

Zahra Hejrati

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Research Interests

Entrepreneurial Venture Formation, Entrepreneurial Team Formation, Entrepreneurial Ideation, Minority Entrepreneurship

Education

- **PhD. Stanford Technology Ventures Program**, Stanford University 2018 – present
Dissertation: The Impact of Digital Technologies on Entrepreneurial Venture Formation
Committee: Charles Eesley (Chair), Kathleen Eisenhardt (Co-Chair), Riitta Katila
- **M.Sc. Management Science and Engineering**, Stanford University 2016 – 2018
- **B.Sc. Physics**, Sharif University of Technology, Iran 2011 – 2016
Physics Department
- **B.Sc. Economics (Minor)**, Sharif University of Technology, Iran 2011 – 2016
Graduate School of Management and Economics

Awards and Honors

- King Center on Global Development Graduate Student Research Funding 2020 & 2022
Stanford University
- Mackenzie Family Fellowship 2022 & 2023
Stanford University
- Heitz Fellowship 2021
Stanford University
- PhD Fellowship - Department of Management Science and Engineering 2018 – 2019
Stanford University

Working Papers

1. **Initial Public Offerings (IPOs): A Stakeholder Approach**
Willow Wu, Zahra Hejrati, Tyler Whittle, and Charles Eesley
Under Review at Strategic Entrepreneurship Journal
2. **Founding Team Formation Pathways: Assessing the Joint Evolution of Founding Team and Business Types**
Zahra Hejrati, David Clough, Charles Eesley, and Bala Vissa
Preparing the Manuscript for Submission to Strategic Management Journal
 - Presented at the Symposium on Leveraging Human Capital in Inventions and New Venture Formation, Academy of Management 2022

3. **Young Firms' Alliance Strategy During the Global Financial Crisis: Exploratory vs. Exploitative Alliance Formation Across Domains**
JungYun Han, Zahra Hejrati, and Charles Eesley
Preparing the Manuscript for Submission to Academy of Management Journal
4. **Refugee Entrepreneurs Network Disruption & Opportunity Recognition: Evidence from a Randomized Field Experiment in Uganda**
Zahra Hejrati, Medhanie Gaim, and Charles Eesley
Manuscript Preparation
 - Received Stanford King Center for Global Development Exploratory Award, August 2020
 - Presented at Strategic Management Society (SMS) Conference 2021
 - Received Stanford King Center for Global Development Advanced Award, March 2022
 - Accepted for Presentation at EGOS 2023, EURAM 2023, & SMS 2023
5. **Becoming Better Entrepreneurs: Inclusive Entrepreneurship through Online Interventions**
Zahra Hejrati, Chiara Spina, Ana Goicoechea, Hannah Uckat
Experiment Design in Jordan, Iraq, and Lebanon (in collaboration with the World Bank)
6. **Opportunity Specificity and Team Formation Strategy: Evidence From Randomized Field Experiment**
Zahra Hejrati, and Charles Eesley
Data Collection in Progress

Professional Services

- Organizer of Methodological Frontiers in Organizations & Strategy Research Aug. 2022
Academy of Management Showcase Symposium
- Mentor of MS&E DE&I Committee Research Assistant 2020 – present

Teaching Experience

- Stanford University
 - *Strategy in Technology-Based Firms*, Fall 2022 & Winter 2022 & Fall 2020.
 - *Mayfield Fellows Program*, Spring 2021-Fall 2021.
 - *Entrepreneurship without Borders*, Spring 2020.
 - *Technology Entrepreneurship*, Winter 2018 & Winter 2020.
 - *Entrepreneurial Management and Finance*, Spring 2019 & Spring 2018.
- Sharif University of Technology
 - *Macroeconomics*, Spring 2016.
 - *Principles of Economics*, Spring 2016.
 - *Mathematical Physics 1*, Fall 2013 & Fall 2015.
 - *Modern Physics Laboratory*, Summer 2013.

Employment

- **Stanford University** Sep. 2017 – present
Graduate Research Assistant
- **World Bank** Apr. 2023 – present
Part-time Consultant
- **MaktabKhooneh - Largest Persian MOOC**, Tehran, Iran Jan. 2015 – Mar. 2016
Operation Manager

Community Service

- Ombudsperson of Stanford Persian Student Association 2022 – 2023
- President of Stanford Persian Student Association 2021 – 2022
- Panelist at SERGE – Stanford Exposure to Research and Graduate Education Oct. 2020
- Management Science & Engineering Department Admit Day Student Volunteer 2019 & 2022