

Larisa C. Cioaca

Fuqua School of Business, Duke University
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EDUCATION

PhD in Business Administration (Strategy) Expected May 2025
Fuqua School of Business, Duke University
Committee: Ashish Arora (Co-chair), Sharon Belenzon (Co-chair), Wesley Cohen, Elia Ferracuti

Master of Business Administration (MBA) May 2007
Robert H. Smith School of Business, University of Maryland, College Park

Bachelor's Degree in Economics (International Transactions) June 2004
West University of Timisoara, Romania
Teaching Certificate

RESEARCH (authors listed alphabetically)

- (1) **Cioaca, L.C.** *Experimenting with Hard Tech: The Role of Government R&D Contracts*. (Job Market Paper)
- (2) Belenzon, S., & **Cioaca, L. C.** [Guaranteed Public Demand and Corporate Scientific Research](#). NBER Working Paper No. 28644. (Revise & Resubmit, *Management Science*)
- (3) Arora, A., Belenzon, S., **Cioaca, L. C.**, Sheer, L., & Zhang, H. [The Effect of Public Science on Corporate R&D](#). NBER Working Paper No. 31899. (Under review, *American Economic Review*)
- (4) Belenzon, S., **Cioaca, L. C.**, & Ferracuti, E. *The Private Value of Innovating for the Government*.
- (5) Arora, A., Belenzon, S., **Cioaca, L. C.**, Sheer, L., Shin, J., & Shvadron, D. [DISCERN 2.0: Extending and Enhancing the DISCERN Dataset](#).
- (6) Belenzon, S., **Cioaca, L. C.**, Lee, H., & Suh, J. *Bundling Upstream Research with Downstream Production*.
- (7) Belenzon, S., & **Cioaca, L. C.** (2022). [Government Procurement: A Policy Lever to Revitalize Corporate Scientific Research](#). Progressive Policy Institute, Innovation Frontier Policy Paper.

SEMINAR AND CONFERENCE PRESENTATIONS

- August 2023 Academy of Management Annual Meeting (Boston, MA), *The Effect of Public Science on Corporate R&D*
- June 2023 International Conference on the Science of Science and Innovation (Northwestern University, Evanston, IL), *The Effect of Public Science on Corporate R&D*
- December 2022 Israel Strategy Conference (Reichman University, Herzliya, Israel), *Guaranteed Public Demand and Corporate Scientific Research*
- September 2022 NBER Productivity Seminar (Virtual), *Guaranteed Public Demand and Corporate Scientific Research*

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August 2022	Academy of Management Annual Meeting (Virtual), <i>Guaranteed Public Demand and Corporate Scientific Research</i>
July 2022	NBER Summer Institute "Science of Science Funding" (Cambridge, MA), <i>Guaranteed Public Demand and Corporate Scientific Research</i>
August 2021	8 th NBER AIEA Conference on Innovation and Entrepreneurship (Virtual), <i>Guaranteed Public Demand and Corporate Scientific Research</i>

FELLOWSHIPS, GRANTS, AND AWARDS

2023-2025	Alfred P. Sloan Foundation Grant (Graduate Student), "Federal Procurement and R&D Policies and Private Innovation"
2019-2024	Doctoral Fellowship, Duke University
2022	Israel Strategy Conference, E&I Best Paper Nomination
2019	Rudy Award for Faculty Member of the Year, Dingman Center of Entrepreneurship, Robert H. Smith School of Business, University of Maryland, College Park
2018	Teaching Award of Merit, North American Colleges and Teachers of Agriculture
2005-2007	Dean's Fellow, Robert H. Smith School of Business, University of Maryland, College Park
2002-2004	Excellence Scholarship, West University of Timisoara, Romania
2001-2002	Merit Scholarship, West University of Timisoara, Romania

TEACHING

Teaching Assistant, Fuqua School of Business, Duke University

- Strategy 557 Principles of Strategy, MMS 2021-2023
- Strategy 558 Strategic Management, MQM 2021
- Strategy 835 Foundations of Strategy, MBA and WEMBA 2020-2022
- Strategy 838 Entrepreneurial Strategy for Innovation-Based Ventures, MBA and EMBA 2020-2023
- Strategy 845 Entrepreneurial Execution and Planning, MBA 2022

Instructor of Record, Institute of Applied Agriculture, University of Maryland, College Park

- INAG102 Agricultural Entrepreneurship Fall 2016, Fall 2017, Fall 2018
- INAG104 Agricultural Mathematics Spring 2016, Spring 2017, Spring 2018, Spring 2019
- INAG110 Oral Communication Winter 2019
- INAG132 Agricultural Leadership and Teamwork Spring 2017, Spring 2018, Spring 2019
- INAG199 Special Problems Fall 2017, Spring 2018, Spring 2019
- INAG203 Agricultural Finance Fall 2015, Fall 2016, Fall 2017, Fall 2018
- INAG204 Agricultural Business Management Spring 2017, Spring 2018, Spring 2019
- INAG252 Agricultural Public Relations Spring 2018
- INAG253 Agricultural Strategic Communication Fall 2018
- INAG299A Internship I Summer 2016, Summer 2017, Summer 2018
- INAG299B Internship II Fall 2016, Fall 2017, Fall 2018

PROFESSIONAL EXPERIENCE

University of Maryland , College Park, MD Lecturer, Institute of Applied Agriculture	2015-2019
Lockheed Martin , Bethesda, MD Communications Manager (Media Relations) Communications Representative Senior Staff	2013-2015

Larisa C. Cioaca

The AES Corporation, Arlington, VA 2012-2013
Global Internal Communications Manager

W. R. Grace & Co., Columbia, MD 2007-2012
Manager, Corporate Communications

Hilton International, Bucharest, Romania 2005
Human Resources Communication Officer, Athenee Palace Hilton Hotel

AD-HOC REVIEWER

Management Science, Strategic Management Journal, Organization Science, Research Policy, Academy of Management Annual Meetings

SERVICE

University of Maryland, College Park, MD

- Member, Organizing Committee for Professional Track (PTK) Symposium 2018
- Co-Chair, Agriculture Innovation to Commercialization (Agl2C) Committee 2018-2019
- Member, Agriculture Innovation to Commercialization (Agl2C) Committee 2016-2018
- Chair, Institute of Applied Agriculture Marketing, Outreach, Recruitment, and Engagement (MORE) Committee 2016-2018
- Member, Institute of Applied Agriculture Marketing, Outreach, Recruitment, and Engagement (MORE) Committee 2015-2016
- Member, Institute of Applied Agriculture Professional Communication Workshops Committee 2016-2019

REFERENCES

Ashish Arora, Rex D. Adams Professor
Fuqua School of Business, Duke University
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Sharon Belenzon, Fundación Damm Distinguished Professor
Fuqua School of Business, Duke University
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Wesley M. Cohen, Snow Family Professor
Fuqua School of Business, Duke University
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