

PIERRE AZOULAY

Office Address:

Massachusetts Institute of Technology
Sloan School of Management
50 Memorial Drive — E52-555
Cambridge, MA 02142-1347
(617) 258-9766
pazoulay@mit.edu
<http://web.mit.edu/pazoulay/www>

Home Address:

11 Harvard St. #2
Charlestown, MA 02129
(617) 242-5015

Citizen of France
U.S. Permanent Resident

EMPLOYMENT:

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, 2006-present
Assistant Professor of Strategy
Cambridge, MA

COLUMBIA UNIVERSITY, 2001-2006
Assistant Professor of Management (2001-2005)
Associate Professor of Management (2005-2006)
New York, NY

SEMA GROUP TELECOMS, 1995-1996
Market analysis and new product development planning
London, UK

EDUCATION:

MASSACHUSETTS INSTITUTE OF TECHNOLOGY
Ph.D in Management, June 2001
Cambridge, MA

MICHIGAN STATE UNIVERSITY, 1994
M.A. in Telecommunications
East Lansing, MI

INSTITUT NATIONAL DES TÉLÉCOMMUNICATIONS, 1994
Diplôme d'Études Supérieures de Gestion
Evry, France

LYCÉE SAINT LOUIS, 1988-1991
Classes Préparatoires Scientifiques to the Grandes Écoles
Paris, France

PUBLICATIONS:

Capturing Knowledge Within and Across Firm Boundaries: Evidence from Clinical Development. *American Economic Review*, **94**(5), pp. 1591-1612, 2004.

Consumption Externalities and Diffusion in Pharmaceutical Markets: Anti-Ulcer Drugs. *Journal of Industrial Economics*, **51**(2), pp. 243-270, 2003. (with Ernst Berndt and Robert Pindyck)

Do Pharmaceutical Sales Respond to Scientific Evidence? *Journal of Economics and Management Strategy*, **11**(4), pp. 551-594, 2002.

Entrepreneurs, Contracts, and the Failure of Young Firms. *Management Science*, **47**(3), pp. 337-358, 2001.
(with Scott Shane)

PublicationHarvester: An Open-Source Software Tool for Science Policy Research. *Research Policy*, **35**(7), pp.970-974, 2006. (with Andrew Stellman and Joshua Graff Zivin)

The Determinants of Faculty Patenting Behavior: Demographics or Opportunities?
(Forthcoming, *Journal of Economic Behavior & Organizations*, with Waverly Ding and Toby Stuart)

WORKING PAPERS:

Internal Organization and the Origins of Interorganizational Relationships
(in revision for resubmission to *Administrative Science Quarterly*, June 2005)

Peer Effects in the Workplace: Evidence from Professional Transitions for the Superstars of Medicine
(In preparation, with Joshua Graff Zivin)

The Effect of Academic Patenting on the Rate, Quality, and Direction of (Public) Research Output
(Submitted, with Waverly Ding and Toby Stuart)

A Portfolio Approach to Transaction-Costs Economics
(Revised, August 2004)

Medical Progress and Health Care Financing: Research in Academic Medical Centers Following the 1997 Medicare Cuts
(July 2003, with Abigail Tay)

Doctors, Dollars, and Drug Development: The Rise of For-Profit Experimental Medicine
(Second Draft, September 2006, with Ariel Fishman)

The Anatomy of Medical School Patenting
(Second Draft, September 2006, with Ryan Michigan and Bhaven Sampat)

SERVICE ACTIVITIES:

National Bureau of Economic Research, Faculty Research Fellow, 2003-Present.

Ad-hoc Reviewer for *Management Science*, *Research Policy*, *Economics of Innovation and New Technology*, *The Review of Economics and Statistics*, *Administrative Science Quarterly*, *The Quarterly Journal of Economics*, *The RAND Journal of Economics*, *The Review of Industrial Organization*, and *The American Economic Review*.

Member, American Economic Association and Academy of Management.

Organizer, Fall 2005 Meetings, NBER Program on Technological Progress and Productivity Measurement.

GRANTS AND AWARDS:

Alfred P. Sloan Industry Studies Fellow	\$40K	(2005-2007)
The Merck Foundation (co-investigator)	\$600K	(2003-2005), Renewed (2006-2007)
Institute for Social & Economic Research & Policy (co-investigator)	\$9K	(2002)
Columbia Alliance for Health Care Management (co-investigator)	\$13K	(2002)
Fellowship, Industrial Performance Center	MIT	(2000)
Fellowship, Crédit Suisse Holding	MIT	(1998)
Prix d'Excellence, Informatique CDC, Paris		(1992)

TEACHING:

Core MBA	Strategy Formulation
Elective MBA	Technology Strategy
Elective EMBA	Technology Strategy
PhD Seminar	Organizational Economics

FOREIGN LANGUAGES:

French:	mother language
Hebrew:	fluent
Bengali:	intermediate level

CONFERENCE AND SEMINAR PRESENTATIONS:

Academy of Management Meetings, San Diego, August 1998.
CCC Doctoral Student Conference, New York University, April 1999.
CCC Doctoral Student Conference, Northwestern University, April 2000.
MIT Industrial Organization Seminar, October 2000.
University of Maryland, November 2000.
Tel Aviv University, Leon Recanati Graduate School of Business Administration, Ramat Aviv, Israel, December 2000.
École des Hautes Études Commerciales, Jouy-en-Josas, France, December 2000.
Academy of Management Meetings, Toronto, August 2001.
University of Illinois at Urbana-Champaign, January 2001.
University of Pennsylvania, Wharton School of Business Administration, January 2001.
Carnegie-Mellon University, Graduate School of Industrial Administration, January 2001.
Washington University at Saint Louis, Olin School of Business, January 2001.
University of Michigan Business School, January 2001.
Emory University, Goizueta Business School, February 2001.
INSEAD, Fontainebleau, France, February 2001.
University of California at Berkeley, Haas School of Business, February 2001.
Harvard Business School, February 2001.
Columbia University, Graduate School of Business, February 2001.
NBER Summer Institute, Productivity Program, July 2001.
Academy of Management Meetings, Washington D.C., August 2001.
Stern School of Business, New York University, Management Seminar Series, October 2001.
Columbia University Applied Microeconomics Workshop, November 2001.
Stanford Strategy Conference, March 2002.
Wharton Innovation Conference, April 2002.
Academy of Management Meetings, Denver, August 2002.
Learning, Incentives and Knowledge Conference, Copenhagen Business School, Copenhagen, Denmark, November 2002.
NBER Summer Institute, Innovation Policy & The Economy Program, July 2003.

ATOM Seminar, Université Paris I, December 2003.
Indian Institute of Management, Calcutta, December 2003.
University of Pennsylvania, Wharton School of Business Administration, Leonard Davis Institute of Health Economics Research Seminar Series, February 2004.
MIT Sloan School of Management, Economic Sociology Seminar, February 2004.
RAND Health Economics Seminar, RAND Corporation, April 2004.
International Industrial Organization Conference, Chicago, April 2004.
Earth Institute, Columbia University, May 2004.
NBER Summer Institute, Corporate Finance Program, July 2004, Discussant.
Russel Sage Foundation, Formation and Decay of Economic Networks, July 2004.
Academic Science and Entrepreneurship Conference, NBER, July 2004.
Harvard Business School Strategy Conference, October 2004 (Discussant)
Organizational Economics Conference, NBER, November 2004.
Technion, Israel Institute of Technology, December 2004.
Harvard Business School, Strategy Seminar Series, March 2005.
NBER Academic Science and Entrepreneurship Conference, Santa Fe, April 2005.
Columbia University, Industrial Organization Seminar, April 2005.
UC Berkeley, Haas School of Business, Institutional Analysis Workshop, April 2005.
UCLA, Human Resources and Organizational Behavior Seminar Series, April 2005.
INSEAD, Strategy Seminar Series, May 2005.
University of Arizona, Economics Department, September 2005.
NBER Productivity Meetings, December 2005.
University of Toronto, Rotman School of Management, December 2005.
Sloan Foundation Industry Studies Annual Conference, December 2005.
Sloan School of Management, MIT, January 2006.
Stern School of Business, NYU, January 2006.
Fuqua School of Business, Duke University, January 2006.
UC Berkeley, Haas School of Business, Institutional Analysis Workshop, February 2006.