

BRIAN T. MCCANN

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Academic Employment

- 2015 Associate Professor, Strategic Management, Owen Graduate School of Management, Vanderbilt University
- 2011 Assistant Professor, Strategic Management, Owen Graduate School of Management, Vanderbilt University
- 2009 Lecturer, Strategic Management, Owen Graduate School of Management, Vanderbilt University

Education

- 2009 Ph.D., Strategic Management, Purdue University, Krannert School of Management
- 2004 Master of Business Administration (awarded Founder's Medalist as top graduate in class), Vanderbilt University, Owen Graduate School of Management
- 1990 Bachelor of Arts (*summa cum laude*), Political Science, Wright State University

Refereed Journal Publications

- Devarakonda, S., McCann, B.T., & Reuer, J.J. "Marshallian forces and governance externalities: Location effects on contractual safeguards in R&D alliances, forthcoming at *Organization Science*
- Shinkle, G.A., Goudsmit, M., Jackson, C.J., Yang, F., & McCann, B.T. On establishing legitimate goals and their performance impact, forthcoming at *Journal of Business Ethics*
- Ryu, W., McCann, B.T. & Reuer, J.J. Geographic locations of partners and rivals: Implications for the design of R&D alliances, forthcoming at *Academy of Management Journal*
- Vandebroek, T.P., McCann, B.T. & Vroom, G. Modeling the effects of psychological pressure on first-mover advantage in competitive interactions: The case of penalty shootouts, forthcoming at *Journal of Sports Economics*

- McCann, B.T., Bahl, M. (2017). The influence of competition from informal firms on new product development, *Strategic Management Journal*, 38 (7): 1518-1535.
- McCann, B.T. & Shinkle, G.A. (2017). Attention to fairness versus profits: The determinants of satisficing pricing, *Journal of Management Studies*, 54 (5): 583-612.
- McCann, B.T. (2017). Prior exposure to entrepreneurship and entrepreneurial beliefs, *International Journal of Entrepreneurial Behavior & Research*, 23 (3): 591-612.
- McCann, B.T., Reuer, J.J., & Lahiri, N. (2016). Agglomeration and the choice between acquisitions and alliances: An information economics perspective, *Strategic Management Journal*, 37 (6): 1085-1106.
- McCann, B.T. & Vroom, G. (2015) Opportunity evaluation and changing beliefs during the nascent entrepreneurial process. *International Small Business Journal*, 33 (6): 612-637.
- McCann, B.T. & Vroom, G. (2014). Competitive behavior and non-financial objectives: Entry, exit and pricing decisions in closely-held firms. *Organization Science*, 25 (4): 969-990.
- Shinkle, G.A. & McCann, B.T. (2014). New product deployment: The moderating influence of economic institutional context. *Strategic Management Journal*, 35 (7): 1090-1101.
- Lim, E. N-K. & McCann, B.T. (2014). Performance attainment discrepancy and firm risk-taking: The moderating effects of CEO and outside director stock options. *Organization Science*, 25 (1): 262-282.
- Lim, E. N-K. & McCann, B.T. (2013). The influence of relative values of outside director stock options on firm strategic risk from a multi-agent perspective, *Strategic Management Journal*, 34(13): 1568-1590.
- McCann, B.T. & Folta, T.B. (2012). Entrepreneurial entry thresholds. *Journal of Economic Behavior & Organization*, 84 (3): 782-800.
- McCann, B.T. & Folta, T.B. (2011). Performance differentials within geographic clusters. *Journal of Business Venturing*, 26 (1): 104-123.
- McCann, B.T. & Vroom, G. (2010). Pricing response to entry and agglomeration effects. *Strategic Management Journal*, 31 (3): 284-305.
- McCann, B.T. & Folta, T.B. (2009). Demand- and supply-side agglomerations: distinguishing between fundamentally different manifestations of geographic concentration. *Journal of Management Studies*, 46 (3): 362-392.
- McCann, B.T. & Folta, T.B. (2008). Location matters: Where we have been and where we might go in agglomeration research. *Journal of Management*, 34 (3): 532-565.

Books

- Froeb, L.M. McCann, B.T., Shor, M., Ward, M.R. (forthcoming). *Managerial Economics: A Problem-Solving Approach*. 5th Edition, Mason, OH: Cengage Learning.
- Froeb, L.M. McCann, B.T., Shor, M., Ward, M.R. (2016). *Managerial Economics: A Problem-Solving Approach*. 4th Edition, Mason, OH: Cengage Learning.
- Froeb, L.M. McCann, B.T., Shor, M., Ward, M.R. (2014). *Managerial Economics: A Problem-Solving Approach*. 3rd Edition, Mason, OH: South-Western Cengage Learning.
- Froeb, L.M. & McCann, B.T. (2010). *Managerial Economics: A Problem-Solving Approach*. 2nd Edition, Mason, OH: South-Western Cengage Learning.
- Froeb, L.M. & McCann, B.T. (2008). *Managerial Economics: A Problem-Solving Approach*. Mason, OH: South-Western Cengage Learning.

Working Papers

- Lee, J.M., McCann B.T., “Agglomeration externalities in the presence of common ownership: Evidence from the hospital industry”
- Sohl, T., Vroom, G. & McCann, B.T. “Business model diversification and firm performance”
- Mathias, B.D., McCann, B.T., & Whitman, D.S. “Agglomeration and firm performance: A meta-analysis”
- Shinkle, G.A., Jackson, C.J., McCann, B.T., Goudsmit, M., & Yang, F., “How to establish legitimate organizational goal targets”
- McCann, B.T. & Shinkle, G.A. “Product termination decisions of entrepreneurial firms: A cognitive perspective”

Refereed Conference Paper Presentations

- Atlanta Competitive Advantage Conference – 2009, 2012, 2013
- Academy of Management Annual Meeting – 2007 (2), 2009 (2), 2010, 2012 (3), 2016
- Mid Atlantic Strategy Colloquium – 2011
- Strategic Management Society Annual Meeting – 2007 (2), 2009, 2010, 2011, 2012, 2013, 2015
- Strategic Management Society Special Conferences – 2012, 2016
- Midwest Academy of Management – 2015

(includes papers presented by co-authors)

Awards and Honors

Dean's Awards for Excellence in Research, Owen Graduate School of Management, 2014

Executive MBA Teaching Award, Owen Graduate School of Management, Vanderbilt University (voted top professor by graduating EMBA class), 2010, 2011, 2012, 2013, 2017

James A. Webb Award for Teaching Excellence, Owen Graduate School of Management, Vanderbilt University (voted top professor by graduating MBA class), 2011 (winner), 2012 (finalist), 2013 (finalist), 2014 (co-winner), 2015 (finalist), 2016 (winner), 2017 (winner)

Outstanding Reviewer Award, *Journal of Business Venturing*, 2011

Outstanding Reviewer Award, *Entrepreneurship Theory & Practice*, 2016

Best Reviewer Award, Academy of Management (Business Policy and Strategy division, 2010; Entrepreneurship division, 2014)

Purdue Research Foundation Research Grant, Purdue University, 2008

Krannert Certificate for Distinguished Teaching, Purdue University, 2008

Kauffman Foundation Fellowship Award for doctoral seminar in Entrepreneurship, 2007

Ross Fellowship, Purdue University, 2005

Founder's Medalist, Owen Graduate School of Management, Vanderbilt University, 2004

Beta Gamma Sigma, 2004

Bruce D. Henderson Merit Prize, Owen Graduate School of Management, Vanderbilt University, 2003

Owen Merit Scholarship, Owen Graduate School of Management, Vanderbilt University, 2002

Teaching Experience

Owen Graduate School of Management, Vanderbilt University

Business Strategy (Executive MBA), 2009-2017; Average Rating: 4.8/5.0

Corporate Strategy (MBA), 2009-2017; Average Rating: 4.6/5.0

Managerial Decision Making (MBA), 2016-2017; Average Rating: 4.6/5.0

Strategy for MMHC (MMHC), 2017; Average Rating: 4.2/5.0

Strategic Management (MBA core), 2011; Average Rating: 4.2/5.0

Executive Education Adjunct Assistant Professor of Management, Custom corporate education sessions, 2005-2012; Average Rating: 4.5/5.0

Adjunct Assistant Professor of Management, Strategic Applications and Competitive Analysis (MBA), 2005-2006; Rating: 4.2/5.0

Guest Lecturer, Managerial Economics (MBA), 2004

Teaching Assistant, Strategic Management, Securities & Portfolios, Managerial Economics, Managerial Statistics, 2003-2004

Purdue University

Management of New Enterprises (undergraduate), Spring 2008; Rating: 4.9/5.0

Professional Activities and Workshops

Editorial Board Member: *Academy of Management Review*, *Entrepreneurship Theory and Practice*, *Strategic Entrepreneurship Journal*, *Journal of Business Venturing*, *Strategic Management Review*

Ad hoc reviewer: *Strategic Management Journal*, *Management Science*, *Journal of Business Venturing*, *Strategic Entrepreneurship Journal*, *Journal of Management*, *Journal of Management Studies*, *Entrepreneurship Theory and Practice*, *Research Policy*, *International Journal of Entrepreneurial Behavior & Research*, *International Small Business Journal*, *Management and Organization Review*, *Economic Inquiry*, *British Journal of Management*, *Urban Studies*

Reviewer for Academy of Management Annual Meeting (Entrepreneurship Division), 2008-2017

Reviewer for Academy of Management Annual Meeting (Business Policy and Strategy Division), 2007-2017

Reviewer for Strategic Management Society Annual Meeting, 2009-2017

Strategic Management Society Corporate Strategy & Corporate Governance Writing Workshop, 2009

Society for Entrepreneurship Scholars, Manuscript Boot Camp, 2008

Academy of Management, Business Policy and Strategy Division doctoral consortium, 2008

Strategic Management Society doctoral consortium, 2007

Industry Employment

Director of Project Development, Dayton Development Coalition, 2004 – 2005.

Responsibilities for this regional economic development group included strategy development and implementation of the region's shovel ready sites program, which entailed investment in excess of ten million dollars to develop speculative business location sites. Additional responsibilities included analysis, structuring, and administration of business recruitment activities, drawing upon a diverse set of public and private funding sources.

Director of Finance and Administration, Solve Interactive, 2000 – 2004.

Responsibilities for this internet development start-up included all tasks associated with initial creation of company (structure, budgets, policies), definition of accounting system and all associated policies, strategic planning, development and ongoing operation of proposal development processes, negotiation of all corporate contractual agreements (including pricing of all services), and development of corporate marketing materials.

Project Manager/Controller/President, JMD Development, Inc., 1993 – 2000.

Responsibilities for this residential land development company increased from management of one individual project to management of and responsibility for all aspects of corporate operation, including signature authority over all corporate accounts and property. Areas of responsibility and experience included corporate strategy, land acquisition, land development, sales and marketing, corporate financial planning, and general management.

Project Manager, Emerald Construction Company, 1992 – 1993.

Responsibilities for this custom home builder included analysis of business expansion opportunities and development of customer service and tracking system.