SINA K. SOKHAN

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Leeds School of Business, University of Colorado Boulder
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ACADEMIC POSITION

University of Colorado at Boulder, Leeds School of Business
Assistant Professor of Strategy & Entrepreneurship, August 2020 – present
Off tenure clock 2022

Boston University, Combating Antibiotic Resistant Bacteria Accelerator (CARB-X)
With joint affiliations at Boston University's Questrom School of Business and School of Law

Post-doctoral researcher, June 2019 – August 2020

EDUCATION

Boston University, Questrom School of Business
Ph.D. in Strategy & Innovation, 2019

Dissertation Title: Three Essays on Proprietary Rights and Innovation: Evidence from the Invalidated Gene Patents

Committee: Rosemarie Ziedonis (Questrom), Jeffrey Furman (Questrom), Iain Cockburn (Questrom), Samina Karim (D'Amore-McKim School, Northeastern University)

Sharif University of Technology, Graduate School of Management and Economics
M.S. in Management Science, 2012

University of Tehran, School of Engineering
B.S. in Mechanical Engineering, 2010

AWARDS, RESEARCH GRANTS, AND HONORS

- David B. Balkin and Rosalind and Chester Barnow Endowed Innovative Teaching Award, Runner-Up, Leeds School of Business, 2025
- Academy of Management's Distinguished Paper Award in the "Knowledge, Learning, and Innovation Strategy" Track, STR Division, 2024
- Academy of Management's Outstanding Reviewer Award, STR Division, 2023
- Finalist for the Strategic Management Society Strategic Human Capital IG's Best Paper Award, 2022
- Nominee for the Strategic Management Society's Best Paper Award, 2022
- Nominee for the Strategic Management Society's Best Research Methods Award, 2022
- Finalist for the Academy of Management TIM Division's Best Dissertation Award, 2021
- Finalist for Industry Studies Association's Best Dissertation Award, 2020
- Ewing Marion Kauffman Foundation Dissertation Fellowship, 2018 ($20,000)
- Academy of Management Robert Litschert Award for Best Student Paper, STR Division, 2018
- Strategy Research Foundation (SRF) Dissertation Research Grant, 2016 ($10,000)
- Award for Outstanding Teaching by a Doctoral Student, Questrom School of Business, 2016 (based on student evaluation)
- Boston University Ph.D. in Management Fellowship, 2013-2018

RESEARCH

(Published under last names Khoshsokhan and Sokhan)

- **Khoshsokhan, S.**, & Ziedonis, A. A. (2025). Fuel of Interest or Shackle of Restriction. *Academy of Management Proceedings* (Vol. 2025, No. 1, p. 18567). Valhalla, NY 10595: Academy of Management.

- **Khoshsokhan, S.** (2024). The Costs They Are a-Rising: Commercialization Costs and the Innovation Process in Drug Development. *Academy of Management Proceedings* (Vol. 2024, No. 1, p. 18055). Valhalla, NY 10595: Academy of Management.

- When the Walls Come Down: Upstream Gene-Based Intellectual Property, Rent Dissipation, and Downstream Follow-On Innovation in New Diagnostic Tests *(Sole-authored; Under preparation for 4th round revision at Management Science)*

- Why Missions Fail: Mission-Oriented Grand Challenges and the Decline of Firm Innovation in Antimicrobial Drug Development *(Sole-authored; Under preparation for 2nd round revision at Organization Science)*

- The Two Sides of Intellectual Property Rights in Shaping Scientific Research in Genomics *(with Arvids Ziedonis; Under preparation for 2nd round revision at Management Science)*

- Serendipity in Innovation and the Knowledge Base Structure of Firms: Evidence from NIH Grants and Follow-On Patents *(with Janet Bercovitz, Under review at the Strategic Management Journal's special issue on "Chance, Luck, and Serendipity in Strategy and Management.")*

Work in Progress

- Islands in the Stream: Trade Secrets, Mobility Constraints, and Collaborative Innovation *(with Thiago Soares; In preparation for submission to Organization Science)*

- Forty Years of Research on Intellectual Property and Innovation: Dominant Themes and New Directions *(with Rosemarie Ziedonis and Megan MacGarvie; In preparation for submission to Research Policy)*

- How Novel Are Startup Innovations? Product Similarity in Therapeutic Markets and Novelty in Drug Discovery by Entrepreneurial and Established Firms (*with Samina Karim and Aseem Kaul; In preparation for submission to Strategic Management Journal*)

- How AI Shapes Innovation in Biopharmaceuticals *(with Sarvenaz Hashemiborzabadi; Data Collection)*

- Unpacking Knowledge Recombination: Disentangling Innovators' Capabilities from the Structure of Knowledge Elements *(Data Collection)*

INVITED ACADEMIC PRESENTATIONS

- **S. Sokhan,** A. Ziedonis, *"Fuel of Interest or Shackle of Restriction? Intellectual Property Rights and Scientific Research in Genomics"*,
    - **Workshop on Intellectual Property Rights, Science and Innovation: Implications for Drug Discovery and the Health Sector**, Milan, Italy, September 2025 *(Accepted)*
    - **The Annual Meeting of the Academy of Management**, Copenhagen, Denmark, July 2025
    - **Strategy Science**, Barcelona, Spain, June 2025
    - **Industry Studies Association**, Boston, Massachusetts, US, June 2025
    - **Oxford Residence Week for Entrepreneurship Scholars**, Varese, Italy, June 2025
- **S. Sokhan,** *"Why Missions Fail: Mission-Oriented Grand Challenges and the Decline of Firm Innovation in Antimicrobial Drug Development"* (Previously under the title *"The Costs They Are a-Rising: Commercialization Costs and the Innovation Process in Drug Development")*,
    - **Strategy Science**, Barcelona, Spain, June 2025
    - **Babson College's Healthcare and Life Sciences Entrepreneurship Research Summit**, Wellesley, Massachusetts, June 2025

    - **CO Junior Faculty Symposium,** Boulder, Colorado, US, April 2025
    - **Entrepreneurship & Innovation Policy Virtual Seminar Series**, Online, November 2024
    - **The Strategic Management Society**, Istanbul, Turkey, October 2024
    - **The Annual Meeting of the Academy of Management**, Chicago, Illinois, US, August 2024
    - **Max Planck Innovation & Entrepreneurship Seminar**, Munich, Germany, July 2024
    - **Oxford Residence Week for Entrepreneurship Scholars**, Oxford, UK, June 2024
    - **Taiwan Symposium on Innovation Economics and Entrepreneurship**, Taipei, Taiwan, May 2024
    - **Strategy Research Forum (SRF) Annual Conference,** Montreal, Canada, June 2024
    - **University of Utah Winter Strategy Conference**, Park City, Utah, US, February 2024
    - **Boston University's Technology and Policy Research Initiative**, Boston, Massachusetts, US, January 2024
    - **Bocconi Assembly for Innovation and Cooperation**, Milan, Italy, December 2023
    - **Leeds School of Business Summer Faculty Brown Bag Series,** Boulder, Colorado, US, July 2023
- **S. Khoshsokhan**, *"Entrepreneurial Action in Addressing Grand Challenges: Evidence from Antimicrobial Resistance"*, **Lake Tahoe Conference**, Tahoe City, California, US, June 2023
- **S. Khoshsokhan**, *"Serendipity in Drug Developments"*, **Boston University's Technology and Policy Research Initiative**, Boston, Massachusetts, US, April 2023
- **Insper Institute of Education and Research**, Sao Paulo, Brazil, November 2022
- T. Soares**, S. Khoshsokhan**, *"Mobility Constraints, Interfirm Collaboration, and the Dual Role of Knowledge Centrality"*, **The Strategic Management Society**, London, UK, September 2022
- **S. Khoshsokhan**, *"Proprietary Rights and the Market for Technology: Evidence from Invalidated Gene Patents"*,
    - **The Annual Meeting of the Academy of Management**, Boston, Massachusetts, US, August 2019, and
    - **Strategy Science Conference**, Salt Lake City, Utah, US, May 2019
    - **DRUID Conference**, Copenhagen, Denmark, June 2019 (accepted for presentation)
    - **SMS Annual Conference**, Minneapolis, Minnesota, US, October 2019
    - **Bates White Symposium**, Washington DC, US, May 2021
- **S. Khoshsokhan**, R. Ziedonis, *"Forty Years of Research on Intellectual Property and Innovation: Dominant Themes and New Horizons",*
    - ***Keynote speech***, **3rd Research on Innovation, Science and Entrepreneurship Workshop (RISE3)**, **Max Planck Institute for Innovation and Competition**, Munich, Germany (Online Presentation), December 2020
    - **The Annual Meeting of the Academy of Management**, Held online, August 2021
- **S. Khoshsokhan**, *"Thoughts on the Academic Job Market: The Waiting Time"*, **The Annual Meeting of the Academy of Management**, Held online, August 2021

- **S. Khoshsokhan**, *"Do Patents Shape The Competitive Landscape?: Evidence From A Natural Experiment"*, **SMS Annual Conference**, Paris, France, September 2018 (accepted for presentation)
- **S. Khoshsokhan**, *"Proprietary Rights and Market Entry: Evidence from Invalidated Gene Patents"*,
    - **Strategy Science Conference**, Philadelphia, Pennsylvania, US, June 2018, and
    - **CCC Innovation Brown Bag Series,** Online Presentation, January 2021
    - **NBER Productivity Lunch,** Cambridge, Massachusetts, US, November 2019,
    - **EPIP Conference**, Zurich, Switzerland, September 2019,
    - **DRUID Conference**, Copenhagen, Denmark, June 2018 (accepted for presentation), and
    - **The Annual Meeting of the Academy of Management**, Chicago, Illinois, US, August 2018
- **S. Khoshsokhan**, *"The Impact of Intellectual Property Rights on Cumulative Innovation: Evidence from Biotechnology Industry"*,
    - **Consortium on Competitiveness and Cooperation (CCC)**, Philadelphia, Pennsylvania, US, March 2017
    - **DRUID Ph.D. Academy**, Odense, Denmark, January 2017

TEACHING EXPERIENCE

- Doctoral Seminar: Innovation II (BPOL-7550)
    - Fall 2025 — 1 section *(student evaluation: N/A)*

- Doctoral Seminar: Special Topics in Innovation (BPOL-7530)
    - Spring 2025 — 1 section *(student evaluation: 4.98/5)*

- Entrepreneurial Environments (ESBM-3700), Leeds School of Business, University of Colorado Boulder
    - Fall 2025 — 3 sections *(student evaluation: 4.55/5)*
    - Fall 2024 — 3 sections *(student evaluation: 4.60/5)*
    - Fall 2023 — 3 sections *(student evaluation: 4.52/5)*
    - Fall 2022 — 3 sections *(student evaluation: 4.62/5)*

- Strategic and Entrepreneurial Thinking (BCOR-2304), Leeds School of Business, University of Colorado Boulder
    - Spring 2022 — 6 sections *(student evaluation: 4.38/5)*
    - Spring 2021 — 4 sections *(student evaluation: 4.36/5)*

- Strategy, Innovation and Global Competition (SI422), Questrom School of Business, Boston University
    - Summer 2016 — 1 section *(student evaluation: 4.16/5)*

INSTITUTIONAL SERVICE

- **Committee Member**, Faculty and Staff Culture Committee, Leeds School of Business, University of Colorado Boulder (2024-Present)
- **Committee Member**, AI in Research Committee, Leeds School of Business, University of Colorado Boulder (2024)
- **Committee Member**, David B. Balkin and Rosalind and Chester Barnow Endowed Innovative Teaching Award (2023-2024)
- **Mentor**, Diversity Scholars Program, Leeds School of Business, University of Colorado Boulder (2024-2025)
- **Mentor**, Diverse Doctorates in Business, Leeds School of Business, University of Colorado Boulder (2022-2023)

RESEARCH SERVICE

- **Academic Advisor**
  - Yuping Li *(committee member)*; Initial placement: Singapore Management University, Lee Kong Chian School of Business, Strategy and Entrepreneurship Department
  - Jae Young Cho *(committee member)*; Initial placement: Yonsei University (Post-doctoral position)
  - Sandip Bisui *(committee member)*; Initial placement: Purdue University, Krannert School of Management, Department of Strategic Management
  - Andrew Garofolo *(committee member)*; Initial placement: Georgia Southern University, Parker College of Business, Department of Management
  - Nianchen Han *(committee member)*; Initial placement: Nanyang Technological University in Singapore, Nanyang Business School, Division of Strategy, International Business, and Entrepreneurship

- **Academic Engagement**
  - Serving on the Academy of Management's STR division's Membership Engagement Committee, 2023-present
  - President of Questrom Doctoral Association (QDA), Boston University, 2015-2016

- **Conference/Seminar Organizer**
  - Co-Founder and Organizer of CO Junior Scholar Research Symposium (2023-Present)
  - CU Boulder Strategy & Entrepreneurship Internal Seminar Series (2024-Present)
  - Advances in Patent Research Professional Development Workshop (Patent PDW), AOM, Boston, Massachusetts, US, August 2023

- Faculty Mentor and Presenter at the TIM Doctoral Consortium, AOM, Boston, Massachusetts, US, August 2023
- Advances in Patent Research Professional Development Workshop (Patent PDW), AOM, Seattle, Washington, US, August 2022
- TIM Doctoral Research Development Workshop, AOM, Seattle, Washington, US, August 2022
- CU Boulder Strategy & Entrepreneurship Internal Seminar Series (2020-2024)
- CCC Innovation Brown Bag Seminar Series, Online (2020-2021)

- **Discussant**
  - **Barcelona School of Economics Forum**, Barcelona, Spain, June 2025
  - **GEIRC Conference**, Boulder, Colorado, June 2024
  - **CO Junior Scholar Research Symposium**, Denver, Colorado, April 2024

- **Ad hoc Reviewer**
  - Organization Science, Strategic Management Journal, Science Advances, Research Policy, Journal of Comparative Economics, IEEE Transactions on Engineering Management, and Advances in Strategic Management

- **Conference Reviewer**
  - Academy of Management Annual Meeting, AOM TIM Best Paper Award, AOM TIM Best Dissertation Award, Strategic Management Society, DRUID Conference

Invited Doctoral Consortia

- AEA/ASSA Annual Meeting, Kauffman Entrepreneurship Mentoring invitee, Chicago, Illinois, Winter 2018
- Strategy Research Foundation Workshop invitee, Houston, Texas, US, Fall 2017
- NBER Entrepreneurship Research Bootcamp selected participant, Cambridge, Massachusetts, US, Summer 2017
- Academy of Management TIM Doctoral Consortium selected participant, Anaheim, California, US, Summer 2016
- Academy of Management BPS Developing and Writing a Structured Draft Workshop, Vancouver, British Columbia, Canada, Summer 2015
- Strategy Research Initiative Ph.D. Bootcamp selected participant, New York City, New York, US, Summer 2015

Non-Academic Experience

- 2012-2013: *Business consultant*, Mobile Communication Company of Iran (MCCI)
- 2009-2012: *Sales manager,* Multinational Trading Corporation (Iran-Canada)

MEDIA COVERAGE

- CU Boulder Today, Innovation at a price: The hidden costs of antibiotic development, October 2024