

**Yuhan Hua CV**  
**Updated 10/23/2017**

**Education**

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|--|--------------------------|
| <b>University of Louisville</b>  | <b>08/2013 - Present</b> |
| <ul style="list-style-type: none"><li>• Ph.D. in Entrepreneurship</li></ul>                                      |                          |
| <b>Worcester Polytechnic Institute</b>   | <b>09/2009 - 05/2013</b> |
| <ul style="list-style-type: none"><li>• M.B.A</li><li>• M.S. in Marketing and Technological Innovation</li></ul> |                          |
| <b>Beijing Normal University</b>   | <b>09/2001 - 07/2005</b> |
| <ul style="list-style-type: none"><li>• B.S. in Biotechnology</li></ul>  |                          |

**Research Interests**

- Funding Strategies of New Ventures
- Cognitive and Emotional Perspectives of Entrepreneurship
- Creativity and Innovation

**Dissertation**

- My dissertation focuses on how entrepreneurs deal with investors' rejection. I investigate two research questions. First, how do the nature of rejection and an entrepreneur's personal characteristics influence his or her responses to rejection? Second, how does an investor rejection influence an entrepreneur's learning and intention to abandon a venture?
- Dissertation Committee:
  - Dr. Robert Garrett, Dr. Dean Shepherd, Dr. Ryan Quinn, Dr. Michael Barone
- Defended Dissertation Proposal on April 26<sup>th</sup>, 2017
- Expected Graduation Date: Spring, 2018

**Conference Presentations**

**2017 77<sup>th</sup> Academy of Management Annual Meeting**

- Jian Guan, Yuhan Hua, Brian DosSantos, and Robert Garrett "Identifying the Intellectual Core in Entrepreneurship Research: A Latent Semantics Analysis Based Approach." **Under review of *Journal of Business Venturing***
- Yuhan Hua and Peiwei Li "How Does CEO Duality Influence New Venture Performance?"

**2016 76<sup>th</sup> Academy of Management Annual Meeting**

- Entrepreneurship Doctoral Consortium

**2015 35<sup>th</sup> Babson College Entrepreneurship Research Conference**

- Jian Guan, Yuhan Hua, Brian DosSantos, and Robert Garrett "Identifying the Intellectual Core in Entrepreneurship Research: A Latent Semantics Analysis Based Approach"

**2012 Eastern Economic Association Annual Conference**

- Fabienne Miller, Justin Wang, Yuhan Hua "Investigation of the Impact of the Massachusetts Health Care Reform on Hospital Costs and Quality of Care"

**2013 Eastern Economic Association Annual Conference**

- Fabienne Miller, Justin Wang, Yuhan Hua "Does the Massachusetts Health Care Reform

Affect Hospital Uncompensated Care?"

### **Working Papers**

- Shaun Digan, Sharon Kerrick, and Yuhan Hua "Following Their Passion: Does "Entrepreneurial" Passion Fuel Entrepreneurial Behavior?"
- Yuhan Hua and Shaun Digan "Determinants of Entrepreneurial Team Formation Assessments"

### **Teaching Experience**

#### **University of Louisville**

- Entrepreneurial Creativity & Innovation (Spring, Fall 2016 & Spring 2017)
  - Average evaluation score 4.7 out of 5
  - Core course for undergraduate entrepreneurship minor
  - Students conducted market research, made prototypes, pitched venture ideas, developed business plans, and were evaluated by the leaders of the local entrepreneurial community
- Creativity & Innovation in Marketing (Fall 2017)
  - Design and teach this elective course for Marketing Department

### **Service Experience**

- Reviewer of the journal *Entrepreneurship Theory and Practice*
- Reviewer of the Academy of Management Annual Meeting
- Graduate student representative on the Graduate Policy & Curriculum Committee at Worcester Polytechnic Institute

### **Honors and Rewards**

#### **University of Louisville**

- Ph.D. Program's Award of Excellence for Teaching
- University Fellowship

#### **Worcester Polytechnic Institute**

- Beta Gamma Sigma Membership
- Certificate of Appreciation for Dedicated Service on the Graduate Policy & Curriculum Committee
- 4<sup>th</sup> Place in 2012 International Collegiate Business Strategy Competition

### **Theoretical and Methodological Development**

#### **Theory-based Management/Entrepreneurship Courses**

|  |                |
|--|----------------|
| Foundation of Entrepreneurship Research                      | James Fiet     |
| Psychological and Cognitive Perspectives of Entrepreneurship | Dean Shepherd  |
| Sociological Foundation of Entrepreneurship                  | Howard Aldrich |
| Contemporary Issues in Entrepreneurship                      | Scott Shane    |
| Quantitative View of Entrepreneurship                        | Per Davidsson  |
| Economic Perspectives of Entrepreneurship                    | Simon Parker   |

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|---|----------------|
| Strategic Perspectives of Entrepreneurship                | Robert Garrett |
| Organizational Behavior Perspectives of Entrepreneurship  | Ryan Quinn     |
| Financial Theories Related to Entrepreneurship            | David Dubofsky |
| Micro Economics and Economic Modeling of Entrepreneurship | Yong Chao      |

**Methodological-based Courses**

|                                       |               |
|---------------------------------------|---------------|
| Structural Equation Modeling          | Jill Adelson  |
| Hierarchical Linear Modeling          | Jill Adelson  |
| Research Design/Methods               | Manju Ahuja   |
| Multivariate Statistics               | Namok Choi    |
| Conjoint Analysis and Discrete Choice | Robert Carter |

**Working Experience**

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|---|--------------------------|
| <b>University of Louisville</b>   | <b>09/2013 - Present</b> |
| <i>Research Assistant</i>   |                          |
| <i>Teaching Assistant</i>   |                          |
| <b>Worcester Polytechnic Institute</b>  | <b>09/2009 - 05/2013</b> |
| <i>Research Assistant</i>   |                          |
| <b>St. Vincent Hospital</b>   | <b>09/2012 - 12/2012</b> |
| <i>Intern</i>   |                          |
| <ul style="list-style-type: none"><li>Analyzed and benchmarked for speed the patient discharge process, and constructed a process map to identify areas for potential improvement</li></ul>   |                          |
| <b>Tianjin Tianlong Agricultural Science Co., Ltd.</b>  | <b>01/2008 - 08/2009</b> |
| <i>Sales Manager</i>  |                          |
| <ul style="list-style-type: none"><li>Carried out marketing research of hybrid rice seed production</li><li>Liaised with 10+ supermarkets for product promotion</li></ul>   |                          |
| <b>Pfizer Pharmaceuticals Co., Ltd-China</b>  | <b>12/2005 - 11/2007</b> |
| <i>Pharmaceutical Representative</i>  |                          |
| <ul style="list-style-type: none"><li>Educated physicians in the proper use of Pfizer antibiotics in three hospitals: An Zhen Hospital, General Hospital of Coal Industry Ministry of China, and Navy General Hospital</li><li>Exceeded company's commitment with an annual sales record of \$200,000</li></ul> |                          |