

Curriculum Vitae – JENNIFER M. WALSKE

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EDUCATION

- *Boston University*, Doctor of Business Administration. Major: Strategy & Policy. Minor: Entrepreneurship. Committee: Kenneth Hatten (chair), *Boston University*, Josh Lerner, *Harvard Business School*, Jeffrey Furman, *Boston University*, Laurel Smith-Doerr, *National Science Foundation*.
- *Santa Clara University*, Masters in Business Administration, Marketing Emphasis.
- *University of California at Santa Barbara*, Bachelor of Arts, Communications Studies.

Academic Appointments

- 2018 - *UCLA Anderson*, Faculty Director (interim) for Impact @Anderson, Assistant Professor (Adjunct), Management & Organizations.
- 2016 -2018 *U.C. Berkeley*, Faculty Fellow, Blum Center for Developing Economies.
- 2014 - 2018 *Berkeley-Haas*, Social Impact Fellow, Institute for Social and Business Impact.
- 2013 - 2017 *University of San Francisco*, Assistant Professor, tenure track.
- 2013-2016 *University of San Francisco*, Program Director, Conscious Leadership & Social Innovation; Program Director, Master in Global Entrepreneurial Management.
- 2009 - 2012 *Berkeley-Haas*, Assistant Professor (Adjunct), Faculty Director of the Global Social Venture Competition, Director of Social Entrepreneurship.
- 2007 - 2008 *Babson College*, Blank Center for Entrepreneurship, Visiting Scholar and Lecturer (while a doctoral candidate).
- 2007 - 2008 *Boston University*, School of Management, Lecturer (while a doctoral candidate).

Publications (Peer reviewed)

- Walske, J., Scarlata, M., & Zacharakis, A., (2018) “Comparing Founders’ Specific Human Capital in Traditional versus Philanthropic Venture Capital Firms.” *The Oxford Handbook of Venture Capital*.
- Scarlata, M., Walske, J., and Zacharakis, A. (2017) “Ingredients Matter: How the Human Capital of Philanthropic and Traditional Venture Capital Differs.” *Journal of Business Ethics* 145: 623-635.
- Scarlata, M., Zacharakis, A., and Walske, J. (2016) “The Effect of Founder Experience on the Performance of Philanthropic Venture Capital Firms.” *International Small Business Journal*, 34 (5): 618-636.
- Walske, J. and Tyson, L., (2015) “Built to Scale; A Comparative Case Analysis, Assessing Why Some Social Enterprises Scale.” *International Journal of Entrepreneurship and Innovation* 16 (4): 269-281.
- Scarlata, M., Zacharakis, A., and Walske, J. (2011) “Applying Human Capital Theory to Venture Philanthropy.” *Frontiers of Entrepreneurship Research*.
- Walske, J. & Zacharakis, A. (2011) “The role of human capital and strategy in resource acquisition for nascent venture capital firms.” *The Oxford Handbook of Venture Capital*.
- Walske, J. & Zacharakis, A. (2009) “Genetically engineered: Why some venture capital firms are more successful than others.” *Entrepreneurship Theory and Practice*, 33 (1): 297-318.
- Walske, J. Zacharakis, A. & Smith-Doerr, L. (2007) “Effect of venture capital syndication networks on entrepreneurial success.” *Frontiers of Entrepreneurship Research*, 38-52.

Publications (Editorial Review)

- Tyson, L. and Walske, J. (2016) “Revolution Foods: Expansion into the CPG Market.” *California Management Review*, 58 (3), 125-141.
- Walske, J. and Tyson, L. (2015) “Fair Trade USA: Scaling for Impact.” *California Management Review*, 58 (1): 123-143.
- Mueller, S., D’Antino, R., Walske, J., Ehrenhard, M., Newbert, S., Robinson, J.A., Senjem, J. (2015) “What’s Holding Back Social Entrepreneurship? Removing the Impediments to Theoretical Advancement.” *Journal of Social Entrepreneurship*, 6 (3): 245-256.
- Walske, J. & Tyson, L. (2014) “Social Entrepreneurs: Say Yes. What we can learn from the exceptional life of the late Priya Haji.” *Stanford Social Innovation Review*.
- Walske, J., Scarlata, M. and Zacharakis, A. (2012) “Applying the Resource Based View and Human Capital Theory to the Funding of Social Enterprise.” in Zeyena, A., Beckmann, M., Mueler, J. S., et al. *Social Entrepreneurship and the Broader Theories: Shedding New Light on the ‘Bigger Picture.’* *Journal of Social Entrepreneurship*, 4 (1): 10-12.

Cases

- Walske, J. (2018) “Burning Man: Moving from a For-profit to a Non-profit, the Ultimate Act of Gifting.” *Harvard Business Publishing*.
- Walske, J. and Tyson, L. (2017) “Bridges Fund Management: Navigating changes in the political economy.” *Harvard Business Publishing*.
- Walske, J. and Tyson, L. (2017) “Better Ventures: Backing Entrepreneurs Building a Better World.” *Harvard Business Publishing*.
- Walske, J. and Tyson, L. (2016) “Sanergy: Tackling Sanitation in Kenyan Slums.” *Harvard Business Publishing*.
- Walske, J., and Tyson, L. (2015) “Fair Trade USA: Scaling for Impact.” *Harvard Business Publishing*.
- Tyson, L. and Walske, J. (2015) “Revolution Foods: Expansion into the CPG Market.” *Harvard Business Publishing*.
- Brush, C., Walske, J., and Lee, D. (2010) “The Catered Affair.” *European Case Clearing House*.
- Walske, J. & Zacharakis, A. (2008) “Bladelogic (A).” *Harvard Business Publishing*.

Peer-Reviewed Research Presentations

- Walske, J., Kickul, J., Bacq, S. (2017) “Perfecting the Pilot: Best Practices in Social Innovation Incubation and Deployment.” *Academy of Management*, Atlanta, GA.
- Brewer, C., Dean, T., Gopalakrishnan, S., Mukherjee, A., Peredo, A.M., Tyler, J., Siegel, D., Walske, J. “At the Interface of Technology, Entrepreneurship, and Economic Institutions: Solving Social and Environmental Problems through Social Innovation.” *Academy of Management*, Atlanta, GA.
- Walske, J. and Martin, S. (2017) “Applying the Lean Startup Methodology to the Developing Country Context.” *Venture Open*, Washington D.C.
- Walske, J. and Tyson, L. “Scaling the Social Enterprise,” *Science of Scaling*, USAID, Center for Effective Global Action, and the Blum Center for Developing Economies, UC Berkeley.
- Scarlata, M., Walske, J., and Zacharakis, A. “Human Capital Differences in Philanthropic vs. Traditional Venture Capital Firms.” (2015) *Academy of Management*, Vancouver, BC.
- Walske, J. “Business Models for Sustainable Social Ventures.” (2013) PDW, *Academy of Management*, Orlando, FL.

Peer-Reviewed Research Presentations (con't)

- Walske, J., Mueller, S., D'Antino, R., "What's Holding Back Social Entrepreneurship? Removing the Impediments to Theoretical Advancement." (2013) *Academy of Management*, PDW, Orlando, FL.
- Scarlata, M., Zacharakis, A., and Walske, J. (2012) "Dual Identity and Human Capital of Philanthropic Venture Capital Firms," *Academy of Management*, Boston, MA.
- Mueller, Beckmann, Zeyen, and Walske (Organizers), (2012) "Social Entrepreneurship: Business Models in the Formal and Informal Economy," PDW, *Academy of Management*, Boston, MA.
- Scarlata, M., Zacharakis, A., and Walske, J. (2011) "Applying Human Capital Theory to Venture Philanthropy," *NYU-Stern Conference on Social Entrepreneurship*, NY, NY.
****BEST PAPER****
- Scarlata, M., Zacharakis, A., and Walske, J. (2011) "Applying Human Capital Theory to Venture Philanthropy," *Academy of Management*, San Antonio, TX.
- Walske, J. & Zacharakis, A. (2011) "Education, Experience & Strategy. Assessing Factors that Most Influence New Firm Success," *Academy of Management*, San Antonio, TX.
- Scarlata, M., Zacharakis, A., & Walske, J. (2011) "Venture Capitalists' vs. Philanthropic Venture Capitalists' Human Capital: An Exploratory Study," *Babson College Entrepreneurship Research Conference*, Whitman School of Management, Syracuse University, NY.
- Walske, J., Seppä, M., & Zacharakis, A. (2010) "Human capital and venture capital: Understanding early venture capital fund performance," *EBRF*, Nokia, Finland.
- Walske, J. & Zacharakis, A. (2010) "Experience or strategy? Assessing early resource acquisition in young venture firms," *Academy of Management*, Montreal, Canada.
- Walske, J. & Zacharakis, A. (2009) "Human capital, social capital & strategic choice," *Academy of Management*, Chicago, IL.
- Walske, J. (2008) "Assessing network formation: Linking investment strategy to syndicate formation," *Academy of Management*, Anaheim, California.
- Walske, J. & Zacharakis, A. (2008) "Entrepreneurial antecedents: Successful strategies for venture capital formation," presented at Joint Research Seminar, *Babson College, HHB and NTNU*, Norway.
- Walske, J. & Zacharakis, A. (2008) "How venture capital networks form: With whom shall I dance?" ASGE, *International Entrepreneurship Research Exchange*, Swinburne University, Australia.
- Walske, J. & Zacharakis, A. (2007) "Entrepreneurial antecedents: Successful strategies for venture capital fund formation," *Max Planck Ringberg Conference on Entrepreneurship*, Max Planck Institute of Economics, Germany.
- Walske, J., Zacharakis, A. & Smith-Doerr, L. (2007) "Effects of venture capital syndication networks on entrepreneurial success," *Babson College Entrepreneurship Research Conference*, IE Business School, Madrid, Spain (**thrice listed top ten by SSRN**).
- Walske, J. (2006) "It's not what you know but who you know: Stratification and status in venture capital," *Babson College Entrepreneurship Research Conference*, Kelley School of Business, Bloomington, Indiana.

Reviewer

- 2017 - present *Journal of Business Venturing*, Editorial Review Board.
2014 - present *California Management Review*, Ad hoc reviewer.
2008 - present *Journal of Business Venturing*, Ad hoc reviewer.
2008 - present *AOM*, Entrepreneurship and BPS Divisions, reviewer.
2007 - 2011 *BCERC*, reviewer.

Awards & Recognition

- 2017 *Distinguished Teaching Fellow*, Berkeley-Haas.
2016 *Outstanding Research Award*, assistant professor, School of Management, University of San Francisco.
2015 *Faculty Academic Excellence Award* (by MBA student vote), School of Management, University of San Francisco.
2014 *Nominated: Academic Excellence, Business Integration, Jesuit Award* (MBA student vote), University of San Francisco.
2014 *Nominated, Distinguished Teaching Award* (university-wide), University of San Francisco.
2011 *Cheit Award for Outstanding Teaching* (by student vote for undergraduate instruction), Berkeley-Haas.
2012 *Best Paper*, NYU Stern Conference in Social Entrepreneurship.
1999, 2000 *Ranked 2nd and 3rd in research excellence*, worldwide, Institutional All American.
1997 *Commendation for board service*, Electronic Design Automation Consortia.

Invited Symposia

- 2018 *Net Impact*, Keynote and Session Chair.
2017 *Net Impact*, Session Chair.
2016 *SOCAP*, Building a Pipeline of Social Investment, moderator, Fall 2016.
2016 *Academy of Management*, Mid-career faculty workshop, participant.
2016 *Conference on Social Entrepreneurship*, Keynote, USC.
2016 *Global Entrepreneurship Summit*, Mentor, Stanford University.
2015 *Net Impact*, Session Chair.
2014 *Berkeley Angels Network*, Moderator, College of Engineering, U.C. Berkeley.
2014 *NCIIA Workshop on the Lean Launchpad*, Panelist, Stanford University.
2014 *GSVC*, Day One Judging Round, Finalist Judge, Haas School of Business.
2013 *Social Business Plan Competition*, Judge, University of New Hampshire.
2013 *GSVC*, Moderator, Finals Judging Round, Haas School of Business.
2012, 2013 *USASBE Certificate in Social Entrepreneurship*, Instructor, Kauffman Foundation, Kansas City, Missouri.
2013, 2016 *Echoing Green*, Judge.
2013 *Big Ideas*, Judge, Blum Center, U.C. Berkeley
2011 – 2017 *Net Impact*, Session Chair.
2011 *Academy of Management*, ENT Junior Faculty Consortium, participant.
2010 *V2C Forum on Venture Capital*, Tampere, Finland, Keynote Speaker.
2010 *Global Consortium of Entrepreneurship Centers*, *SMEAL College of Business*, *Pennsylvania State University*, presenter.
2010 *Research Conference on Entrepreneurship & Innovation in honor of John Freeman*, the Kauffman Foundation, Haas School of Business, participant.
2009 *Babson College Entrepreneurship Research Conference*, Doctorial Consortium, presenter and mentor.
2008 *Academy of Management*, BPS Doctorial Consortium.
2008 *Price-Babson Symposium for Entrepreneurship Educators*, Babson College, participant.
2007 *Academy of Management*, Entrepreneurship Doctorial Consortium.
2006 *Academy of Management*, OMT Dissertation Workshop.
2006 *Babson College Entrepreneurship Research Conference*, Doctorial Consortium.
2004 *Case Western Reserve University*, Ph.D. Seminar in Entrepreneurship.

Service & Training

2017-2018	Faculty Representative, Net Impact Club, Berkeley-Haas (MBA) and UC Berkeley (Undergraduate)
2015 – 2016	Program Director, Conscious Leadership and Social Innovation, <i>University of San Francisco</i> .
2015	Planning Faculty, HBS Case Method Workshop, <i>University of San Francisco</i> .
2014 - 2016	Faculty Representative, Entrepreneurship Club (University-wide), <i>University of San Francisco</i> .
2013 - 2016	Faculty Representative, Net Impact Club (University-wide), <i>University of San Francisco</i> .
2014 - 2016	Chair, Distinguished Teaching Committee (University-wide), <i>University of San Francisco</i> .
2013 - 2016	Master in Global Entrepreneurial Management, Program Director, <i>University of San Francisco</i>
2013 - 2016	Member, MBA Faculty Steering Committee, <i>University of San Francisco</i>
2013-2014	Member, St. Ignatius Pedagogy Committee, <i>University of San Francisco</i> .
2103	Search Committee member, Faculty Director for the Master's degree in Non-Profit Management, <i>University of San Francisco</i> .
2012 - 2013	Task Force on the creation of a Social Institute, <i>Berkeley-Haas</i> .
2010 - 2013	ETS, <i>U.C. Berkeley</i> , course leader, using technology in the classroom.
2009 - 2012	Lead Instructor & Curriculum Planning, U/G program and instruction, Lester Center for Entrepreneurship, <i>Berkeley-Haas</i> .
2009	Center of Teaching Excellence, <i>Berkeley-Haas</i> , including the HBS Case Method.
2009 -2012	Undergraduate Faculty Liaison, Entrepreneurship, <i>Berkeley-Haas</i> .
2009	Women in Leadership Conference Session Chair, <i>Berkeley-Haas</i> .
2009	Intel-Berkeley Business Plan Competition, Session Chair, <i>Berkeley-Haas</i> .
2009	UC Berkeley Business Plan Competition, Session Chair, <i>Berkeley-Haas</i> .

Board Membership and Non-Profit Affiliations

2015 - 2016	Board Member, Chair, Finance Committee, <i>Fair Trade USA</i> .
2014 - 2017	Finance Committee member, <i>Hillary Clinton Election</i> .
2013 -	Advisory Board Member, <i>Better Ventures</i> .
2013 - 2016	Member, <i>Social Venture Network</i> .
2013 - 2014	Member Representative, <i>Investor's Circle</i> .
2013 - 2015	Chair, Advisory Board Member, <i>Global Social Venture Competition, Berkeley-Haas</i> .
2013 - 2015	Advisor and Founding Faculty Sponsor, <i>Haas Impact Investing Network</i> .
2013 - 2015	Founding Member, <i>T4 – Bipartisan Political Advocacy Organization for Tech</i> .
2012 - present	Chair (previously) Treasurer, Board of Directors, <i>Net Impact</i>
2011- 2014	Member, <i>Tech for Obama</i> , Think tank for President Obama's re-election.
2010 - 2018	Trustee, Member of the Board of Directors, Member Finance Committee, Member Capital Campaign Committee, <i>San Francisco Ballet</i> .
2005 - present	Member, <i>Academy of Management</i> .
2001 - 2014	Member Representative, <i>National Venture Capital Association</i> .
2001 - 2014	Overseer, Member of the Overseer Advisory Board, <i>WGBH</i> .
2001 - present	Trustee (Trustee Emeritus); Vice-Chair, Finance; Vice-Chair Education; Co-Chair Development Committee, <i>Boston Ballet</i> .
2004 - 2008	Vice-Chair of the Board, Treasurer, <i>Max Warburg Courage Curriculum</i> .
2002 – 2004	Member, <i>High Tech Committee under President George Bush</i> .
1999 - 2004	Member, Board of Directors, <i>Caveo Technology, FirstRain, Inc., VCX, Inc.</i>

Teaching Evaluations (Summary)

- 2017 *Design, Evaluate and Scale Development Technologies* (with Ashok Gadgil and Paul Gertler), graduate students including PhD, masters in engineering, policy and business, UC Berkeley, 5.7 out of 7.0 (note this is a cross disciplinary course).
- 2016 *Social Innovator Onramp* (with Sophi Martin), UC Berkeley, rating TBD.
- 2016 *Social Innovator Onramp* (with Sophi Martin), UC Berkeley, 6.8 out of 7.0.
- 2016 *Design, Evaluate and Scale Development Technologies* (with Ashok Gadgil), graduate students including PhD, masters in engineering, policy and business, UC Berkeley, 4.9 out of 7.0 (note this was a new cross disciplinary course).
- 2016 *Social Entrepreneurship* (MBA), USF, 5.4 (I/S), 5.5 (I/P), out of 6.0.
- 2015 *Ethics and Socially Responsible Business* (MBA – Two Sections), USF, 5.4 out of 6.0.
- 2015 *Social Entrepreneurship* (MGEM), USF, 5.6 out of 6.0.
- 2015 *Entrepreneurship* (Executive MBA), USF, 5.4 out of 6.0.
- 2014 *Ethics and Socially Responsible Business* (MBA), USF, 4.6 out of 5.0.
- 2014 *Social Entrepreneurship* (MGEM), USF 4.5 out of 5.0.
- 2014 *Social Entrepreneurship* (MBA), USF 4.9 out of 5.0.
- 2014 *Lean Launchpad* (with Steve Blank), MBA, Berkeley-Haas, 6.1 out of 7.0.
- 2013 *Lean Launchpad* (with Steve Blank), MBA, Berkeley-Haas, 5.2 out of 7.0.
- 2013 *Entrepreneurial Finance* (U/G), USF 4.5 out of 5.
- 2013 *Social Entrepreneurship* (MGEM), USF, 5.0 out of 5.0.
- 2013 *Social Entrepreneurship* (MBA), USF, 5.0 out of 5.0.
- 2012 *Social Finance*, Berkeley-Haas (MBA) 5.8 out of 7.0.
Social Entrepreneurship, Berkeley-Haas (MBA) 5.1 out of 7.0.
Introduction to Entrepreneurship, Berkeley-Haas (U/G) 4.7 out of 7.0.
- 2011 *Introduction to Entrepreneurship*, Berkeley-Haas (U/G) 5.3 out of 7.0.
New Venture Creation, Berkeley-Haas (U/G) 6.0 out of 7.0.
Introduction to Entrepreneurship, Berkeley-Haas (U/G) 5.4 out of 7.0.
- 2010 *Introduction to Entrepreneurship*, Berkeley-Haas (U/G) 5.7 out of 7.0.
Perspectives in Entrepreneurship, Berkeley-Haas (U/G) 5.8 of 7.0.
New Venture Creation, Berkeley-Haas (U/G) 5.9 out of 7.0.
- 2009 *Introduction to Entrepreneurship*, Berkeley-Haas (U/G) 5.7 out of 7.0.
Perspectives in Entrepreneurship, Berkeley-Haas (U/G) 6.3 of 7.0.
- 2008 *Entrepreneurship & New Ventures*, Babson College, 1.4 of 5.0, with 1.0 as the highest possible score.
- 2007 *Entrepreneurship in High Technology Environments*, Boston University, 5.0 out of 5.0 U/G; 4.0 out of 5.0 MBA, with a 5.0 as the highest possible score (dual listed MBA, U/G course).

Prior Non-Academic Work Experience

Venture Capital and Investment Banking

- *Founded Myriad Investments in 2000*, an early stage venture capital firm with an investment focus on social enterprises and software startups. Exits include both IPOs and M&A buyouts.
- *Managing Director and Head of Global Software Equity research* for Dain Rauscher Wessles, resulting in revenue of over \$100 million annually. Research in: Next generation operating systems, micro- computing systems, supply chain management and technical software. Weekly market strategist on CNN's *Market Wrap*, CNBC and other print and multi-media. Managed West Coast offices and 20-person research team. Ranked third in the world for individual equity research according to *Institutional All-American*.
- *Built technical software practice at Robertson, Stephens & Company*. Ranked second in technical software equity research according to *Institutional All American* within its first year. Top firm-wide ranking for stock picks (1998). Promoted from Vice President to Principal prior to departure in 2000.

High Technology

- *Directed all research, competitive analysis and strategic alliances* reporting to the senior vice president of corporate marketing with dotted line responsibility to each general manager at Synopsys, Inc.; created the "in-Sync" co-opetition program and directed standards activity.
- *Launched integrated circuit design automation (ICDA) product line at Intergraph*; managed OEM relationships and engineering teams located in California, North Carolina and Israel. Team leader for Nav/Air, largest contract win for Intergraph Electronics. Managed relationships with high profile customers worldwide including personal management of Hitachi Semiconductor and Siemens Semiconductor.
- *Fast-track program recruit with dotted line reporting to General Manager (Accounting)* at Pacific Bell. Major accounts manager and award recipient for sales of telecommunication and Internet infrastructure products in Silicon Valley.