

Raviv Murciano-Goroff

Questrom School of Business
Boston University
(617) 353-4510
ravivmg@bu.edu

Employment and Affiliations

Assistant Professor, Strategy and Innovation Department, Boston University, 2019-present

Dean's Research Scholar, 2024-present

Invited Researcher, Abdul Latif Jameel Poverty Action Lab (J-PAL) Science for Progress Initiative, 2023-present

Visiting Scholar, Wagner Graduate School, New York University, 2019-2020

Research Assistant Professor, Wagner Graduate School, New York University, 2018-2019

Education

Ph.D. in Economics, Stanford University, 2018

M.Sc. in History of Science, Medicine, and Technology, Oxford University, 2010

B.A. in History magna cum laude, Harvard University, 2009.

Published Papers

1. "Hidden Software and Veiled Value Creation: Illustrations From Server Software Usage," with Ran Zhuo and Shane Greenstein, *Research Policy* 50(9), November 2021.
2. "Missing Women in Tech: The Labor Market for Highly Skilled Software Engineers," *Management Science* 68(5), May 2022.
3. "Women are Credited Less in Science than are Men," with Matthew B. Ross, Britta Glennon, Enrico Berkes, Bruce A. Weinberg and Julia I. Lane, *Nature*, June 2022.
4. "Equity Illusions," with Yifat Aran, *Journal of Law, Economics, and Organization* 41(1), March 2025.

2024 Employee Participation and Ownership Paper Award, Academy of Management Human Resources Division

Working Papers

1. "Customers and Retail Growth," with Liran Einav, Pete Klenow, and Jonathan Levin. Revise and resubmit at *Review of Economic Studies*.
2. "Upgraded software and embedded improvements: A puzzle of user heterogeneity," with Ran Zhuo and Shane Greenstein. Submitted.
3. "Serendipity in Science," with Russell Funk, Michael Park, and Joe Pyung Nahm. Submitted.

2022 SMS Knowledge and Innovation Interest Group Best Paper Award

2022 Israel Strategy Conference Best Paper Award for Innovation and Entrepreneurship

Nominated for SMS Annual Conference Best Paper Prize

Nominated for SMS Annual Conference Research Methods Paper Prize

4. “The Effect of Minimum Wage Changes on Scientific Production,” with Ina Ganguli. Submitted.
5. “Building a Wall Around Science: The Effect of U.S.-China Tensions on International Scientific Research,” with Robert Flynn, Britta Glennon, and Jiusi Xiao. Submitted.

Book Chapters and Other Writing

1. “Why and Wherefore of Increased Scientific Collaboration,” with Richard B. Freeman and Ina Ganguli in Adam Jaffe and Benjamin Jones, ed. *The Changing Frontier: Rethinking Science and Innovation Policy*, University of Chicago Press, 2015.
2. “When It Comes to Compensation, More Equity Isn’t Always Better,” with Yifat Aran, *Harvard Business Review*, September 12, 2023.

Honors and Awards

National Science Foundation Award #1932689 (co-PI, \$323,749, subaward \$24,066), 2019.
 Collaborative Archive Data Research Environment (CADRE) Fellowship, Indiana, 2019.
 B.F. Haley and E.S. Shaw Fellowship for Economics, Stanford, 2017.
 Outstanding Teaching Assistant Award, Stanford, 2016.
 Dissertation Fellowship, Kauffman Foundation (\$20,000), 2016.
 Outstanding Teaching Assistant Award, Stanford, 2015.
 Scholarship, Wellcome Unit, Oxford, 2009.
 Derek Bok Center Certificate of Distinction in Teaching, Harvard, 2009.
 Carl and Lily Pforzheimer Public Service Award, Harvard, 2009.
 Harvard Foundation Award for Intercultural Work, Harvard, 2009.
 Carol K. Pforzheimer History Award, Harvard, 2007.

Teaching

DS925 Methods for Causal Inference in Strategy Research (Ph.D.), Professor, Boston University, 2023-present.
 SI422 Strategy, Innovation, and Global Competition (Undergraduate), Professor, Boston University, 2019-present.

QM717 Data Analysis for Managerial Decision-Making (MBA), Professor, Boston University, 2021.
 SI917 Doctoral Survey Course for the Strategy & Innovation Department, Co-organizer, Boston University, 2023.

Econ101 Business and Corporate Strategy (Undergraduate), Teaching Assistant, Stanford University, 2015-2016.
 Advertising and Monetization (MBA), Course Grader, Stanford GSB, 2016.
 Platform Competition in Digital Markets (MBA), Course Grader, Stanford GSB, 2015-2016.
 Programming Boot Camp for Incoming Econ Ph.D. Students, Co-taught, Stanford University, 2015-2017.

Math 23 Linear Algebra and Real Analysis (Undergraduate), Proof Assistant, Harvard University, 2011.
 QR50 Algorithms and Data Structures (Undergraduate), Teaching Assistant, Harvard University, 2009.

Advising

2026 (expected): Robert Flynn – Boston University, Strategy (primary advisor).
 2028 (expected): Mingxi Liu – Boston University, Information Systems (committee member).

Invited Seminars

11/2024: Harvard Seminar in the Economics of Science & Engineering.

02/2022: University of Minnesota, Carlson.

04/2020: Boston University, Computer Science Department.

11/2019: New York University, Center for Urban Science & Progress.

05/2019: New York University, Department of Management & Organizations.

04/2019: Ohio State University, Economics Department.

01/2018: Harvard Business School, Technology and Operations Management Unit.

01/2018: IDC Herzliya, Economics Department.

01/2018: Tel Aviv University, Collier School of Management.

01/2018: Boston University, Questrom School of Management.

12/2017: Northeastern University, D'Amore-McKim School of Business.

11/2017: Harvard Business School, Seminar on Science Based Business Initiatives.

Conference Presentations

01/2025: ASSA Annual Meeting, Econometric Society, Causes and Consequences of Group Disparities (discussant).

08/2024: Academy of Management, Annual Meeting.

07/2024: National Bureau of Economic Research (NBER) Summer Institute, Science of Science Funding.

11/2023: National Bureau of Economic Research (NBER) Work-From-Home Shock to Labor Markets (discussant).

10/2023: Strategic Management Society, Annual Conference.

03/2023: National Bureau of Economic Research (NBER) Digitization Meeting (discussant).

12/2022: Israel Strategy Conference.

10/2022: Duke University Strategy Conference.

05/2022: Society of Labor Economists, Annual Conference.

04/2022: National Bureau of Economic Research (NBER) Investments in Early Career Scientists.

04/2022: National Bureau of Economic Research (NBER) Productivity Lunch.

10/2021: DRUID, Copenhagen Business School.

07/2021: National Bureau of Economic Research (NBER) Summer Institute.

05/2020: Boston University, Technology & Policy Research Institute.

06/2019: Workshop on the Economics of Information Security (WEISS).

06/2019: Science of Science Policy, University of Chicago and Tsinghua University.

03/2019: National Bureau of Economic Research (NBER) Digitization Meeting (discussant).

11/2018: National Association of Business Economics (NABE).

11/2018: INFORMS Conference.
06/2018: Harvard Kennedy School.

08/2016: Harvard University, Center for Mathematical Sciences and Applications *Big Data Workshop*.
07/2014: National Bureau of Economic Research (NBER) *Innovation in An Aging Society Meeting*.
05/2011: National Bureau of Economic Research (NBER) *Nanotechnology Conference*.

Professional Activities

Referee for *American Economic Journal: Applied*, *Academy of Management Annual Meeting*, *Journal of Cyber Policy*, *Journal of Political Economy*, *Management Science*, *MIS Quarterly*, *Organization Science*, *PLOS One*, *Research Policy*, *Review of Economic Studies*.

08/2022: Moderator for Academy of Management PDW Scientific Publication Data: Promises, Perils, and Solutions.

University and Department Service

Boston University IT Governance Committee (Research Computing) member, 2022-present.
Boston University Hillel, Faculty Council, 2022-present.
Boston University BUild Lab Coach, 2018-present.
Questrom, AI Oversight Committee, 2024-present.
Questrom, MBA Policy Development Committee, 2024-present.
Strategy & Innovation Department, Search committee for Assistant Professor, 2023-2024.
Strategy & Innovation Department, Search committee for Clinical Assistant Professor, 2022-2023.
Strategy & Innovation Department, Seminar coordinator, 2020-2021.

Attended BU Family & Friends Weekend receptions, Cheers with Professors, Questrom Commencement Ceremony, BU Trustee Scholars Reception, Peer Advising Networking Night, and other events for students and their families.