

CHRISTOPHER J SUTTER

David F. Herche Endowed Assistant Professor Chair
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Curriculum Vitae

PROFESSIONAL AFFILIATION

David F. Herche Endowed Assistant Professor Chair, Miami University May 2013 - Present

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

Qureshi, I, **Sutter, C**, & Bhatt, B. Boundary Objects, Boundary Workers, and the Transformative Power of Knowledge Sharing (Forthcoming). *Organization Studies*

Sutter, C.; Webb, J.; Kistruck, G.; Ketchen, D.; & Ireland, D. (Forthcoming) Transitioning Entrepreneurs from Informal to Formal Markets. *Journal of Business Venturing*

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*.

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

Sutter, C., Bruton, G., & Chen, J. Entrepreneurship as a solution to desperate poverty: A review and future directions.

- Revise and Resubmit
- Revision submitted to *Journal of Business Venturing*
- Reviews over 200 articles and provides future research directions

Rawhouser, H., **Sutter, C.**, & McDonough, I. Organizational Sponsorship in Contexts of Poverty: Exploring the Determinants of Entrepreneurs' Learning

- Submitted to *Journal of Management Studies*
- Uses interviews as well as two years of monthly performance data from entrepreneurs participating in a training program across three countries in Central America

Sutter, C. Qureshi, I, & Bhatt, B. New Resources and Old Challenges: Re-Conceptualizing Resources as Affordances in the Context of Poverty

- Submitted to *Academy of Management Journal*, special issue on new ways of seeing
- Uses several hundred interviews to re-conceptualize resources as affordances in the context of poverty

Sutter, C.; Pati, R., Niharika, G. What's mine is ours: Property rights and social entrepreneurship

- Submitted to *Entrepreneurship and Regional Development*
- Conceptual paper exploring the implications of property rights for social entrepreneurs working with communities

Bruton, G.; **Sutter, C.**; Wang, L. Inequality and Firm Strategy in Emerging Markets: A Review and Future Research Directions

- Preparing for submission to *Academy of Management Annals*
- Reviews literature on inequality from economics, political science, sociology, and management and explores the implications for firm strategy

Sutter, C., Holcomb, T; Garud, N., & Pati, R.. Institutional logics and entrepreneurial action: Exploring the link between individual agency and opportunity exploitation.

- Accepted for interactive paper session for the 2016 Babson Entrepreneurship Conference
- Uses experimental data from MBA students in India to examine the influence of entrepreneurial logics on entrepreneurial decision-making
- Preparing for submission to *Entrepreneurship: Theory and Practice*

Sutter, C.; Bruton, G. & Kistruck, G. Cooperatives as Intermediaries BOP Markets: Linking Cacao Producers in Nicaragua to Formal Buyers

- Preparing for submission to *Journal of International Business Studies*
- Uses qualitative data gathered during multiple field visits to Nicaragua to understand how cooperatives intermediate between small producers and multi-national buyers

Qureshi, I., **Sutter, C.**, Webb, J. Navigating Absence and Conflict: How Village Level Entrepreneurs Manage Institutional Voids.

- Nominated for Best Proposal Award at the SMS Special Conference in Sydney (where it was presented by Israr Qureshi, Dec. 2014)
- Preparing for submission to *Academy of Management Journal*
- Uses data from 22 months of fieldwork in India regarding the Common Service Centre project by the Indian government (a public-private partnership)

Rawhouser, H. & **Sutter, C.** Entrepreneurial role models in emerging economies

- 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

Schulist, P., Bronzei, O., Williams & **Sutter, C.** Dis-intermediation and the Sustainability of Social Entrepreneurship: A Field Experiment in Ghana

- Data is being collected through a field experiment
- Explores how an NGO can build sustainable programs that outlast the NGOs presence in rural Africa. Uses a field experiment to test the viability of two approaches based on institutional theory.

PRIMARY RESEARCH INTERESTS

Entrepreneurship is central to economic development, yet we know little about how to encourage entrepreneurship in developing countries. I am interested in filling this gap by exploring how entrepreneurship can be facilitated in Base of the Pyramid environments. Because entrepreneurship depends on the individual and the environment, I focus on the intersection between individual knowledge and institutional fields during the process of new venture creation and growth. I focus my research on developing countries such as Nicaragua, Guatemala, India, and Ghana and I use a mix of qualitative, quantitative, and field experimentation methodologies.

CONFERENCE AND INVITED PRESENTATIONS

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 <i>Interviewing 101: Teaching students to learn from the stories people tell</i>	November, 2015
Academy of Management Conference, Vancouver, BC, Canada <i>Videos in the Choupal: Knowledge Transfer among Rural Indian Farmers</i>	August, 2015
Academy of Management Conference, Vancouver, BC, Canada <i>Changing the Cassette: Institutional Entrepreneurship in Informal Fields</i>	August, 2015
Sustainability, Ethics, and Entrepreneurship, Denver, CO <i>Changing the Cassette: Institutional Entrepreneurship in Informal Fields</i>	May, 2015
Subsistence Market Place Conference, University of Illinois <i>Changing the Cassette: Institutional Entrepreneurship in Informal Fields</i>	June, 2014
Babson College Entrepreneurship Research Conference, Lyon, France <i>The double-edged sword of legitimacy in base-of-the-pyramid markets</i>	June, 2013
Academy of Management Conference, Boston, Massachusetts <i>Entrepreneurial Challenges to (In)Formality in Emerging Markets</i>	August 2011
Academy of Management Conference, San Antonio, Texas <i>Presumptive and Principled adaptation: The Role of Social Interaction</i>	August 2011
oikos UNDP Young Scholars Development Academy, Costa Rica <i>Adaptation and Replication in the Nicaraguan Dairy Industry</i>	September 2010

TEACHING EXPERIENCE

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

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

Best Paper Award—Satter Conference on Social Entrepreneurship at NYU

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

REFEREES

Geoff Kistruck

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 Schulich School of Business, York University
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Justin Webb

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