

Tristan L. Botelho

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- CONTACT INFORMATION** Yale School of Management tristan.botelho@yale.edu
Evans Hall 5473 (203) 432-4194
New Haven, CT 06510 www.tristanbotelho.com
- EMPLOYMENT** **Yale School of Management**, New Haven, CT
Assistant Professor, Organizational Behavior, July 2017 –
Faculty Affiliate, Yale Program on Entrepreneurship, July 2017 –
- EDUCATION** **MIT Sloan School of Management**, Cambridge, MA
Ph.D., Management, June 2017
S.M., Management Research, June 2015
Providence College, Providence, RI
B.S., Finance and B.A., History (*magna cum laude*)
- RESEARCH INTERESTS** Digital Platforms, Entrepreneurship, Innovation, Social Evaluation, Social Networks, and Strategic Management
- PUBLICATIONS** **Botelho, Tristan L.** 2018. “[Here’s an Opportunity: Knowledge Sharing among Competitors as a Response to Buy-in Uncertainty.](#)” *Organization Science*.
– *Best Student Paper Award, 2015 Academy of Management, OMT Division*
– *Best Paper Proceedings, 2015 Academy of Management, OMT Division*
– *Coverage: MIT Sloan Newsroom*
Botelho, Tristan L. and Mabel Abraham. 2017. “[Pursuing Quality: How Search Costs and Uncertainty Magnify Gender-based Double Standards in a Multistage Evaluation Process.](#)” *Administrative Science Quarterly* 62(4): 698–730.
– *Selected Coverage: New York Post, Quartz, Rotman Institute for Gender + the Economy*
- RESEARCH IN PROGRESS** **Botelho, Tristan L.** “From Audience to Evaluator: The Effect of Social Influence in Opt-in Evaluation Processes.”
– *Best Paper Proceedings, 2017 Academy of Management, OMT Division*
Botelho, Tristan L. and Aleksandra Kacperczyk. “Who Leaves the Promised Land? The Paradox of Status and Entrepreneurial Mobility.”
Abraham, Mabel and **Tristan L. Botelho.** “Network Sources of Disadvantage among Entrepreneurs.”

Botelho, Tristan L., Johanna K. Birnir, and David M. Waguespack. “Gender Effects on Evaluation in an On-line Forum.”

OTHER
PUBLICATIONS

Botelho, Tristan L. and Mabel Abraham. 2017. “Objective Performance Metrics Are Not Enough to Overcome Gender Bias.” *Harvard Business Review*.

Botelho, Tristan L. and Mabel Abraham. 2017. “To Overcome Gender Bias, Objective Performance Metrics are Not Enough.” *London School of Economics Business Review*.

INVITED
PRESENTATIONS

* *Denotes scheduled presentation*

2018 Northwestern University, Kellogg School of Management*; University of California Berkeley, Haas School of Business*

2017 Dartmouth College, Tuck School of Business

2016 Boston University, Questrom School of Business; Carnegie Mellon University, Tepper School of Business; Columbia University, Columbia School of Business; Emory University, Goizueta Business School; George Washington University, School of Business; Harvard University, Harvard Business School; MIT-Harvard Economic Sociology Seminar; Washington University in St. Louis, Olin Business School; Yale University, Yale School of Management; University of Arizona, Eller College of Management; University of Chicago, Booth School of Business; University of Connecticut, School of Business; University of Nebraska, College of Business Administration; University of Washington, Foster School of Business

CONFERENCE
PRESENTATIONS

2018 Academy of Management* (*3 symposia*), Chicago, IL; DRUID (*1 paper presentation*); Copenhagen, Denmark; Economic Sociology Conference (*1 paper presentation*), University of North Carolina/Duke University*

2017 American Sociological Association, Montreal, Canada (*1 paper presentation*); Academy of Management (*2 symposia and 1 paper presentation*), Atlanta, GA
– *Academy of Management Best Paper Proceedings*

2016 INFORMS Annual Meeting, Nashville, TN (*paper presentation*); American Sociological Association, Seattle, WA (*paper presentation*); Academy of Management, Anaheim, CA (*paper presentation*); CCC Doctoral Conference, Bocconi University, Milan, Italy (*paper presentation*); NYU-Columbia Doctoral Conference, New York University, New York, NY (*paper presentation*); Sumantra Ghoshal Strategy Conference, London Business School, London, England (*paper presentation*); Nineteenth Annual Meeting of Organizational Ecologists, Catania, Italy (*paper presentation*)
– *Academy of Management Showcase Symposium*

2015 INFORMS Annual Meeting, Philadelphia, PA (*paper presentation*); Wharton People and Organizations Conference, Philadelphia, PA (*roundtable presentation*);

Harvard University, Culture and Social Analysis Workshop, Cambridge, MA (*paper presentation*); American Sociological Association, Chicago, IL (*2 paper presentations*); Academy of Management, Vancouver, Canada (*2 paper presentations*); International Network of Analytical Sociologists, Cambridge, MA (*paper presentation*)

2014 Wharton People and Organizations Conference, Philadelphia, PA (*roundtable presentation*); Academy of Management, Philadelphia, PA (*paper presentation*)

AWARDS AND
HONORS

Best Paper Proceedings, Academy of Management, OMT Division. 2017.
2nd place, MIT Sloan School of Management Doctoral Thesis Prize. 2017.
Winner, INFORMS Organization Science Dissertation Proposal Competition. 2016.
Doctoral Consortium, OMT Academy of Management. 2016.
Chosen to address MIT Sloan Executive Board. 2016.
Best Student Paper Award, Academy of Management, OMT Division. 2015.
Best Paper Proceedings, Academy of Management, OMT Division. 2015.
Doctoral Consortium, BPS Academy of Management. 2014.
NBER Entrepreneurship Research Boot Camp. 2014.
Strategy Research Initiative PhD Boot Camp. 2014.
MIT Sloan Doctoral Fellowship (2011–2017)

TEACHING

Yale School of Management

Entrepreneurship and New Ventures (MBA): S18, S19

CASE WRITING

“Restoration Affiliates (One year later)” (with Ezra Zuckerman). *Update to “Restoration Affiliates” (MIT Sloan 13-150)*

PROFESSIONAL
SERVICE

Executive Committee, INFORMS Organization Science Section (2018–)
Co-Organizer, Junior Organization Theory Conference (2017)
Reviewer, INFORMS Organization Science Dissertation Competition (2017)
Reviewer, Strategic Management Society (2016–)
Reviewer, Academy of Management (2012–)

OTHER WORK
EXPERIENCE

Sr. Financial Analyst, Raytheon Company (2008–2011)
Investment Banking Analyst, Robert W. Baird (2007–2008)

OTHER SKILLS

Language: English (native), Portuguese (conversational)
Technical: R, Stata, Python, JavaScript, HTML