

# JAMIE S. SONG

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## ACADEMIC APPOINTMENT

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### ESMT Berlin

Assistant Professor of Management

Berlin, Germany

2021 – Present (*off tenure clock 2024–2025*)

## EDUCATION

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### INSEAD, Entrepreneurship Area

Ph.D. in Management (with Distinction)

Fontainebleau, France and Singapore

2021

### The Wharton School, University of Pennsylvania

Visiting Ph.D. Student

Philadelphia, PA

Fall 2016

### Dartmouth College

B.A. in Economics (with Honors)

Hanover, NH

2013

## RESEARCH INTERESTS

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Entrepreneurship, Language and Communication, Social Networks, Computational Social Science

## PUBLICATIONS

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1. **Song, Jamie S.** 2026. “Mobilizing the Silent Majority: Discourse Broadening and Audience Support for Entrepreneurial Innovations.” *Strategic Management Journal*, 47(1), 257–292. [[Link](#)]
2. Greve, Henrich R. & **Song, Jamie S.** 2017. “Amazon Warrior: How a Platform Can Restructure Industry Power and Ecology.” in *Advances in Strategic Management*, 37, Jeffrey Furman, Annabelle Gawer, Brian S. Silverman, Scott Stern (ed.), pp. 299–335. [[Link](#)]

## MANUSCRIPTS UNDER REVIEW & IN PREPARATION

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† Equal Authorship; authors listed in an alphabetical order

3. **Song, Jamie S.** & Harmon, Derek. “Ambiguity in Entrepreneurial Pitches: A Semantic Network Approach.” (Revise and Resubmit, 2<sup>nd</sup> Round, at *Strategic Management Journal*)
4. **Song, Jamie S.**, Carnabuci, Gianluca & Lluent, Tatiana. “From Proximity to Relationship: Gendered Relational Brokerage after a Network Intervention.” (Revise and Resubmit at *Organization Science*)
5. Lee, Yonghoon<sup>†</sup> & **Song, Jamie S.**<sup>†</sup> “Gendered Discount in Distant Search among Early-Stage Entrepreneurs.” (Revise and Resubmit at *Administrative Science Quarterly*)
6. Choi, Jaeho<sup>†</sup> & **Song, Jamie S.**<sup>†</sup> “Learning from Qualitative Feedback: How Divergent User Evaluations Shape Entrepreneurial Search.” (Revise and Resubmit at *Strategic Management Journal*)  
- Best Paper Proceedings, *Academy of Management*, 2026
7. Harmon, Derek<sup>†</sup> & **Song, Jamie S.**<sup>†</sup> “Networks of Meaning: Advancing Semantic Network Analysis for Organizational Scholarship.” (Revising manuscript for resubmission)

8. **Song, Jamie S.** & Gargiulo, Martin. “Does Controversy Trigger Engagement? The Contrasting Effects of Opinion Divergence on Exchanges in Online Networks.” (Conducting additional analyses for resubmission)
9. Chan, Tian, Lee, Yonghoon & **Song, Jamie S.** “The Dimensionality of an Idea Space and the Success of Familiar Ideas.” (Conducting additional analyses for resubmission)
10. **Song, Jamie S.** & Davis, Jason. “What’s in a Name? Cultural Ecology and Naming Dynamics of Entrepreneurial Innovations.” (Conducting additional analyses for resubmission)

## **WORK IN PROGRESS**

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11. [Paper on robust action] (with Derek Harmon; data analysis stage)
12. [Paper on entrepreneurial entry timing and cultural bricolage] (data analysis stage)
13. [Paper on linguistic flexibility during entrepreneurial pivoting] (data analysis stage)

## **CONFERENCE PRESENTATIONS**

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“From Proximity to Relationship: Gendered Relational Brokerage after a Network Intervention.”

- Equitable Opportunity Conference – Montreal, 2026 (expected)
- Organization Science Winter Conference – Paris, 2026

“Learning from Qualitative Feedback: How Divergent User Evaluations Shape Entrepreneurial Search.”

- Carnegie School of Organizational Learning Conference – Virtual, 2026 (expected)

“Mobilizing the Silent Majority: Discourse Broadening and Audience Support for Entrepreneurial Innovations”

- Academy of Management Annual Conference – Copenhagen, 2025
- Taiwan Symposium on Innovation Economics and Entrepreneurship – Virtual, 2022
- Strategic Management Society Annual Conference – London, 2022
- ESADE-Georgetown-INSEAD-ESMT Strategy workshop – Barcelona, 2022
- West Coast Research Symposium – Virtual, 2021
- Berkeley Culture Conference – Virtual, 2021
- CCC Doctoral Conference – Virtual, 2020
- Virtual Strategy Student Conference – Virtual, 2020

“Ambiguity in Entrepreneurial Pitches: A Semantic Network Approach”

- Junior Organizational Theory Conference – Philadelphia, 2025
- Academy of Management Annual Conference – Copenhagen, 2025
- EOSAF Conference – Berlin, Germany, 2025
- ESMT Brown Bag Seminar – Berlin, Germany, 2023
- Social Networks Society Conference – Exeter, UK, 2023

“Does Controversy Trigger Engagement? The Contrasting Effects of Opinion Divergence on Exchanges in Online Networks”

- INSEAD Network Evolution Conference – Virtual, 2021
- Berkeley Culture Conference – Berkeley, CA, 2020
- Strategic Management Society Annual Conference – Minneapolis, MN, 2019
- First Cut – Singapore, 2019
- Academy of Management Annual Conference – Chicago, IL, 2018

“Gendered Discount in Distant Search among Early-Stage Entrepreneurs”

- SEJ Paper Development Workshop – San Francisco, CA, 2024

“What’s in a Name? Cultural Ecology and Naming Dynamics of Entrepreneurial Innovations”

- Strategic Management Society Annual Conference – Minneapolis, MN, 2019
- West Coast Research Symposium – San Francisco, CA, 2019
- Academy of Management Specialized Conference – Surrey, UK, 2018
- Academy of Management Annual Conference – Atlanta, GA, 2017
- Doriot Entrepreneurship Conference – Fontainebleau, France, 2017
- Kauffman Doctoral Consortium – College Park, MD, 2017
- INSEAD Entrepreneurship Workshop – Singapore, 2016

“Amazon Warrior: How a Platform Can Restructure Industry Power and Ecology”

- Advances in Strategic Management Research Workshop – Boston, MA, 2016
- West Coast Research Symposium – Seattle, WA, 2016

“Narrated Networks: Integrating Network Structure and Content”

- Organizer and Presenter
- Symposium at the Academy of Management Annual Conference – Seattle, WA 2022

“Co-construction of Shared Understandings under Uncertainty: Computational Linguistic Approaches”

- Organizer and Presenter
- Symposium at the Academy of Management Annual Conference – Vancouver, Canada, 2020

“Online Community Interactions: Knowledge Communities, Network Dynamics, and Content Development”

- Organizer and Presenter
- Showcase Symposium at the Academy of Management Annual Conference – Chicago, IL, 2018

## **HONORS & GRANTS**

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ESMT Research Grant (4.5K Euros), 2021

Rudolf & Valeria Maag Scholarship in Entrepreneurship (31.9K Euros), 2020

Strategy Research Foundation (SRF) Dissertation Scholarship (10K USD), 2019

INSEAD Research Grant (6.3K Euros), 2019

High Pass, INSEAD Doctoral Comprehensive Examinations, 2017

Doctoral Fellowship, INSEAD, 2015–2020

James O. Freedman Presidential Scholar, Dartmouth College, 2010–2013

Hopkins 1901 Scholar, Dartmouth College, 2009

## **SERVICE**

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Ad hoc Reviewer, Organization Science, 2025–

Ad hoc Reviewer, Strategic Management Journal, 2022–

Member and Reviewer, Academy of Management Conference (OMT/STR/TIM Divisions), 2016–

Member and Reviewer, Strategic Management Society, 2016–

ESMT Master’s in Management program development committee, 2022–

ESMT Executive MBA and Master’s in Management thesis advisor, 2021–

ESMT Research Seminar Coordinator, 2021–2023

ESMT Digital Future Summit Speaker, 2021

PhD Area Representative, Entrepreneurship and Family Enterprise Department, 2019

## **TEACHING**

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*Instructor*, Foundations of Strategic Management, MBA core course, ESMT Berlin, 2024–

*Instructor*, Foundations of Strategic Management, Master’s in Management core course, ESMT Berlin, 2023–

*Instructor*, Competitive and Corporate Strategy, Master's in Management core course, ESMT Berlin, 2021–2023  
*Teaching Assistant*, Principles of Network Analysis, Ph.D. course, INSEAD, 2019  
*Teaching Assistant*, Prices & Markets, MBA core course, INSEAD, 2017  
*Teaching Assistant*, Principles of Strategy Analysis, MBA core course, INSEAD, 2016

## **INDUSTRY EXPERIENCE**

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Amazon.com, Seattle, WA, 2013-2015  
McKinsey & Company, Seoul, Korea, 2012