

Pavel Ivanov Zhelyazkov

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Academic Employment

The Hong Kong University of Science and Technology

Associate Professor of Management (from July 2023)
Assistant Professor of Management (July 2015 – June 2023)

Education

Harvard University, Cambridge, MA

Ph.D., Organizational Behavior & Sociology, May 2015
M.A., Sociology, May 2012

Duke University, Durham, NC

B.S., double major in Economics and Sociology; Summa Cum Laude, May 2006
Exchange program with Institut d'Etudes Politiques de Paris (Sciences Po), Spring 2005

Research

Peer-reviewed journal publications

1. DeSantola, A., P. I. Zhelyazkov, & B. L. Hallen (2024). "Windows Versus Waves of Opportunity: How Reputation Alters Venture Capital Firms' Resource Mobilization." *Strategic Management Journal* 45(2): 301-332
2. DeSantola, A., R. Gulati, & P. I. Zhelyazkov (2023). "External Interfaces or Internal Processes? Market Positioning and Divergent Professionalization Paths in Young Ventures." *Organization Science* 34(1): 1-24
3. Zhelyazkov, P. I., & A. Tatarynowicz. (2021) "Marriage of Unequals? Investment Quality Heterogeneity, Market Heat and the Formation of Status-Asymmetric Ties in the Venture Capital Industry." *Academy of Management Journal* 64(2): 509-536.
4. Zhelyazkov, P. I. (2018) "Interactions and Interests: Collaboration Outcomes, Competitive Concerns, and the Limits to Triadic Closure." *Administrative Science Quarterly* 63(1): 210-247
5. Zhelyazkov, P. I. & R. Gulati (2016). "After the Break-Up: The Relational and Reputational Consequences of Withdrawals from Venture Capital Syndicates." *Academy of Management Journal* 59(1): 277-301
6. Gulati, R., F. Wohlgezogen & P. I. Zhelyazkov (2012). "The Two Facets of Collaboration: Cooperation and Coordination in Strategic Alliances." *Academy of Management Annals* 6(1): 531-583

Refereed conference proceedings

1. Zhelyazkov, P. I. and R. Gulati (2013). “Crime and Punishment: The Reputational Consequences of Withdrawals from VC Syndicates.” In Leslie A. Toombs (Ed.), *Best Paper Proceedings of the Eighteenth Annual Meeting of the Academy of Management (CD)*.
2. Zhelyazkov, P. I. (2012). “When Does the Glue of Social Ties Dissolve? Syndication Ties and Performance Cues in Withdrawals from Venture Capital Syndicates, 1985-2009.” In Leslie A. Toombs (Ed.), *Best Paper Proceedings of the Seventeenth Annual Meeting of the Academy of Management (CD)*.

Working papers

1. Zhelyazkov, P. I., U. Ozmel & V. A. Assenova. “Quality Uncertainty and the Performance Benefits of Social Ties in Private Markets”
2. Zhelyazkov, P. I. & V. A. Assenova. “Invisible Webs: Professional Service Providers and Limited Partner Investment Behavior”

Other ongoing projects

3. Zhelyazkov, P.I. and Y. S. Bermiss “Political Ideology and Venture Capitalist Investment Behavior”
4. Zhelyazkov, P. I. & A. DeSantola. “The Micro-Foundations of Organizational Commitment: Venture Capitalist Mobility and LP Investment Behavior”
5. DeSantola, A. & P. I. Zhelyazkov. “The Bigger, the Better? VC Scaling and Financial Performance”
6. Liu, L. and P. I. Zhelyazkov. “Status and Loan Guarantee Reciprocity among Chinese Corporations”

Invited talks, conference and seminar presentations

1. Zhelyazkov, P. I., U. Ozmel & V. A. Assenova. “Quality Uncertainty and the Performance Benefits of Social Ties in Private Markets”
 - Presented at the Strategy and Entrepreneurship Seminar, HKU, March 2022
2. Zhelyazkov, P. I., U. Ozmel & V. A. Assenova. “Channel Redundancy and the Limits of the Performance Effects of Interfirm Ties”
 - Presented at the Academy of Management Annual Meeting, 2021
3. Desantola, A. & P. I. Zhelyazkov. “A Flight to Quality or Diamonds in the Rough: Breakout Successes, Higher-Status Endorsements, and Market Heat in Resource Acquisition”
 - Presented at the Strategy and Entrepreneurship Seminar, INSEAD Singapore, January 2020
 - Presented at the 2016 AoM Conference, Anaheim, CA

4. Torfason, M. & P. I. Zhelyazkov. "Safety Nets? Geographic Proximity, Social Ties and the Funding of Contentious Innovation"
 - Presented at the 2019 AoM Conference, Boston, MA
5. Zhelyazkov, P. I. & A. Tatarynowicz. "Marriage of Unequals? Investment Quality Heterogeneity, Market Heat and the Formation of Status-Asymmetric Ties in the Venture Capital Industry."
 - Presented at the 2019 AoM Conference, Boston, MA
 - Presented at the Hong Kong Junior Faculty Research Symposium, CUHK, May 2019
 - Presented at the Asian Management Research Consortium (AMRC), Hyderabad, April 2019
6. Feng, V., Lee, Y. G. & P. I. Zhelyazkov. "The Many Faces of Status: Audience Segmentation and Competing Effects on Pricing"
 - Presented at the 2018 AoM Conference, Chicago, IL
7. Zhelyazkov, P. I. "Interactions and Interests: Collaboration Outcomes, Competitive Concerns, and the Limits to Triadic Closure."
 - Asian Management Research Consortium (AMRC), Singapore, April 2016
 - Academy of Management Annual Meeting, Anaheim, CA, August 2016
8. Zhelyazkov, P. I. "Presence of a Tie or Content of the Tie? Venture Capital Syndication Networks and Limited Partner Investment Decisions."
 - Academy of Management Annual Meeting, Philadelphia, PA, August 2014
 - The Transatlantic Doctoral Conference, London, May 2014
 - Invited Talk, Management Dept., HKUST, Nov 2014
 - Invited Talk, Policy & Strategy Dept., NUS, Dec 2014
 - Invited Talk, Strategy Dept., Ross School of Business, University of Michigan, Dec 2014
 - Invited Talk, Management Dept., the Wharton School, University of Pennsylvania, Jan 2015
 - Invited Talk, Entrepreneurship Dept., IESE, Jan 2015
9. Zhelyazkov, P. I. and R. Gulati "After the Break-Up: The Relational and Reputational Consequences of Withdrawals from VC Syndicates."
 - Academy of Management Annual Meeting, Philadelphia, PA, August 2014
10. Zhelyazkov, P. I. and R. Gulati "Crime and Punishment: The Reputational Consequences of Withdrawals from VC Syndicates."
 - Academy of Management Annual Meeting, Orlando, FL, August 2013
 - The Transatlantic Doctoral Conference, London, May 2013
11. Zhelyazkov, P. I. "When Does the Glue of Social Ties Dissolve? Syndication Ties and Performance Cues in Withdrawals from Venture Capital Syndicates, 1985-2009."
 - Academy of Management Annual Meeting, Boston, MA, August 2012
12. Gulati, R., F. Wohlgezogen & P. I. Zhelyazkov. "Willing and Able: Cooperation and Coordination in Interorganizational Relationships."
 - Academy of Management Annual Meeting, San Antonio, TX, August 2011

Competitive grants

1. "The Performance Consequences of Indirect Relationships Between Limited Partners and VC

Firms”

- Hong Kong Research Grants Council, Early Career Scheme (2018-2021)
- Sole Principal Investigator
- HKD 316,236 total funding

Teaching

The Hong Kong University of Science and Technology

1. MGMT 1110 – Introduction to Management
 - Fall 2020, Fall 2021, Fall 2022
2. MGMT 4230 – International Management (elective for 3rd and 4th year undergraduates)
 - Fall 2019, Fall 2020, Fall 2021, Fall 2022
3. MGMT 4210 – Strategic Management (the capstone class for 3rd and 4th year undergraduates)
 - Spring 2016, Fall 2016, Fall 2017, Fall 2018, Fall 2019

Harvard University

4. Sociology 114 – Organizational Failures and Disasters (a sociology elective for advanced undergraduates)
 - Spring 2013 – teaching fellow for 2 discussion sections (~35 students)

Student mentorship

Undergraduate honors thesis supervision

1. Juliana BOYLE (2022)

M.Phil. Thesis Examination Committee member

2. Xu YAN (M.Phil., Management, 2022)
3. Rui ZHANG (M. Phil., Management, 2021)
4. Qiaozhou ZHU (M. Phil., Management, 2021)
5. Changjoon RHEE (M. Phil., Management, 2020)
6. Emily YANG (M. Phil., Technology, Leadership and Entrepreneurship, 2017)

Ph. D. Thesis Committee member

7. Ziyi CHEN (Ph.D., Management, 2023)
8. Xinhao QIAO (Ph.D., Management, 2023)
9. Jieyu ZHOU (Ph.D., Management, 2017)

D.B.A. Thesis Committee member

10. Ravindran NAVARATNAM (D.B.A., 2023)

Honors

1. **Dean’s Recognition for Teaching Excellence**, HKUST, 2020 & 2023
2. **Outstanding Reviewer Award**, Academy of Management ENT Division, 2020
3. **Finalist, Best Paper Award**, Academy of Management OMT Division, 2013

4. **Outstanding Reviewer Award**, Academy of Management BPS Division, 2011
5. **Outstanding Reviewer Award**, Academy of Management BPS Division, 2010
6. **Distinction in Sociology** and the **Ida Harper Simpson Award** for undergraduate research, Duke University Department of Sociology, 2006
7. **Phi Beta Kappa**, Duke University, 2006

Professional Service

Editorial Review Board Member

1. *Organization Science* (2023-present)
2. *Strategic Management Journal* (2022-present)
3. *Academy of Management Journal* (2020-present)
4. *Administrative Science Quarterly* (2019-present)

Ad Hoc Reviewer (past five years)

5. *Strategic Entrepreneurship Journal*
6. *Management Science*
7. *Venture Capital*
8. *Entrepreneurship Theory and Practice*

Research Committee Member, OMT Division, Academy of Management (2019-present)

Professional Development Workshop Organizer, Academy of Management

1. Junior Faculty Paper Development Workshop, STR Division (2023)

Departmental Service

1. **Faculty Search & Appointment Committee Co-Chair**, Management Department, HKUST (2023-Ongoing)
2. **Departmental Grant Applications Coordinator**, Management Department, HKUST (2021-ongoing)
3. **Research Committee Member**, Management Department, HKUST (2021-ongoing)
4. **Ph.D. Committee Member**, Management Department, HKUST (2020-ongoing)
5. **Scholarly Seminars Committee Member (Chairman since Sept. 2022)**, Management Department, HKUST (2018-ongoing)
6. **Faculty Search & Appointment Committee Member**, Management Department, HKUST (2017-2019)
7. **Departmental Chair Search Committee Member**, Management Department, HKUST (2017)
8. **Social Committee Member**, Management Department, HKUST (2015-2018, 2019-2020)

School/University Service

1. **Undergraduate Admission Interviewer** (2017-2019, 2020-present)
2. **School Research Committee**, School of Business and Management, HKUST (2021-ongoing).
3. **Steering Committee Member**, the Technology, Leadership & Entrepreneurship program, HKUST (2016-2017).
4. **Facilitator** for **Solve for X** – an HKUST-Google collaboration to identify and support “moonshot projects” with far-reaching potential (Nov 2015)

Other Work Experience

1. **McKinsey and Company, Montreal, QC, Canada. Business Analyst** (August 2006 – July 2009)
 - Served companies across multiple industries, such as asset management, banking, vehicle manufacturing, mining, oil & gas, healthcare, publishing. In the final year specialized in risk management for financial institutions (asset managers and banks).
2. **Analysis Group, Montreal, QC, Canada. Analyst Intern** (June 2005 – August 2005)
 - Performed statistical analysis for economic consulting in the pharmaceutical industry.

Languages

1. English (near native)
2. Bulgarian (native)
3. French (fluent)
4. German (advanced)