

TRISTAN L. BOTELHO

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EDUCATION

- 2017 (exp.) **Massachusetts Institute of Technology, Sloan School of Management**
Ph.D., Management
Committee: Roberto Fernandez, Ray Reagans, Ezra Zuckerman (chair)
- 2015 **Massachusetts Institute of Technology, Sloan School of Management**
S.M., Management Research
- 2007 **Providence College**
B.S., Finance and B.A., History (*magna cum laude*)

RESEARCH INTERESTS

Entrepreneurship, Strategic Management, Economic Sociology, Organization Theory, Innovation, Social Networks

PUBLICATIONS

Botelho, Tristan L. and Mabel Abraham. "Pursuing Quality: How Search Costs and Uncertainty Magnify Gender-based Double Standards in a Multistage Evaluation Process." *Administrative Science Quarterly* (Forthcoming)

PAPERS UNDER REVIEW

Botelho, Tristan L. "Here's an Opportunity: Knowledge Sharing among Competitors as a Response to Market Uncertainty."
Stage: Second-Round R&R, Organization Science

- *Best Student Paper Award, 2015 Academy of Management, OMT Division*
- *Best Paper Proceedings, 2015 Academy of Management, OMT Division*

Botelho, Tristan L. and Aleksandra Kacperczyk. “Who Leaves the Promised Land? The Paradox of Status and Entrepreneurial Mobility.”
Stage: Under Review, Organization Science

RESEARCH IN PROGRESS

Botelho, Tristan L. “From Audience to Evaluator: The Effect of Social Influence, Status, and Expertise in Evaluation Processes.”

Botelho, Tristan L. “Legitimacy Shocks and Entrepreneurial Agglomeration.”

Botelho, Tristan L. “The Effect of Failure and Success on the Evaluation of Entrepreneurial vs. Established Firms.”

Abraham, Mabel and **Tristan L. Botelho.** “Network Sources of Disadvantage among Entrepreneurs.”

Botelho, Tristan L. and Pech Colatat. “Social Position and Popularity.”

INVITED AND REFEREED PRESENTATIONS

**Denotes presented by coauthor; #Denotes scheduled*

2016 “From Audience to Evaluator: The Effect of Social Influence, Status, and Expertise in Evaluation Processes.”

NYU-Columbia Doctoral Conference, New York University

CCC Doctoral Conference, Bocconi University

“Evaluations at Every Corner: A Discussion of Bias in Evaluation Processes.” (*invited speaker*)

INFORMS Annual Meeting, Nashville, TN[#]

“Here’s an Opportunity: Knowledge Sharing among Competitors as a Response to Market Uncertainty.”

Harvard Business School, Work, Organizations, and Markets Workshop

“Network Sources of Disadvantage among Entrepreneurs.” (with Mabel Abraham)

Academy of Management, Anaheim, CA (*showcase symposium*)*

“Who Leaves the Promised Land? The Paradox of Status and Entrepreneurial Mobility.” (with Aleksandra Kacperczyk)

Sumantra Ghoshal Strategy Conference, London Business School*

Nineteenth Annual Meeting of Organizational Ecologists, Catania, Italy*

American Sociological Association, Seattle, WA

- 2015 “Network Sources of Disadvantage among Entrepreneurs.” (with Mabel Abraham)
Wharton People and Organizations Conference, Philadelphia, PA*
- “Here’s an Opportunity: Knowledge Sharing among Competitors as a Response to Market Uncertainty.”
Academy of Management, Vancouver, Canada
- “Who Leaves the Promised Land? The Paradox of Status and Entrepreneurial Mobility.” (with Aleksandra Kacperczyk)
Academy of Management, Vancouver, Canada
- “Pursuing Quality: How Search Costs and Uncertainty Magnify Gender-based Double Standards in a Multistage Evaluation Process.” (with Mabel Abraham)
INFORMS Annual Meeting, Philadelphia, PA
American Sociological Association, Chicago, IL
- “Social Position and Name Choice.” (with Phech Colatat)
Harvard University, Culture and Social Analysis Workshop
International Network of Analytical Sociologists, Cambridge, MA*
American Sociological Association, Chicago, IL
- 2014 “Who Leaves the Promised Land? The Paradox of Status and Entrepreneurial Mobility.” (with Aleksandra Kacperczyk)
Wharton People and Organizations Conference, Philadelphia, PA
- “Pursuing Quality: How Search Costs and Uncertainty Magnify Gender-based Double Standards in a Multistage Evaluation Process.” (with Mabel Abraham)
Academy of Management, Philadelphia, PA

HONORS AND AWARDS

- 2016 Winner, INFORMS Organization Science Dissertation Proposal Competition
- 2016 Academy of Management, OMT Doctoral Consortium
Accepted Participant
- 2016 Chosen to address MIT Sloan Executive Board
- 2015 Best Student Paper Award, 2015 Academy of Management, OMT Division
- 2015 Best Paper Proceedings, 2015 Academy of Management, OMT Division
- 2014 Academy of Management, BPS Doctoral Consortium
Accepted Participant

- 2014 NBER Entrepreneurship Research Boot Camp
Accepted Participant
- 2014 Strategy Research Initiative PhD Boot Camp
Accepted Participant
- 2009–2017 MIT Sloan Doctoral Fellowship

TEACHING EXPERIENCE

Massachusetts Institute of Technology, Sloan School of Management

- 2013F, 2014F, 2015F TA for *Competitive Strategy* (MBA-level)
- 2014S, 2015S, 2015F TA/Recitation Instructor for *Managerial Psychology* (OB) (Undergraduate- and Graduate-level)
Guest lecturer, “*Negotiation Strategy*”
- 2014S TA for *Sociology of Strategy* (PhD-level)
Guest lecturer, “*Competing for Status: Discussion of Recent Work*”
- 2013S TA/Recitation Instructor for *Data, Models, and Decisions* (MBA-level)

CASE WRITING

- 2014 “Restoration Affiliates (One year later)” (with Ezra Zuckerman)
Update to “Restoration Affiliates” (Ezra Zuckerman and Cate Reavis, MIT Sloan 13-150)

PROFESSIONAL AND DEPARTMENTAL SERVICE

- Reviewer *Management Science, Organization Science*
- 2016– Reviewer, Strategic Management Society
- 2012– Reviewer, Academy of Management
- 2014 Organizer, Economic Sociology Working Group (MIT Sloan)
- 2013 Discussant, Economic Sociology Seminar (Harvard)
- 2012–2013 PhD Student Liaison, Behavioral & Policy Sciences (MIT Sloan)

OTHER WORK EXPERIENCE

Raytheon Company

2008–2011 Sr. Financial Analyst

Robert W. Baird

2007–2008 Investment Banking Analyst

Fidelity Investments

2006–2007 Investment Analyst Intern

OTHER SKILLS

Language English (native), Portuguese (proficient)

Technical R, Stata, Python, JavaScript, HTML