# Jiahe Wang

PhD Candidate at Department of Strategy and Entrepreneurship, Tilburg University
Room K 849, Koopmans Building, 5000 LE Tilburg, The Netherlands
j.h.wang@tilburguniversity.edu | +31(0) 644369887 | jiahewang.owlstown.net | orcid.org/0009-0006-0385-074X

## EDUCATION

**Tilburg University**, Tilburg School of Economics and Management, The Netherlands 2023–present

- PhD Candidate in Strategy and Entrepreneurship (expected, 2027 Summer)
- Supervisors: Joris Knoben (Promotor), Lien Denoo (Co-Promotor)
- Other proposal defense committee members: Geert Duijsters, Simon Kleinert (Leibniz University Hannover)
- Research visit at the Department of Management and Technology, Bocconi University, hosted by Cedric Gutierrez Moreno (February 2026 to June 2026)

**Tilburg University**, Tilburg School of Economics and Management, The Netherlands 2021–2023

- Research Master of Science in Business, Organization and Strategy Track, *with distinction*
- Thesis: "Signaling and New Venture Financing Performance: A Configurational Investigation of Signals and Expressions in Equity Crowdfunding."

**Zhongnan University of Economics and Law**, China 2017–2021

- Bachelor of Arts in Management

**Central China Normal University**, China 2019–2021

- Minor: Bachelor of Science in Psychology

## RESEARCH INTERESTS

I investigate how ***entrepreneurs*** incorporate and/or communicate ***information*** to address ***uncertainty***. More specifically, I am interested in the processes in which entrepreneurs respond to external information and recognize entrepreneurial opportunities and convey private information and acquire financial resources.

**Phenomenon**: opportunity recognition, entrepreneurial finance, crowdfunding, pitching

**Theory**: entrepreneurial action, signaling, screening, narrative

**Method**: qualitative comparative analysis (QCA), experiments, natural language processing

## PUBLICATION

1. Wang, J., Denoo, L., & Knoben, J. (2026). Two hearts that beat as one: Signals, narratives, and financing (less) novel ventures via equity crowdfunding. *Strategic Entrepreneurship Journal*, sej.70026. https://doi.org/10.1002/sej.70026

## WORK-IN-PROGRESS

2. With Xiaofei Qu, Xiaowei Zhang. "Match, Simplify, or Expand: Salient Market Events and Subsequent Entrepreneurial Entries in Differentiated Product Spaces." *(Stage: working paper)*
   - Job market paper.
3. With Yuxuan Dai. "Abstract or Concrete? A Process Model of Entrepreneurial Framing, Investor Response and Fundraising Performance." *(Stage: working paper)*
   - Included in best paper proceedings, 86th Annual Meeting of the Academy of Management, Philadelphia, the U.S.
4. With Lien Denoo, Joris Knoben. "How Do Entrepreneurs Overcome Surface Homophily Bias? The Strategic Use of Different New Venture Creation Approaches." *(Stage: data analysis)*

5. With Lien Denoo, Joris Knoben. "Constrained Storytelling and Fundraising: The Unintended Consequence of Standardized Fundraising Templates on Equity Crowdfunding." *(Stage: conceptualization)*
6. With Lien Denoo, Joris Knoben. "Multimodal Storytelling and Fundraising." *(Stage: conceptualization)*
7. With Cedric Gutierrez Moreno. "When, Why, and How Female Entrepreneurs Can Mitigate the Gender Penalty: The Interplay Among Proscriptive, Prescriptive, and Predictive Violations." *(Stage: conceptualization)*

## INVITED PRESENTATIONS

| | |
|---|---|
| 86th Annual Meeting of the Academy of Management, Philadelphia, The U.S. | 2026 |
| 85th Annual Meeting of the Academy of Management, Copenhagen, Denmark | 2025 |
| 9th ENTFIN Conference, Rotterdam, The Netherlands | 2025 |
| Accounting and Finance Research Seminar, University of Antwerp, Antwerp, Belgium | 2024 |
| 84th Annual Meeting of the Academy of Management, Chicago, The U.S. | 2024 |
| 3rd QCA Conference of the Americas, Chicago, The U.S. | 2024 |
| 25th INFORMS Organization Science Winter Conference, Zurich, Switzerland | 2024 |

## INVITED CONSORTIA

| | |
|---|---|
| 85th Annual Meeting of the Academy of Management Doctoral Consortium (Entrepreneurship Division), Copenhagen, Denmark | 2025 |
| 85th Annual Meeting of the Academy of Management, Paper Development Workshop on New Trends and Opportunities in Entrepreneurial Finance, Copenhagen, Denmark | 2025 |
| 9th ENTFIN Conference PhD Workshop, Rotterdam, The Netherlands | 2025 |
| Pre-submission workshop for Strategic Entrepreneurship Journal's Special Issue on Framing Novelty, Crete, Greece | 2024 |
| 25th INFORMS Organization Science Winter Conference Doctoral Consortium, Zurich, Switzerland | 2024 |
| 11th International QCA Paper Development Workshop, Antwerp, Belgium | 2023 |
| Joint Annals and AMD Paper Development Workshop, Brussels, Belgium | 2023 |

## TEACHING EXPERIENCE

I have completed two introductory didactic training sessions at Tilburg University's Teaching & Learning Center: Introduction Teaching Skills (8 hours, on preparing and delivering interactive and effective lectures, including structured feedback on participants' presentation skills) and Introduction Supervising Skills (4 hours, on student supervision).

**Thesis Supervision (Bachelor)**, Tilburg University 2024–present

- Topic: entrepreneurship, strategy, and organizational behavior
- Task: supervise bachelor thesis in several BSc programs, including International Business Administration, Business Administration, and Business Economics; 23 students supervised so far

**Fundamentals of Entrepreneurship (Bachelor)**, Tilburg University 2024–present

- Role: lecturer
- Task: teach case seminar tutorials on topics such as visions and opportunities, founding teams, and venture financing, which helps the students in the BSc Entrepreneurship and Business Innovation program to better cope with practical challenges and dilemmas in entrepreneurial activities in a highly interactive manner; generally teaching 20~30 students per session

**Research Skills (Master)**, Tilburg University 2024–2025

- Role: lecturer
- Task: teach STATA tutorials on exploratory analyses and hypothesis testing via basic regressions, mediation, and moderation, which prepares the students in MSc Strategic Management and MSc International Management programs for successful completion of their master thesis; generally teaching 20~30 students per session

## HONORS AND AWARDS

Research Visit Funding, Tilburg University (5,000 EUR) 2026

CentER scholarship, Tilburg University (12,480 EUR) 2021–2023

## PROFESSIONAL SERVICE

Ad-Hoc reviewer for Annual Meeting of the Academy of Management 2024–present

Ad-Hoc reviewer for Academy of International Business Annual Conference 2026

Co-organizer for 12th European QCA Conference, Tilburg, The Netherlands 2024

## OTHER INFORMATION

**Programming skills**: R, Python, STATA

**Languages**: Chinese (native), English (fluent), Dutch (basic)

## REFERENCES

**Prof. Dr. Joris Knoben**

Professor of Strategy and Entrepreneurship
Tilburg School of Economics and Management
Tilburg University
J.Knoben@tilburguniversity.edu

**Dr. Lien Denoo**

Associate Professor in Entrepreneurship
Tilburg School of Economics and Management
Tilburg University
L.C.I.Denoo@tilburguniversity.edu

**Dr. Cedric Gutierrez Moreno**

Associate Professor
Department of Management and Technology
Bocconi University
cedric.gutierrez@unibocconi.it