

## Curriculum Vita

**Brian Uzzi**

**Kellogg Graduate School of Management**

**Northwestern University**

**Evanston, IL 60202**

<http://www.kellogg.northwestern.edu/faculty/uzzi>

### EDUCATION

Ph.D. Sociology, 1994	State University of New York at Stony Brook
M.S. Organizational Psychology, 1989	Carnegie-Mellon University
B.A. Business Economics, 1982	Hofstra University

### EMPLOYMENT

#### **Kellogg School of Management, Northwestern University**

Professor of Industrial Engineering and Management Sciences	2007 –
McCormick School of Engineering	
Richard L. Thomas Distinguished Chair in Leadership	2006 –
Professor of Sociology	2005 –
Weinberg School of Arts and Sciences	
Associate Professor of Management and Associate Professor of Sociology	1996 - 2004
Assistant Professor of Management and Assistant Professor of Sociology	1993 - 1995

#### **Haas School of Business, University of California at Berkeley**

Warren E. and Carol Spieker Chair in Leadership	2007 - 2008
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<b>Director, Northwestern Institute on Complexity (NICO)</b>	2007 –
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#### **University of Chicago Graduate School of Business**

Visiting Professor of Strategy	2004 - 2005
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#### **Santa Fe Institute**

Summer Fellow	2002 & 2003
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#### **Institute for Policy Research, Northwestern University**

Faculty Fellow	1998 - 2000
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#### **INSEAD**

Visiting Professor of Strategy and Organization Behavior	1999 - 2000
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## DISTINGUISHED SCHOLARSHIP AWARDS

- 2009 **Association Corporate Growth** Chicago Fellow Award
- 2008 **W. Richard Scott** Best Paper Prize, American Sociological Association
- 2006 **W. Richard Scott** Best Paper Prize, American Sociological Association
- 2003 **Administrative Science Quarterly** Distinguished Scholarly Contribution Award
- 2002 **W. Richard Scott** Best Paper Prize, American Sociological Association
- 1994 **Louis Pondy** Best Paper Dissertation Award, Academy of Management Association
- 1993 Institute for **Socio-Economics Best Conference Paper Prize**
- 1992 Institute for **Management Science Dissertation Proposal Award** (2nd place)
- 1991 **James D. Thompson** Best Student Paper Prize, American Sociological Association

## TEACHING AWARDS

- 2010 **Best Professor of the Year**, Kellogg-Racanti Executive MBA Program, Kellogg School of Management
- 2009 **Alumni Professor of the Year**, MBA Program, Kellogg School of Management
- 2007 **Top Professor Award**, Executive MBA program, Kellogg School of Management
- 2006 **Core Course Teaching Award**, Kellogg Graduate School of Management
- 2004 **Top Professor Award**, Kellogg-Hong Kong University of Science and Technology Executive MBA Program, Kellogg School of Management
- 2004 **Core Course Teaching Award**, Kellogg Graduate School of Management
- 2001 **Core Course Teaching Award**, Kellogg Graduate School of Management
- 1999 **Top Professor Award**, Executive MBA Program, Kellogg School of
- 1995 **Sid Levy Teaching Award**, Kellogg Graduate School of Management
- 1993 Faculty Teaching Honor Role, KGSM, 1993 - present.

## PROFESSIONAL LEADERSHIP

- 2003, 2007  
& 2009 Reviewer, W. Richard Scott Award Committee
- 2001-2003 Academy of Management, Representative at Large
- 2001-2003 American Sociological Association, Organizations, Occupations, and Work Organizing Committee
- 2001-2004 American Sociological Association, Economic Sociology Section Council Representative
- 1999-2001 American Sociological Association, Organizing Committee Economic Sociology Section
- 2001-2004 Social Science Research Council, Board Member

## EDITORIAL BOARDS

- Administrative Science Quarterly* (1999 to 2004)
- American Journal of Sociology* (1999-2000)

*American Sociological Review* (2001 to 2004)  
*Management Science* (2003-2004), Special Issue Editor on Complexity Theory

### **GRANTS AND FELLOWSHIPS**

**Agency: Institute for Policy Research**

**Amount: \$6,000**

**PI:** Brian Uzzi

**Title:** Science Impact Policy

**Agency: Army Research Labs**

**Amount: \$750,000**

**PI:** Boleslaw K. Szymanski (Rensselaer Polytechnic Institute)

**Title:** Center for the Study of Social Networks

**Agency: Association for Corporation Growth**

**Amount: \$15,000**

Fellowship for outstanding research on social networks

**Agency: Michael Burke**

**Amount: \$80,000**

CoPIs (Brian Uzzi and Ben Jones)

Title: Predicting scientific impact from team structure

**Agency: NSF**

**Amount: \$299,269**

PI: Nosh Contractor, CoPIs (Brian Uzzi and Luis Amaral)

Title: VOSS: Understanding and enabling network dynamics in virtual communities

**Agency: NIH**

**Amount: \$28 Million**

PI: Phil Greenland (NU Medical School), (Senior Collaborator - Brian Uzzi)

Title: Northwestern University Clinical and Translational Science Institute

**Agency: NBER**

**Amount: \$10,000**

PIs: Brian Uzzi and Ben Jones

Title: Determinants of Scientific Collaboration, 1945-2005

**Agency: Ford Motor Company**

**Amount: \$125,000**

PIs: Wally Hopp and Seyed Ivani, CoPI (Brian Uzzi)

Title: SocioNet: A Social Dynamics Research “Collaboratory”

**Agency: Institute for Policy Research**

**Amount: \$22,000**

PIs: Brian Uzzi

Title: Undergraduate Researcher Development Grant 1998 and 1999, 2001-2006.

**Agency: General Electric**

**Amount: ~\$15,000**

Pls: Brian Uzzi

Title: Faculty Development Grant, 1993-1994, 1995-1996.

**Agency: Sigma Xi, The Scientific Research Society**

**Amount: \$5,000**

Pls: Brian Uzzi

Title: Dissertation Research Grant. 1992, 1993

Status: Funded

**Agency: NSF**

**Amount: \$7,500**

Pls: Brian Uzzi

Title: Doctoral Dissertation Grant: The Organization of Interfirm Networks in the US and Italian Apparel Industries. 1992, 1993

Status: Funded

## BOOKS

Etzkowitz, Henry, Carol Kemelgor, Brian Uzzi. 2000. Athena Unbound: The Advancement of Women in Science and Technology. Cambridge: Cambridge University Press.

Tzeng, Rueyling and Brian Uzzi (eds.) 2000. Embeddedness and Corporate Change in the Global Economy. NY: Peter Lang Publishing.

## PUBLICATIONS

Saavedra, Serguei, Kathleen Hagerty, and Brian Uzzi. 2011. "Synchronicity, instant messaging, and performance among financial traders", Proceeding of the National Academy of Sciences (PNAS), 1018462108v1-201018462

Uzzi, Brian and Jarrett Spiro. 2011 [2005]. Collaboration and Creativity: The Small World Problem" in Martin Kilduff and Andrew V. Shipilov (eds.) Organizational Networks Research, California: SAGE [reprint]

Uzzi, Brian and Ryon Lancaster. 2011. "Legally Charged: Embeddedness and Profits in Large Law Firms." Sociological Focus, forthcoming

Uzzi, Brian and Ryon Lancaster. 2011 [2003]. "Relational Embeddedness and Learning," in Kenneth Koput and Joesph Broschak (eds.) Social Capital in Business, London: Edward Elgar Publishing Ltd [reprint].

Brian Uzzi and Ryon Lancaster. 2011 [2004], 'Embeddedness and Price Formation in the Corporate Law Market', in Kenneth Koput and Joseph Broschak (eds.) Social Capital in Business, London: Edward Elgar Publishing Ltd [reprint].

Saavedra, Serguei, Brian Uzzi and Felix Reed-Tsochas. 2011. "More on Bipartite Networks and Cooperation in Ecological and Organizational Networks." In Felix Reed Tsochas and Neil Johnson (eds.) Complex Systems and Interdisciplinary Sciences. London: World Scientific Publishing.

Börner, N. Contractor, H. J. Falk-Krzesinski, S. M Fiore, K. L. Hall, J. Keyton, B. Spring, D. Stokols, W. Trochim, and B.Uzzi. 2010 "A Multi-level Systems Perspective for the Science of Team Science." Science Translational Medicine 2, 49cm24 (2010).

Rivera, Mark, Sara Soderstrom, Brian Uzzi. 2010. "Nodal and relational determinants of attachment and detachment in social networks: A Survey." Annual Review of Sociology. 91-115.

Falk-Krzesinski, H.J., Börner, K., Contractor, N., Fiore, S.M., Hall, K.L., Keyton, J., Spring, B., Stokols, D., Trochim, W., and Uzzi, B. (2010). Advancing the Science of Team Science. Clinical and Translational Sciences 3, 263-266.

Saavedra, Serguei, Felix Reed-Tsochas, and Brian Uzzi. 2009. "A simple model of bipartite cooperation for ecological and organizational networks" Nature, 457:463-466.

Uzzi, Brian. 2008 [1996]. "The Sources and Consequences of Embeddedness for the Economic Performance of Organizations: The Network Effect." Брайан Уци. Источники и последствия укорененности для экономической эффективности организаций: влияние сетей // Анализ рынков современной экономической социологии. Отв. ред. В.В. Радаев, М.С. Добрякова. М: Изд. дом ГУ-ВШЭ, 2008. С. 208-250 in Vadim Radaev and Maria Dobryakova (eds.), pgs. 208-250 (2008) Analysis of Markets in Modern Economical Sociology. Publishing House of the State University Higher School of Economics, Moscow, Russia. [translated reprint]

Jones, Ben, Stefan Wuchty, and Brian Uzzi. 2008. "Multi-university Research Teams: Shifting Impact, Geography, and Stratification in Science," Science, 322, 1259-1263.

Saavedra, Serguei, Felix Reed-Tsochas, and Brian Uzzi. 2008. "Asymmetric disassembly and robustness in declining networks." PNAS (Proceedings of the National Academy of Sciences), 105:16466-16471

Uzzi, Brian. 2008. "A Social Network's Changing Statistical Properties and the Quality of Human Innovation." Journal of Statistical Physics A: Mathematical and Theoretical, June 2008, Vol. 41 Number 22, 224023 (12pgs).

Wuchty, Stefan, Ben Jones, and Brian Uzzi. 2007. "Why Do Team Authored Papers Get Cited More." Science September, 317:1496-1497

Uzzi, Brian. 2008 [1996]. "The Sources and Consequences of Embeddedness for the Economic Performance of Organizations: The Network Effect." In Analysis of Markets in Modern Economical Sociology

Uzzi, Brian, Luis Amaral, and Felix Reed-Tsochas. 2007. "Small World Networks and Management Science Research: A Review." European Management Review (4): 77-91.

Amaral, Luis and Brian Uzzi. 2007. "Complex Systems: A New Paradigm for the Integrative Study of Management, Physical, and Technological Systems." Management Science 53(7):1033-35.

Uzzi, Brian. 2007 [1999]. "Embeddedness in the Making of Financial Capital: How Social Relations and Networks Benefit Firms Seeking Capital." In liu Yuzhao (ed.) Empirical Studies in the Sociology of Organizations. [reprint].

Wuchty, Stefan, Ben Jones, and Brian Uzzi. 2007. "The Increasing Dominance of Teams in the Production of Knowledge." Science May 2007, 316:1036-1039

Uzzi, Brian, Ryon Lancaster, and Shannon Dunlap. 2006. "Weighing the Worth of Social Ties: Embeddedness and the Price of Legal Services in the Large Law Firm Market." In Laura Epsom (ed.) Managing the Modern Law Firm: New Challenges - New Perspectives. London: Oxford University Press.

Uzzi, Brian and Shannon Dunlap. 2005. "How To Build Your Network." Harvard Business Review, December, Vol. 83 Issue 12, p53-60

- Translated into French.

Guimera, Roger, Brian Uzzi, Jarrett Spiro, and Luis A. Nunes Amaral. 2005. "Team Assembly Mechanisms Determine Collaboration Network Structure and Team Performance." Science, 308:697-702.

- ◆ Also appeared in Science's News and Views section April 28<sup>th</sup> 2005..
- ◆ Also appeared in Nature's Research Highlights section under Network Theory, Vol. 435, May 5, 2005

Uzzi, Brian and Jarrett Spiro. 2005. "Collaboration and Creativity: Big Differences from Small World Networks." American Journal of Sociology, 111:447-504.

- ◆ Received the **W. Richard Scott Best Paper Prize**, 2008

Uzzi, Brian. 2005 [1996]. "The Sources and Consequences of Embeddedness for the Economic Performance of Organizations: The Network Effect." Chapter 6 in: Mitchel Y. Abolafia (ed.) Markets (Critical Studies in Economic Institutions). Edward Elgar Publishing Ltd. [reprint].

Uzzi, Brian. 2005 [1997]. "Social Structure and Competition in Interfirm Networks: The Paradox of Embeddedness." Vol I, Chapter 1 Gernot Grabher and Walter Powell (eds.) Networks (Critical Studies in Economic Institutions). Edgar Elgar Books. [reprint].

Lancaster, Ryon and Brian Uzzi. 2004. "From Colleague to Employee: Determinants of Changing Career Governance Structures in Elite Law Firms." In Anna Grandori (ed). Corporate Governance and Firm Organization: Nexuses and Frontiers. London: Oxford University Press.

Uzzi, Brian and Ryon Lancaster. 2004. "Embeddedness and the Price of Legal Services in the Large Law Firm Market." American Sociological Review, v69: 319-344 (**Lead Article**).

◆ Received the **W. Richard Scott Best Paper Prize**, 2006

Uzzi, Brian. 2004 [1999]. "Embeddedness in the Making of Financial Capital: How Social Relations and Networks Benefit Firms Seeking Capital." Pgs 349-386 in: Frank Dobbin (ed.) The Sociology of the Economy. Princeton, NJ: Princeton University Press. Pp. 349-386 [reprint].

Uzzi, Brian and Ryon Lancaster. 2003. "Relational Embeddedness and Learning." Management Science, v 49: 383-399.

Uzzi, Brian and James J. Gillespie. 2002. "Knowledge Spillover in Corporate Financing Networks: Embeddedness, Network Transitivity, and Trade Credit Performance." Strategic Management Journal, v23:595-618.

Uzzi, Brian. [1997] 2002. "Social Structure and Competition in Interfirm Networks: The Paradox of Embeddedness." Pgs. 111-144 reprinted in: Steward Clegg (ed.) Central Currents in Organization Theory, Volume II. CA: Sage. 2002

Sacks, Michael, Marc Ventresca and Brian Uzzi. 2001. "Global Institutions and Networks: Contingent Change in the Structure of World Trade Advantage, 1965-1908." American Behavioral Scientist, v44: 1579-1601.

Uzzi, Brian and Ryon Lancaster. 2001. "Social Capital and the Cost of Business Loan Contracts." Pgs 237 – 261 in Jackson L. Blanton, Alicia Williams and Sherrie L.W. Rhine (eds.) Changing Financial Markets and Community Development. In Wash. DC: Federal Reserve Bank Press.

Uzzi, Brian. [1997] 2001. "Social Structure and Competition in Interfirm Networks: The Paradox of Embeddedness." Pgs. 207-240 reprinted in: Richard Swedberg and Mark Granovetter (eds.) The Sociology of Economic Life (2<sup>nd</sup> edition). NY: Westview Press.

Carruthers, Bruce and Brian Uzzi. 2000. "Economic Sociology and Organization Theory in the New Millennium." Contemporary Sociology, 29(3): 486-494.

Sacks, Michael and Brian Uzzi 2000. "Networks, Transaction Costs, and the Persistence of Interfirm Ties: The New York Apparel Industry, 1985-1995." Pp. 79-104 in Tzeng, Rueyling

and Brian Uzzi (eds.) 2000. Embeddedness and Corporate Change in the Global Economy. NY: Peter Lang Publishing.

Sacks, Michael, Marc Ventresca, and Brian Uzzi. 2000 “Stateness and System in the Global Structure of Trade: A Network Approach to Assessing Nation Status.” In Greogi Derluguian and Scott Greer (eds.) The Uncertainties of Globalization: The Shifting Geopolitics and Geoculture of the World System. NY: Westview Press.

Uzzi, Brian and Rueyling Tzeng. 2000. “Embeddedness Perspectives on the Change of Institutions, Interfirm Networks, and Labor Markets,” Pp. 1-10 in Tzeng, Rueyling and Brian Uzzi (eds.) 2000. Embeddedness and Corporate Change in the Global Economy. NY: Peter Lang Publishing.

Etzkowitz, Henry, Carol Kemelgor, Brian Uzzi and Mike Neuschatz. [1994] 2000. “The Paradox of Critical Mass for Women in Science.” Chapter 3 reprinted in R. Satow (ed.) Gender and Social Life. 1999. NY: Addison Wesley.

Uzzi, Brian. 1999. “Embeddedness in the Making of Financial Capital: How Social Relations and Networks Benefit Firms Seeking Capital.” American Sociological Review, v64: 481-505 (**Lead Article**).

- ◆ Received the **W. Richard Scott Best Paper Prize, 2002**
- ◆ Translated into Chinese

Uzzi, Brian and James J. Gillespie. 1999. “Corporate Social Capital and the cost of Financial Capital: An Embeddedness Approach.” In Shaul M. Gabbay and Rogers A.J. Leenders (eds.) Corporate Social Capital. Kluwer Press.

Uzzi, Brian and James J. Gillespie. 1999. “Interfirm Ties and the Organization of the Firm’s Capital Structure in the Middle Financial Market.” Pp. 107-126, in David Knoke and Steven Andrews (eds.) Research in the Sociology of Organizations, Stamford CT: JAI Press.

Uzzi, Brian and Zoe Barsness. 1998. “Contingent Employment in British Establishments: Organizational Determinants of the Use of Fixed-term and Part-time Workers.” Social Forces, v76: 967-1006.

Etzkowitz, Henry, Carol Kemelgor, Brian Uzzi, and Mike Neuschatz. 1998 “Gender: Implosion: The Paradox of ‘Critical Mass’ for Women in Science.” In Philip Altbach, (ed.) The Contemporary American University. New York: Garland.

Uzzi, Brian. 1997. “Social Structure and Competition in Interfirm Networks: The Paradox of Embeddedness.” Administrative Science Quarterly, March, 42:35-67.

- ◆ Received the **Administrative Science Quarterly Distinguished Scholarly Contribution Award, 2003**
- ◆ Ranked as 3<sup>rd</sup> most “interesting paper” in management in the last 100 years by the 67 Member of the 2005 AMJ editorial Board
- ◆ Translated into Chinese.

Uzzi, Brian. 1997. "Toward A Network Perspective on Organizational Decline." The International Journal of Sociology and Social Policy. v17: 111-155.

- ◆ Received the **James D. Thompson Best Paper Award**, 1993

Uzzi, Brian. 1996. "Close Encounters of a Sociological Kind: Organizational Fields as Markets." In J. Dutton and J.A.C. Baum (eds.) The Embeddedness of Strategy. Vol. 13 Greenwich CT: JAI Press.

Uzzi, Brian. 1996. "The Sources and Consequences of Embeddedness for the Economic Performance of Organizations: The Network Effect." American Sociological Review, v61(4): 674-698.

- ◆ Most cited article in *ASR* in the 1990s
- ◆ Received the **Louis R. Pondy Best Paper Dissertation Prize**, 1994
- ◆ Received the **Society for the Advancement of Socio-Economics Best Conference Paper Prize**, 1993
- ◆ Translated into Russian, *Russian Journal of Management* (2009)

Etzkowitz, Henry, Carol Kemelgor, Brian Uzzi and Mike Neuschatz. 1994. "The Final Disadvantage: Barriers to Women in Academic Science and Engineering." In W. Pearson Jr. and A. Fechter (eds.) Who Will Do Science? Baltimore: Johns Hopkins Press.

Etzkowitz, Henry, Carol Kemelgor, Brian Uzzi and Mike Neuschatz. 1994. "The Paradox of Critical Mass for Women in Science." 1994. Science, 226:51-55.

Davis-Blake, Alison and Brian Uzzi. 1993. "Determinants of Employment Externalization: The Case of Temporary Workers and Independent Contractors." Administrative Science Quarterly, 38: 195-223.

Uzzi, Brian and Michael Schwartz. 1993. "Holy Theory:" The Social Structure of Competition (1992) by Ronald S. Burt (Book review). Contemporary Sociology, 22:155-157.

Etzkowitz, Henry, Carol Kemelgor, Brian Uzzi and Mike Neuschatz. . 1992. "Athena Unbound: Barriers to Women in Academic Science and Engineering." Science and Public Policy, 19:157-79.

Etzkowitz, Henry, Carol Kemelgor, Brian Uzzi and Mike Neuschatz. 1992. "Restructuring Departments of Equality." In C. D. Martin and E. Murchie-Beyma (eds.) In Search of Gender Free Paradigms for Computer Science Education, Eugene, Oregon, NECC.

Moorman, Christine, Brian Uzzi and Karen Russo France. 1990. "A Framework For The Conceptualization, Design, and Strategic Management of Planned Change Organizations." Knowledge in Society: The International Journal of Knowledge Transfer, 3: 21-45.

Moorman, Christine, Brian Uzzi and Karen Russo France. 1990. "A Framework For Managing Synergy in Planned Change Programs." In R. Belk (ed.) Advances in Nonprofit Marketing, v3:1-27 JAI Press.

### **PAPERS UNDER REVIEW**

Wuchty, Stefan and Brian Uzzi. "Is Email a Good Proxy for the Real Social Revise and Resubmit. Network." PLoS

Uzzi, Brian, Sara Soderstrom, James Fowler, and Dan Diermeier. "Movie Buzz and Social Epidemics of Attendance." Revise and Resubmit at AJS

Saavedra, Serguei, Jordi Duch, and Brian Uzzi. "Vox Expertorum: Detecting and linking the Crowd Response of Experts to Risk Reduction in Markets

### **RESEARCH IN PREPARTION**

Tae-Hyun Kim Uzzi, Brian and Ryon Lancaster. "Sources of Pro Bono Giving by Large Law Firms."

Sanchez, Serguei, Jonathan Haynes., and Brian Uzzi. "Bitten: The Spread of Errors Through a Network of Firms."

Uzzi, Brian and Jarrett Spiro. "Prize Fights: How Political Community Networks Determine Who Wins Prestigious Rewards."

### **INVITED TALKS**

2010-2011: Washington University; University of Budapest; University Hilberg; Beijing Jiaotong University; Northwestern University; BBN-Army Research Labs

2009-2010: Columbia University; Notre Dame University; Princeton University; Northwestern University, Yale University, Harvard University

2008-2009: Duke University, Argonne National Laboratories; The Journal Nature; University of Chicago; Georgia Tech, University of California at Davis, Eastern Central European University, Oxford University

2007-2008: University of Michigan, Duke University; Harvard University; McKinsey Global New Partners Meeting; P&G Worldwide R&D Summit; NIH.

2006-2007: Northwestern University (Marketing Department), University of Maryland, Santa Fe Institute, Caligari Italy Statistical Physics Conference, Oxford University, McKinsey Global Partners Meeting.

2005-2006: University of California at Berkeley (Sociology); University of Alberta; University Of North Carolina at Chapel Hill; Oxford University; Institute Policy Research, Northwestern U. University of California at Berkeley (Haas), Stanford University Engineering School, Tel Aviv University

- 2004-2005: Speaking Topics – Network Emergence, Collaboration and Creativity  
 Indiana University School of Business; Carnegie Mellon University; Emory School of Business; University of Norway, Norwegian School of Business, Queens University School of Business (**Distinguished Speaker Series**), Penn State University, London Business School, Managerial Economics, Kellogg, and Oxford University
- 2003-2004: Speaking Topics – Network Emergence, Small Worlds, and Law Firm Change
- Harvard Business School; George Town University School of Law; New York University; Cornell University Physics and Sociology Colloquium; University Michigan Business School; University of Arizona Sociology, Northwestern University Sociology; Department; Institute for Policy Research, Northwestern University; Harvard University Kennedy School of Government; University of Chicago GSB; Northwestern University Domain Dinner
- 2002-2003: Speaking Topics – Network Emergence, Small Worlds, and Power Laws
- University of Toronto Business School; Princeton University Sociology; Wharton School University of Pennsylvania; Cornell University Sociology; Cornell University Business School; UCLA – Anderson School; Columbia University Business School; Northwestern University Interdisciplinary Complexity Theory Lunch
- 2001-2002: Speaking Topics – Embeddedness, Prices, and Market Evolution
- UCLA, Department of Sociology; University of Chicago, Political Science Department; University of Chicago, Graduate School of Business; University of California - Berkeley, Hass School; MIT, Sloan School; Carnegie-Mellon University, GSIA; University of California – Irvine, Sociology Department; American Bar Foundation; Harvard University, HBS
- 2000-2001: Speaking Topics – Embeddedness and Price Formation
- Stanford University, Department of Strategy; University of Chicago, Finance Department; University of Michigan, Sociology Department; University of Wisconsin, Economics and Sociology Departments; Michigan State University, Sociology Department; New York University, Management Department; Federal Reserve Bank- Washington, DC (Attended by Allen Greenspan); Princeton University, Sociology Department
- 1999-2000: Speaking Topics – Embeddedness and Governance Benefits in Loan Contracts
- Stanford University, Graduate School of Business; London School of Economics Finance Department; Federal Reserve Bank – Chicago; Northwestern University Department of Sociology; University of Lille (France) Institute of Sociology; INSEAD; Tel Aviv University, Department of Management
- 1998-1999: Speaking Topics – Lending Ties, Financial Markets, Capital Costs
- Federal Reserve Bank, Washington D.C. (Attended by Allen Greenspan); World Bank, Agricultural Development Division; Duke University, Fuqua Graduate School of Business; Northwestern University, Department of Sociology; GSIA, Carnegie Mellon University, Videoconference
- 1997-1998: Speaking Topics – Social Capital, Entrepreneurship, Financial Markets
- Harvard University Graduate School of Business. ; Columbia University, Graduate School of Business.; University of Arizona, Department of Sociology. ; Institute for Policy Research, Northwestern University.; Washington University at St. Louis, Olin School of Business.; American Bar Foundation, Chicago IL.; University of Chicago, Department of Political Science.

- 1996-1997: Speaking Topics – Embeddedness and Repeated Ties, Markets and Networks
- University of Pennsylvania, Wharton School.; University of Chicago, Graduate School of Business.; Institute for Policy Research, Northwestern University.; University of Utah, Graduate School of Business.; Academia Sinica, Graduate School of Arts and Sciences, Taiwan.
- 1995-1996: Speaking Topics – Social Structure, Competition, Cooperation, Economic Returns
- University of Bologna, Department of Economics, Italy.; University of California at Berkeley, Haas School of Business.; University of Illinois at Chicago, Department of Sociology.; Columbia University, Department of Sociology.; MIT, Sloan School.
- 1994-1995: Speaking Topics – Embeddedness, interfirm relations, and market structure
- University of Chicago, Graduate School of Business.; University of Illinois at Urbana-Champaign, School of Commerce.; University of Michigan, GSB
- 1993-1994: Speaking Topics – Interfirm Networks and Performance
- University of Michigan, ICOR.; Northwestern University, Department of Sociology.
- 1992-1993: Speaking Topics – Social structure and network formation
- New York University, Stern School of Business.

## CONFERENCE PRESENTATIONS

- Uzzi, Brian. “Crowd Behavior among Experts: Different forms of collective behavior and the profitability of Day Traders.” NetSci (Budapest) **Keynote 2011**
- Serguei Saavedra and Brian Uzzi. “Micro social Network Structure of Financial Markets and Reductions in Trading Risk. University of Zurich, Micro Structure of Markets Conference (**Keynote**) 2011.
- Helena Buhr and Brian Uzzi. “Networks and MBA Financial Pledging and their Formation of MBA Networks,” University of Stockholm, Network Dynamics Conference. 2011
- Helena Buhr, Mark Rivera, and Brian Uzzi. “Networks and MBA Financial Pledging.” Annual Sociological Meetings, 2011.
- Helena Buhr, Mark Rivera, and Brian Uzzi. “Shared activities and Diverse Networks.” Annual Academy of Management Meetings, 2011.
- Serguei Saavedra and Brian Uzzi. “The Spread of Errors through an Organizational Networks,” NetSci Annual Meeting, Boston. 2010
- Uzzi, Brian. “Atypical Knowledge and Scientific Impact.” Boston University conference on Team Science. Boston University 2010.
- Uzzi, Brian. “Collective Wisdom, Sync, and the Profitability of Successful day Traders. INSEAD Conference on Networks. (**Keynote**) 2010
- Serguei Saavedra, Felix Reed-Tsochas, and Brian Uzzi. “Instant-messaging networks as early-warning market signal,” NetSci Annual Meeting, Boston. 2010
- Serguei Saavedra, Alejandro Mendoza, and Brian Uzzi. “Evolution of social networks under environmental shocks) NetSci Annual Meeting, Boston. 2010
- Uzzi, Brian and Jarrett Spiro “Robustness of Roles.” AOM 2010
- Uzzi, Brian, Sara Soderstrom, James Fowler, and Dan Diermeier “Buzz” ASA 2010
- Uzzi, Brian, Sara Soderstrom, James Fowler, and Dan Diermeier “Adoption and Cultural products” AOM 2010
- Uzzi, Brian “ Team Science and Success: A network perspective.” Harvard University Annual

Political Science Conference. **(Keynote) 2009**

Uzzi, Brian “ Team Science Patterns of Success.” Northwestern University, Medical School, Team Science Conference. **2009**

Uzzi, Brian “ Team Science and Success: A network perspective.” University of Maryland Inaugural Complexity Center Conferences. **(Keynote) 2009**

Uzzi, Brian and Serguei Savedraa, 6<sup>th</sup> annual conference on complex systems in ecology and biology, New Jersey Institute of Technology (2009)

Uzzi, Brian “ Team Science and Success: A network perspective.” Eastern Central University Conference on Social Networks and Economic Performance. 2009

Uzzi, Brian and Jarrett Spiro. “Emergence and Network Structure.” AOM, August 2008.

Brian Uzzi, Dan Diermeier, and Sara Soderstrom. “Buzzinomics and Movies” ASA, August 2008

Brian Uzzi, Dan Diermeier, and Sara Soderstrom. “Epidemiological Spreads of Movie Adoption” AOM, August 2008

Brian Uzzi. “Team Science and Assembly Mechanisms of Collaborative Networks,” NetScience Conference, Norwich, England. **(KeyNote) 2008**

Serguei Saavedra, Felix Reed-Tsochas, and Brian Uzzi. “Supply Chains and Food Web Behavior.” NetScience Conference, Norwich, England. 2008

Serguei Saavedra, Felix Reed-Tsochas, and Brian Uzzi. “Robustness Mechanisms in Supply Chains.” NetScience Conference, Norwich, England. 2008

Serguei Saavedra, Felix Reed-Tsochas, and Brian Uzzi. “Supply Chains as Food Webs.” SPIE, Florence Italy 2007

Brian Uzzi. Small Worlds and Individual and System level Performance: Micro Structural Effects of Macro Structure.” Physics Conference on Complex Systems, Caligiari Italy. 2007

Serguei Saavedra, Felix Reed-Tsochas, and Brian Uzzi. “A Model of Decline in Actual, Permanently Failing Networks.” Northwestern Institute of Complexity conference, Northwestern University 2007

Serguei Saavedra, Felix Reed-Tsochas, and Brian Uzzi. “Models of Network Contraction.” UCLA conference on complexity 2007

Serguei Saavedra, Felix Reed-Tsochas, Janet Efstathiou, Brian Uzzi. “Properties of Shrinking Networks,” European Conference on Complexity Systems, September 2006.

Lancaster, Ryon and Brian Uzzi. “Determinants of Pro Bono in the Large Law firm, ASA, August 2006

Uzzi, Brian and Jarrett Spiro. “Emergence: Self-organization and Types of Networks.” ASA, August 2006.

Uzzi, Brian and Jarrett Spiro. Collaboration and Creativity in Small Worlds. Harvard University Conference on Strategy. Fall 2004.

Uzzi, Brian and Jarrett Spiro. “Small worlds and Big Differences: Networks and the Financial and Artistic Performance of the Broadway Musical Industry.” ASA, August 2004.

Uzzi, Brian and Ryon Lancaster. “Embeddedness and the Price of Legal Services.” ASA meeting, SF, August 2004.

Uzzi, Brian and Jarrett Spiro. “A Pick up Stick Model of the Emergence of Networks: Simulations and a Case Study.” AOM, August 2004.

Uzzi, Brian and Ryon Lancaster. “Legally Charged: Embeddedness and Price Formation in Corporate Legal Services Industry.” AOM meeting, Seattle Washington, August 2003.

Uzzi, Brian, Jarrett Spiro and Dimitri Delis. "Network Emergence and Network Equilibrium in Clustered Industries: The case of the Broadway Musical Industry." Stockholm School of Economics' Conference on Cluster, Stockholm, Sweden 2003.

Uzzi, Brian and Ryon Lancaster. "The Evolution of Large US Law Firm Governance Arrangements and their Impact on Profits." Bocconi Centenary Conference on Corporate Governance, Bocconi Italy, December 2002.

Uzzi, Brian, Jarrett Spiro and Dimitri Delis. "Properties of Emergence: Tipping points and Equilibrium Structures" The Sociology of Markets Conf., Bellaggio Italy. August 2002.

Uzzi, Brian and Ryon Lancaster. "Corporate Culture, Embeddedness, and Adaptation to Market Change: The Case of Large Law Firms." ASA Meetings, Chicago II August 2002.

Uzzi, Brian and James Gillespie. "Knowledge spillover in Financing Networks: The Case of Banks and Trade Creditors. AOM, Denver Co. August 2002.

Uzzi, Brian and Ryon Lancaster. "The Evolution of Large US Law Firm Governance Arrangements and their Impact on Profits." AOM Meetings, Denver CO August 2002.

Uzzi, Brian. "Emergence, Tipping Points and the formation of Career Networks." Harvard Business School conference on Careers, London, England, June 2002

"Cooperative market pricing" Umeo University and Stockholm School of Economics Conference on Cooperation and Competition in Market, Umeo Sweden, May 2002

"The Bose-Einstein Properties of Art World Networks: The Case of the Creative Artists Behind Broadway Musicals." Organization Science Winter Conference, Colorado, Feb 2002

"Legally Charged: Embeddedness and Price Formation in the Corporate Legal Services Industry." American Sociological Association, August 2001 (with Ryon Lancaster)

"What Price Status: The role of Status in the Pricing of Legal Services." American Sociological Meetings, August 2000 (With Ryon Lancaster)

"Sociology of Information." Firms as Social Communities Conference, June 7-9 2001 Institute of International Business, Stockholm School of Economics

"Control and Access Benefits through Relationships and Social Networks: Social Embeddedness and Corporate Financing." American Sociological Meetings, Chicago, August 1999.

"The economic sociology of market making." Academy of Management Meetings, Chicago, August 1999.

"The Stick or Switch Decision in contracting relationships." Academy of Management Meetings, Chicago, August 1999.

The Stick or Switch Decision in contracting relationships." Academy of Management Meetings, Chicago, August 1999.

"Cultural Embeddedness, the dynamics of scripts for developing lending relationships, and discrimination in lending." Federal Reserve Bank, Wash. D.C., March 1999.

"Social Capital and the cost and availability of Financial Capital." American Sociological Meetings, San Francisco, August 1997.

"The Social Structure of Mid Market Banking and the Formation of Lending Relationships." Academy of Management Meetings, San Diego, August 1997.

"The Stability of Repeated Ties in Markets." Academy of Management Meetings, San Diego, August 1997.

"Endgame: Structural Embeddedness and the Persistence of Repeated Ties." American Sociological Meetings, Vancouver, Canada. August 1997.

"Lending Ties and the Cost and Availability of Capital." Academy of Management Association Meetings, Boston, August 1997.

- “Structural Holes in the World System and GNP.” American Sociological Association Meetings, Vancouver, Canada. August 1997. (with Michael Sacks and Marc Ventresca)
- “Interorganizational Networks through Time: Structuration, Stability, and Change.” International Perspectives on Business Firms and Economic Life Conference, Taiwan. May 1997.
- “The Social Capital Gap among Women Scientists. (with Etzkowitz et al.) American Sociological Association, NYC, NY, August 1996.
- “Embeddedness and Its Paradoxes: Notes of the Social Structure of Competition.” American Sociological Association, NYC, NY, August 1996.
- “The Network Structure of a Declining Organizational Field: The Apparel Economy in New York, 1985-1995.” Social Science History Association, Chicago, IL, November, 1995.
- “Inside Out Employment Arrangement: Structural Contingencies and the Use of Just-In-Time Workers.” (with Zoe Barsness) Academy of Management Meetings, Vancouver Canada, August 1995.
- “Mobius Strip Organizational Employment Arrangements: The Structural Contingencies of the Use of Externalized Workers.” (with Zoe Barsness) American Sociological Association, Washington, DC, August 22, 1995.
- Discussant Paper on Economic Sociology: Asian Economies.” American Sociological Association, Washington, DC, August 1995.
- “The Embeddedness of Strategy: A Sociological Perspective.” The Embeddedness of Strategy Conference, University of Michigan, May 1995.
- “Organizational Networks, Structural Embeddedness, and the Survival Rates of Firms.” Academy of Management Meetings, Dallas, TX, August 1994. ***Nominated for Best Paper.***
- “Social Embeddedness, Network Dynamics, and Survival.” The Social Construction of Industries and Markets Conference, Chicago, IL, April 1994.
- “Through the Economic Looking Glass: Structural Embeddedness and Economic Behavior.” American Sociological Association, Los Angeles, CA, August 1994.
- “The Network Effect: Structural Embeddedness and Organizational Survival.” American Sociological Association, Miami, FL, 1993.
- “Network Structure and Firm Survival: The Solution of Embeddedness.” Society for the advancement of Socio-Economics, New York, NY, April 1993. ***Best Paper Award.***
- “The Social Structure of the New York Apparel Economy and Its Affect on Organizational Performance.” American Sociological Association, Pittsburgh., PA, 1992.
- “The Organization of Interfirm Networks in the US and Italian Apparel Industries: Network Effects and Organizational Decline.” Organizational Science and Technology and Information Management Society Meetings, Anaheim, CA., 1991.
- “Patterns Underlying Gender Segregation in Academic Departments in the Hard Sciences.” (with Etzkowitz et al.). American Sociological Association Meetings, Washington, DC., 1990.
- “Why Do Men Dominate the Hard Science?: Academic Departmental Barriers to Women.” (with Etzkowitz et al.). World Congress of Sociology, Madrid, Spain, 1990.
- “Gender, Performance, and Inequality Among Faculty and Graduate Students in Computer Science Departments.” (with Etzkowitz et al.). American Association for the Advancement of Science. 1990.

“Determinants of Employment Externalization: The Case of Temporary Workers and Independent Contractors.” (with Alison Davis-Blake). Academy of Management Meetings, Wash., DC., 1989.

Toward a New Concept of Large-scale Organizational Change: Transformation.” Academy of Management Meetings, New Orleans, LA, 1987.

“Knowledge Products and Knowledge Exchange.” (with Gerald Zaltman and Christine Moorman). Howard Davis Conference on Knowledge Use, Minneapolis, MN, 1986.

## **PROFESSIONAL AFFILIATIONS**

ASA; AOM; and AEA.

## **NORTHWESTERN UNIVERSITY SERVICE**

### **Committees**

- ❑ Northwestern Institute for Complex Systems Board Member (2004-present)
- ❑ American Musical Theatre Project Board Member (2004-present)
- ❑ University Research Committee Board Member (2004-present)
- ❑ Executive Masters Curriculum review (2001-2002)
- ❑ Doctoral Program committee, Kellogg Graduate School (2001-2002)
- ❑ School Wide Curriculum Development, Kellogg Graduate School (2000-2001)
- ❑ Faculty Recruitment Committee, Sociology Department (1999-2000)
- ❑ Personnel Committee, Kellogg Graduate School of Management (1997-1998)
- ❑ Faculty Recruitment Committee, KGSM (1994-1998)
- ❑ Ph.D. Student Recruitment Committee, KGSM (1994-1998)
- ❑ MBA Student Orientation (CIM week selection, faculty presentations) (1994-1995)
- ❑ Computing technology committee, KGSM (1996-1998)
- ❑ Committee on Diversity, KGSM (1993-1994)
- ❑ Director of the Joint Ph.D. program in Sociology and Organization Behavior (1993-2002)

## **PH.D. COMMITTEES**

Zoe Barsness (96’ Ph.D.)

James Westphal (96’ Ph.D.)

- *Winner Academy of Management Best Paper Award*
- *Winner State Farm Dissertation Grant*

Tiffany Galvin (98’ Ph.D.)

Peter Kim (98’ Ph.D.)

- *Winner of the American Psychological Association’s Best Dissertation Prize on Small Groups*

Linda Andes (99’ Ph.D.) University of Illinois, Chicago. Department of Sociology

Trex Proffitt (01’ Ph.D.)

- *Finalist in the Organization Science Dissertation Proposal Competition*
- *Winner of the AOM Best Paper Award on Ethnics in Management*

Ramon Casadesus-Masanell (00’ Ph.D., Economics Department)

Rodney Lacey (01’ Ph.D.)

Michael Sacks-Chair. (01 PhD)  
James Gillespie- Co-chair (Ph.D. 03' expected)  
Lisa Amoroso (02' Ph.D.)  
Harris Kim (Ph.D. 03') – University of Chicago. Department of Sociology  
Michael Bennet (PhD 03') NYU Stern School  
Amin Ghaziani (PhD 05' expected)  
Richard Hayes – PhD 04')

- *Recipient of the Clubb Award*

Marcus Britton – Chair (PhD 06)

- *McArthur Fellowship Finalist*

Ryon Lancaster – Chair (PhD 06)

- *Northwestern University Presidential Fellows Nominee*

James Gillespie Co-Chair (*PhD 06'*)  
Amin Ghazani – (Ph.D. 07')  
Jarrett Spiro – outside committee member at Stanford U (Ph.D. 08')  
Wojcich Gryc – outside committee member at Oxford (MS '10)  
Sara Soderstrom – Chair – completion expected summer of 2010  
Mark Rivera – Chair – completion expected summer of 2010  
Tae Hyun Kim – Chair – completion expected summer of 2011

### ***Teaching Areas***

- Executive Management Master's Degree Program
- MBA Program
- Ph.D. Seminars
- Numerous Executive certificate programs, workshops, and corporate programs

### ***International Teaching Experience***

- Recanati School of Management, Tel Aviv University
- KHUST School of Business, Hong Kong
- INSEAD, Fontainebleau France

## **CONFERENCES ORGANIZED**

- 1<sup>st</sup> Conference on Economic Sociology (with Neil Fligstein), UC Berkeley, February 1998. Subsequent conferences have followed yearly at Princeton University and the University of Pennsylvania.

## **PATENTS**

***TeamNet and LeadNet*** are 360 degree web-based team and network performance assessment systems that enable teammates/contacts to assess each other on key dimensions of productivity and relationships.

