

# GRACE HEADINGER

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## EDUCATION

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### London Business School

(Fall 2023 – Spring 2029)

*PhD Candidate in Strategy & Entrepreneurship*

### George Washington University, Elliott School of International Affairs

(Fall 2016 – May 2019)

*Bachelor of Arts with Special Honors in International Affairs* (Minor: Economics; Concentration: Security Policy)

**Undergraduate Exchange** at the University of Sydney in Sydney, Australia

**Honors Thesis** – ‘We Don’t Want No Yankee Bases’: How Anti-Nuclear Protest Movements in Australia and New Zealand Instigated the Downfall of the Original ANZUS Alliance

- Awarded First Place in International Affairs, GW Research Days
- Recognized as Elliott School Dean’s Research Scholar

## RESEARCH INTERESTS

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Family enterprises (family operating companies, family offices, and family foundations); nonmarket strategy; corporate social responsibility and social impact of firms; entrepreneurial finance; mixed-method approaches

## PUBLICATIONS

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Grace Headinger, Lauren Cohen & Zhaoheng Gong (2024) “FinTech and Wealth Management,” in *Research Handbook on Alternative Finance*, Edward Elgar Publishing.

## CASE STUDIES

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Luisa Alemany & Grace Headinger (2025) *From Pest to Profit? BugBiome’s Quest for the Perfect Market*, LBS Case No. CS-25-010.

Lauren Cohen, Grace Headinger, & Sophia Pan (2025) *AI Meets VC: The Data-Driven Revolution at Quantum Light Capital*, HBS Case No. 225-053.

Lauren Cohen, Richard Ryffel, Grace Headinger, & Sophia Pan (2024) *Knowledge-Enabled Financial Advice: Digital Transformation at Edward Jones*, HBS Case No. 224-106.

Lauren Cohen, Grace Headinger, & Sophia Pan (2024) *Hippo: Weathering the Storm of the Home Insurance Crisis (A) and (B)*, HBS Case No. 224-080 and 224-051.

Lauren Cohen & Grace Headinger (2023) *Shredder Setups or Straightlining into Risk?: Investing in What You Love*, HBS Case No. 224-018.

Lauren Cohen, Zhaoheng Gong, & Grace Headinger (2023) *Diamond Standard*, HBS Case No. 224-009.

Lauren Cohen, Hao Gao, Jiawei Ye, & Grace Headinger (2023) *Burning the Sails to Save the Ship: The Pilati Family Dilemma*, HBS Case No. 223-081.

Lauren Cohen, Andreas Aradillas Fernandez, & Grace Headinger (2023) *For God, Family & Steel: Lerman Enterprises*, HBS Case No. 823-100.

Lauren Cohen, Richard Ryffel, Grace Headinger, & Ruoshi Qi (2023) *Block: Creating an Ecosystem of Ecosystems*, HBS Case No. 223-055.

Lauren Cohen, Grace Headinger, Marcos Quirno (2023) *Clair*, HBS Case No. 223-056.

Lauren Cohen, Ronnie Stangler, & Grace Headinger (2023) *Between Two Minds: The Staglin Family*, HBS Case No. 223-053.

Lauren Cohen, Grace Headinger, & Juan Ruiz (2023) *All Options on the Table: The Haber Family*, HBS Case No. 223-052.

Lauren Cohen, Hao Gao, Trang Duong, Grace Headinger, & Kevin Wang (2023) *Junson Capital (B): Digital Transparency in the Family Office*, HBS Case No. 223-020.

Lauren Cohen, Grace Headinger, & Bill Kwon (October 2022) *Century Bank: Closing Time?*, HBS Case No. 223-040.

Lauren Cohen & Grace Headinger (October 2022) *An Heir with No Spare: The Deitch Family Office*, HBS Case No. 223-019.

Lauren Cohen, Ronnie Stangler, & Grace Headinger (October 2022) *Zak Pym Williams: Weapons of Self Destruction*, HBS Case No. 223-033.

Lauren Cohen, Hao Gao, River Ewing, & Grace Headinger (October 2022) *Star Magnolia Capital: Experts at Finding Experts*, HBS Case No. 223-038.

Lauren Cohen, Hao Gao, Victoria Arango-Alvarez, Grace Headinger, Mili Sanwalka, & Anna Yuan (October 2022) *To SFO or Not to SFO: The Tolman Family Selects a Family Office Strategy*, HBS Case No. 223-021.

Lauren Cohen, Hao Gao, Jiawei Ye, & Grace Headinger (September 2022) *ROI vs ROI: Impact Investing in the Grupo Baobá Family Office*, HBS Case No. 223-018.

Lauren Cohen, Fei Wu, & Grace Headinger (August 2022) *One Tiger Per Mountain: The He Family Office*, HBS Case No. 223-001.

Lauren Cohen & Grace Headinger (May 2022) *Rawbank's Illico Cash: Can 'Fast Money' Overcome Cash Dependency in the DRC?*, HBS Case No. 222-084.

Lauren Cohen, Richard Ryffel, & Grace Headinger (May 2022) *From GOP to NFT: Anthony Scaramucci and the Launch of Flatter NFT*, HBS Case No. 222-085.

Lauren Cohen & Grace Headinger (March 2022) *Reclaiming the Land of Purple: Purpl's Mission to Unlock Finance in Lebanon*, HBS Case No. 222-078.

Lauren Cohen, Grace Headinger, & Pierre Marchesseault (March 2022) *In Data We Trust: Be Mobile Africa and Furthering Financial Inclusion Across the African Continent*, HBS Case No. 222-073.

## **INVITED TALKS & CONFERENCE PRESENTATIONS**

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*Managing, Preserving, and Unlocking Wealth through FinTech*, Invited Chapter Presentation at the Alternative Finance Conference, Imperial College London (September 2022)

*Domestic Politics and the Breakdown of the ANZUS Alliance: The Reagan Years*, Paper Presentation at the 117<sup>th</sup> Annual Meeting of the American Political Science Association (September 2021)

*Domestic Politics and the Breakdown of the ANZUS Alliance: The Reagan Years*, Paper Presentation at the Annual Meeting of the Society for Historians of American Foreign Relations (June 2021)

*The ANZUS Alliance and American Nuclear Challenges: A Prospect Theory Framework for Foreign Policy Change in Australia and New Zealand*, Paper Presentation at the 116<sup>th</sup> Annual Meeting of the American Political Science Association (September 2020)

*The ANZUS Alliance and American Nuclear Challenges: A Loss Aversion Perspective on Foreign Policy Change in Australia and New Zealand*, Paper Presentation at the 43<sup>rd</sup> Annual Meeting of the International Society of Political Psychology (July 2020)

*Rising China in a Changing Asia*, Belfer Policy Chat at the Belfer Center for Science and International Affairs (June 2020)

*'We Don't Want No Yankee Bases': How Anti-Nuclear Protest Movements Led to the Fragmentation of the ANZUS Alliance*, Poster Presentation at the Fourteenth International Conference on Interdisciplinary Social Sciences in Mexico City, Mexico (July 2019)

## TEACHING & COURSE DEVELOPMENT

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### London Business School

- **Innovation to Market** (Teaching Assistant, MBA Elective) (Spring 2025; 2026)
- **Developing Entrepreneurial Opportunities** (Teaching Assistant, MBA Elective) (Spring & Summer 2026)
- **Financing the Entrepreneurial Business** (Teaching Assistant, MBA Elective) (Spring & Summer 2025)
- **Sustainability Leadership** (Grader, MBA Elective) (Summer 2025)

### Harvard VPAL FinTech, 2U & Getsmarter

- **Head Program Instructor** (Executive Education Online Short Course) (January 2023 – Present)

*Leads five-person teaching team and annually teaches five cohorts of 100+ international practitioners from various stages in their career on emerging innovations in financial technology.*

### Harvard Business School

- **How to Not Bankrupt Your Family** (Research Associate, MBA Elective Course) (Spring 2023)
- **Family Office Independent Project Course** (Research Associate, MBA Elective Course) (Spring 2022)
- Supported various executive education courses in family enterprises: **Family Office Wealth Management** (in-person and virtual) and **Rising Generation in the Family Enterprise** (in-person)

## SERVICE

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- LBS Organizing Chair for London Strategy, Entrepreneurship, and Innovation Research Day 2024
- Academy of Management Strategy Area Ambassador (2024, 2025)
- Strategy & Entrepreneurship PhD Brownbag Coordinator (2024-2025)
- Strategy & Entrepreneurship PhD Representative (2024-2025)
- Institute of Entrepreneurship and Private Capital Family Office Conference Facilitator (2024, 2025)
- London Strategy Journal Club Founder & Organizer (2025-2026)
- Strategy & Entrepreneurship PhD Social Chair (2025-2026)

## OTHER PROFESSIONAL EXPERIENCE

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- **Research Associate**, Harvard Business School (August 2021 – September 2023)
- **Operations Coordinator**, Belfer Center for Science and International Affairs (March 2020 – July 2021)
- **Research Assistant**, Elliott School of International Affairs (October 2018 – July 2021)
- **Research Intern**, Asia Maritime Transparency Initiative, CSIS (October 2019 – March 2020)
- **Congressional Intern**, Office of Rep. Abigail Spanberger (VA-07) (May – August 2019)
- **Congressional Liaison Intern**, Embassy of Australia (September 2018 – May 2019)
- **Research Intern**, Center for American Seapower, Hudson Institute (January 2019 – May 2019)
- **Study Abroad Peer Advisor**, GW Office of Study Abroad (October 2018 – May 2019)
- **Event Services Staff Member**, 2018 Pyeongchang Olympic Games (January – February 2018)
- **English Immersion Teacher**, Angloville Poland & Hungary (March – July 2016)

## PERSONAL

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**Languages** – English, Spanish (near-native), Mandarin (advanced), French (intermediate), German (beginner)

**Technical Skills** – R, Python, ArcGIS

**Travel** – Backpacking, academic, research, and work experience in over 50 countries across 6 continents