

Curriculum Vitae – JENNIFER M. WALSKE

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<http://haas.berkeley.edu/IBSI/ourfaculty/social-impact-fellows.html>

EDUCATION

- *Boston University*, Doctor of Business Administration. Major: Strategy & Policy. Minor: Entrepreneurship.
- *Santa Clara University*, Masters in Business Administration, Marketing Emphasis.
- *University of California at Santa Barbara*, Bachelor of Arts, Communications Studies.

Academic Appointments

2016	<i>U.C. Berkeley</i> , Blum Center for Developing Economies, Visiting Fellow.
2015 -	<i>University of San Francisco</i> , Program Director, Conscious Leadership & Social Innovation, Assistant Professor.
2013 – 2015	<i>University of San Francisco</i> , Program Director, Master in Global Entrepreneurial Management, Assistant Professor.
2014 -	<i>Berkeley-Haas</i> , Social Impact Fellow, Institute for Social and Business Impact.
2011 - 2012	<i>Berkeley-Haas</i> , Assistant Professor (Adjunct), Faculty Director of the Global Social Venture Competition, Director of Social Entrepreneurship.
2009 - 2011	<i>Berkeley-Haas</i> , Senior Fellow, Lester Center for Entrepreneurship.
2007 - 2008	<i>Babson College</i> , Blank Center for Entrepreneurship, Visiting Scholar and Lecturer.
2007 - 2008	<i>Boston University</i> , School of Management, Lecturer.

Publications (Peer reviewed)

- Scarlata, M., Walske, J., and Zacharakis, A. (Forthcoming) “Ingredients Matter: How the Human Capital of Philanthropic and Traditional Venture Capital Differs.” *Journal of Business Ethics*.
- Scarlata, M., Zacharakis, A., and Walske, J. (Forthcoming) “The Effect of Founder Experiences on the Performance of Philanthropic Venture Capital Firms,” *International Small Business Journal*.
- 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. (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*.
- 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., Mueller, 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.
- 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*.

Cases

- Walske, J. and Tyson, L. (Forthcoming) “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),” case, *Harvard Business Publishing*.

Peer-Reviewed Research Presentations

- 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.
- 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*, Trondheim, Norway.
- Walske, J. & Zacharakis, A. (2008) “How venture capital networks form: With whom shall I dance?” *ASGE, International Entrepreneurship Research Exchange*, Swinburne University, Melbourne, 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.

Invited Symposia

- 2016 *Academy of Management*, Mid-career faculty workshop, participant.
2016 *Conference on Social Entrepreneurship*, Keynote, USC.
2016 *Global Entrepreneurship Summit*, Mentor, Stanford University.
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 – 2016 *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.

Reviewer

- 2015 - present *Entrepreneurship Theory & Practice*, Ad hoc reviewer.
2014 - present *California Management Review*, Ad hoc reviewer.
2014 *Journal of Small Business Management*, 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

- 2016 *Outstanding Research Award*, School of Management, University of San Francisco.
2015 *Faculty Academic Excellence Award* (only faculty award given 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), University of San Francisco.
2011 *Cheit Award for Outstanding Teaching* (by student vote), Berkeley-Haas.
2012 *Best Paper*, NYU Stern Conference in Social Entrepreneurship.
2009 - 2011 *Berkeley-Haas Faculty "6.0" ratings club* (receiving high teaching ratings).
2008 -2011 Research ranked thrice on the "top ten" list in Social Science Research Network (SSRN).
1999, 2000 *Ranked 2nd and 3rd in research excellence*, worldwide, Institutional All American.
1997 *Commendation for service*, Electronic Design Automation Consortia (EDAC).

Service & Training

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

Board Membership and Non-Profit Affiliations

2015 - Board Member, Chair, Finance Committee, *Fair Trade USA*.
2014 Finance Committee member, *Hillary Clinton Election*.
2013 - Advisory Board Member, *Better Ventures*.
2013 - Member, *Social Venture Network*.
2013 - 2014 Member Representative, *Investor's Circle*.
2013 - 2015 Advisory Board Member, *Global Social Venture Competition, Berkeley-Haas*.
2013 - 2015 Advisor and Founding Faculty Sponsor, *Haas Impact Investing Network*.
2013 - 2015 Founding Member, *T4 – Bipartisan Political Advocacy Organization for Tech*.
2012 - Treasurer, Board of Directors, *Net Impact (National Board)*.
2011- 2014 Member, *Tech for Obama*, Think tank for President Obama's re-election.
2010- Trustee, Member of the Board of Directors, Member Finance Committee, Member Capital Campaign Committee, *San Francisco Ballet*.
2010 - Member, *Commonwealth Club*.
2005 - Member, *Academy of Management*.
2001 - 2014 Member Representative, *National Venture Capital Association*.
2001 - 2014 Overseer, Member of the Overseer Advisory Board, *WGBH*.
2001 - Trustee (Trustee Emeritus); Vice-Chair, Finance; Vice-Chair Education; Co-Chair Development Committee, *Boston Ballet*.
2004 - 2008 Vice-Chair of the Board, Treasurer, *Max Warburg Courage Curriculum*.
2002 – 2004 Member, *High Tech Committee under President George Bush*.
1999-2004 Member, Board of Directors, *Caveo Technology, FirstRain, Inc., VCX, Inc.*
1991-1997 Member of the Board of Directors, Chair Market Statistics Committee, Chair Public Relations Committee, Chair Public Policy Committee, *EDAC*.

USF School of Management Teaching Evaluations

(On-line, Overall Instructional Design=I/S, Overall Instructional Practices=I/P). 6.0 as the highest score)

- 2016 *Social Entrepreneurship* (MBA), SOM, USF, evaluations not yet available.
- 2015 *Ethics & Socially Responsible Business* (MBA – Two Sections), SOM, USF, rating 5.4 (I/S) & 5.3 (I/P) out of 6.0, with 6.0 as the highest possible score.
- 2015 *Social Entrepreneurship* (MGEM), SOM, USF, rating 5.6 (I/S) & 5.6 (I/P) out of 6.0, with 6.0 as the highest possible score.
- 2015 *Entrepreneurship* (EMBA), SOM, USF, rating 5.4 (I/S) and 4.7 (I/P) out of 6.0.

(SUMMA, Learning, Q #18, and Instruction Q#22. With 5.0 as the highest score)

- 2014 *Ethics and Socially Responsible Business* (MBA), rating 4.30 (Q#18) and 4.61 (Q#22) out of 5.0.
- 2014 *Social Entrepreneurship* (MGEM), rating 4.31 (Q#18) and 4.48 (Q#22) out of 5.0.
- 2014 *Social Entrepreneurship* (MBA), rating 5.0 (Q#18) and 4.91 (Q#22) out of 5.0.
- 2013 *Entrepreneurial Finance* (U/G), Ratings 4.30 (Q#18) and 4.45 (Q#22) out of 5.
- 2013 *Social Entrepreneurship* (MGEM), 4.91 (Q#18) and 4.97 (Q#22) out of 5.0.
- 2013 *Social Entrepreneurship* (MBA), 4.86 (Q#18) and 5.0 (Q#22) out of 5.0.

Berkeley-Haas, Babson College and Boston University Teaching Evaluations

- 2014 *Lean Launchpad* (with Steve Blank), MBA, Berkeley-Haas, rating 6.1 out of 7.0, with 7.0 as the highest possible score.
- 2013 *Lean Launchpad* (with Steve Blank), MBA, Berkeley-Haas, 5.2 out of 7.0.
- 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.

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, software as a service, Internet metrics and search, and alternate energy sources. Investments include Endeca Technologies, Inc., BladeLogic, Inc. (purchased by BMC Software), Free Wheel Media, FirstRain, and WebMynd.
- *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*. Top firm-wide ranking for stock picks (1998). Promoted to Principal prior to departure in 2000.

Prior Non-Academic Work Experience (con't)

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.

