKILLS**

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*Language* Korean (Native), English (Fluent, GRE: 169/170)  
*Computer* Stata, Mysql, R, Python, UCINET

## **INDUSTRY EXPERIENCES**

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*Feb 2011-Feb 2013* **A.T.Kearney, Seoul, Korea**  
*Business Analyst – Senior Business Analyst*  
*Apr 2009-Jun 2009* **LG Electronics, Seoul, Korea**  
*Intern, New Product Development Team, Mobile Business Department*