

CHRISTOPHER J SUTTER

David and Vicki Endowed Associate Professor
John W. Altman Institute for Entrepreneurship
Farmer School of Business
Miami University, Oxford, OH 45056
2067 FSB, 800 E. High Street

Phone (513) 529-6204 • E-mail sutterc@miamioh.edu

Curriculum Vitae

PROFESSIONAL AFFILIATION

David and Vicki Endowed Associate Professor, Miami University July 2019 – Present
Assistant Professor, Miami University May 2013 – 2019

EDUCATION

Fisher College of Business, The Ohio State University, Columbus, Ohio May 2013
Ph.D. in Business Administration

Marriot School of Management, Brigham Young University, Provo, UT 2009
Masters in Business Administration

Brigham Young University, Provo, UT 2005
Bachelor of Arts (Latin American Studies)
Magna Cum Laude

REFEREED JOURNAL ARTICLES

Sutter, C., Bhatt, B., & Qureshi, I. (2021) What makes resource provision an effective means of poverty alleviation? A resourcing perspective. *Organization Science*. Forthcoming

Bhatt, B., Qureshi, I., & **Sutter, C.** (2021) How do intermediaries build inclusive markets? The role of the social context. *Journal of Management Studies*. Forthcoming

Lenz, A. K., **Sutter, C.**, Goldszmidt, R., & Zucco, C. (2021). Venture distress and problemistic search among entrepreneurs in Brazilian favelas. *Journal of Business Venturing*, 36(6), 106162.

McDaniel, M., **Sutter, C.**, Webb, J. W., Elgar, F. J., Parker, K. F., & Nwachu, J. (2021). Breaking the cycle of crime: Promoting the positive social spillover potential of entrepreneurship. *Journal of Business Venturing Insights*, 16, e00249.

Bruton, G.; **Sutter, C.**; Lenz, A. (2021). Economic inequality – Is entrepreneurship the cause or the solution? A review and research agenda for emerging economies. *Journal of Business Venturing*.

- Rawhouser, H., **Sutter, C.**, McDonough, I. (2020). Venture acceleration and entrepreneurial growth in Central America. *Journal of Developmental Entrepreneurship*.
- Sutter, C.**, Bruton, G., & Chen, J. (2019) Entrepreneurship as a solution to desperate poverty: A review and future directions. *Journal of Business Venturing*. 34(1), 197-214.
- Qureshi, I, **Sutter, C.** & Bhatt, B. The transformative power of knowledge sharing in settings of poverty and social inequality. (2018). *Organization Studies*. 39(11), 1575-1599.
- Sutter, C.**; Webb, J.; Kistruck, G.; Ketchen, D.; & Ireland, D. (2017) Transitioning Entrepreneurs from Informal to Formal Markets. *Journal of Business Venturing*. 32(4), 420-442.
- Kistruck, G.; Webb, J.; **Sutter, C.**; Bailey, A. (2015) The double-edged sword of legitimacy in Base-of-the-Pyramid markets. *Journal of Business Venturing*. 30(3), 436-451.
- Sutter, C.**; Kistruck, G., & Morris, S. (2014) Adaptations to knowledge templates in base-of-the-pyramid markets: the role of social interaction. *Strategic Entrepreneurship Journal*. 8(4) 303-320.
- Sutter, C.**, Webb, J., Kistruck, G. & Bailey, A. (2013). Entrepreneurs' responses to semi-formal illegitimate institutional arrangements. *Journal of Business Venturing*. 28(6) 743-758.
- Kistruck, G.; **Sutter, C.**; Lount, R. & Smith, B. (2013). Mitigating Principal-Agent Problems in Base-of-the-Pyramid Markets: An Identity Spillover Perspective. *Academy of Management Journal*. 56(3) 659-682.
- Kistruck, G.; Beamish, P; Qureshi, I.; & **Sutter, C.** (2013). Social Intermediation in Base of the Pyramid Markets. *Journal of Management Studies*, 50(1) 31-66.
- Kistruck, G.; Webb, J; **Sutter, C.**; & Ireland, D. (2011). Microfranchising in Base-of-the-Pyramid Markets. *Entrepreneurship: Theory and Practice*, 35(3) 503-531.

SELECTED WORKING PAPERS

Bhatt, B., Qureshi, I. & **Sutter, C.** Social Entrepreneurship and Intersectionality: Creating Opportunities for Inclusion

- Revise and resubmit at *Journal of Business Venturing*
- Examines the consequences of using partial templates for knowledge transfer in contexts of extreme poverty; builds from several hundred interviews

Rawhouser, H., **Sutter, C.**, Holzapfel, N., Conger, M., & Newburt, S. Entrepreneurial role models in emerging economies

- Submitted to *Entrepreneurship Theory and Practice*
- Uses interviews from entrepreneurs in a training program in Guatemala and El Salvador
- Explores the problem of finding role models in an environment characterized by institutional voids and crime where entrepreneurs are not open about their success and many nascent entrepreneurs lack role models

Qureshi, I., Bhatt, B. & **Sutter, C.** Barriers to inclusive markets: The actions of local elites and response of intermediaries

- Revise and Resubmit *Human Relations*
- Explores how local elites seek to subvert efforts to build inclusive markets

PROFESSIONAL SERVICE

FIELD EDITOR – JOURNAL OF BUSINESS VENTURING

JAN. 2020 – PRESENT

- Assigned manuscripts related to entrepreneurship and development, poverty, and inequality

EDITORIAL BOARD MEMBER – ENTREPRENEURSHIP THEORY AND PRACTICE

JAN 2019 – PRESENT

PRIMARY RESEARCH INTERESTS

Entrepreneurship is central to economic development and social welfare, yet we know little about how to encourage entrepreneurship in developing countries. I'm interested in how institutional intermediaries such as organizational sponsors, cooperatives, and non-governmental organizations support entrepreneurs and help them overcome the formal and informal institutional frictions that prevent participation in larger markets. I focus my research on developing countries such as Nicaragua, Guatemala, India, and Brazil and I use a mix of qualitative and quantitative methodologies.

CONFERENCE AND INVITED PRESENTATIONS

Social Entrepreneurship Conference, University of Indiana

November 2019

Entrepreneurship and Poverty Alleviation

Academy of Management Conference, Boston, MA

August, 2019

Focus! A Theory of Entrepreneurial Attention in Emerging Economies.

Indian Institute of Management – Udaipur, India

January, 2019

Cooperatives as Intermediaries BOP Markets: Linking Cacao Producers in Nicaragua to Formal Buyers

Academy of Management Conference, Atlanta, GA

August, 2017

A lens or a mirror? A micro-level understanding of institutional logics on entrepreneurial action

Academy of Management Conference, Atlanta, GA

August, 2017

Entrepreneurship as a means of poverty alleviation: A review and future directions

Informal Economy Summit, BYU

June, 2017

Transitioning Entrepreneurs from Informal to Formal Markets

INCAE Business School, Nicaragua – Invited Presentation

January, 2016

Organizational Sponsorship in Contexts of Poverty: Exploring the Determinants of Entrepreneurs' Learning

Brigham Young University – Invited Presentation

November, 2015

Organizational Sponsorship in Contexts of Poverty: Exploring the Determinants of Entrepreneurs' Learning

Lilly Conference on College Teaching

November, 2015

Interviewing 101: Teaching students to learn from the stories people tell

Academy of Management Conference, Vancouver, BC, Canada

August, 2015

Videos in the Choupal: Knowledge Transfer among Rural Indian Farmers

Academy of Management Conference, Vancouver, BC, Canada

August, 2015

Changing the Cassette: Institutional Entrepreneurship in Informal Fields

Sustainability, Ethics, and Entrepreneurship, Denver, CO May, 2015
Changing the Cassette: Institutional Entrepreneurship in Informal Fields

Subsistence Market Place Conference, University of Illinois June, 2014
Changing the Cassette: Institutional Entrepreneurship in Informal Fields

Babson College Entrepreneurship Research Conference, Lyon, France June, 2013
The double-edged sword of legitimacy in base-of-the-pyramid markets

Academy of Management Conference, Boston, Massachusetts August 2011
Entrepreneurial Challenges to (In)Formality in Emerging Markets

Academy of Management Conference, San Antonio, Texas August 2011
Presumptive and Principled adaptation: The Role of Social Interaction

oikos UNDP Young Scholars Development Academy, Costa Rica September 2010
Adaptation and Replication in the Nicaraguan Dairy Industry

TEACHING EXPERIENCE

Instructor **Farmer School of Business, Miami University**
- Entrepreneurship and Problem Solving 490

Instructor **Farmer School of Business, Miami University**
- Social Entrepreneurship 331

Instructor **Farmer School of Business, Miami University**
- Introduction to Entrepreneurship 201

Instructor **Farmer School of Business, Miami University**
- New Venture Creation 467

Instructor **Fisher College of Business, The Ohio State University**
- Business Policy 4490

Instructor **Fisher College of Business, The Ohio State University**
- Business Policy 799

Instructor **Fisher College of Business, The Ohio State University**
- Introduction to International Business 555

Instructor **Fisher College of Business, The Ohio State University**
- New Venture Creation 490

FELLOWSHIPS & GRANTS

2019 – FSB Summer Research Grant \$10,000
2014 – Higgin Kim Asia Research Travel Grant \$2,000

2012 –International Poverty Solutions Collaborative Grant	\$5,000
2011 –CIBER Global Competence Award	\$7,000
2010 – CIBER Global Competence Award	\$3,500
2010 – responsAbility Paper Development Grant	\$1,500

AWARDS

James Robeson Junior Faculty Research Excellence Award, Farmer School of Business, May 2019

Best Paper Award—Satter Conference on Social Entrepreneurship at NYU 2011

Kistruck, G.; Sutter, C.; & Smith, B. Identity Spillover: A Social-Psychological Perspective on Mitigating Principal-Agent Problems in Base-of-the-Pyramid Social Ventures
