

Curriculum Vitae
JANE WEI-SKILLERN

WORK EXPERIENCE

- 2010-present Associate Adjunct Professor
Organizational Behavior, Center for Nonprofit and Public Leadership
Haas School of Business UC Berkeley
- 2008-2013 Lecturer
Organizational Behavior
Stanford Graduate School of Business
- 2008-2010 Visiting Assistant Professor
Organizational Behavior
Haas School of Business UC Berkeley
- 2001-2008 Assistant Professor
General Management Unit, Social Enterprise Group
Harvard Business School
- 2000-2001 Assistant Professor
Organizational Behavior Department
London Business School

EDUCATION

- 1995-2000 Stanford University
Graduate School of Business
Ph.D. in Business in the field of Organizational Behavior
M.A. in Business Research
- 1991-1995 University of California at Berkeley
Haas School of Business
B.S. Business Administration

ACADEMIC HONORS AND AWARDS

- Magna Cum Laude, University of California at Berkeley, 1995
Phi Beta Kappa, University of California at Berkeley, 1995
Dean's List, University of California at Berkeley, 1991-1995

RESEARCH

Books

Wei-Skillern, Jane, James Austin, Herman Leonard, and Howard Stevenson. *Entrepreneurship in the Social Sector*. Sage Publications, May 2007.

Articles and Blogs

Wei-Skillern, Jane, David Ehrlichman, David Sawyer. “The Most Impactful Leaders You’ve Never Heard of”, *Stanford Social Innovation Review Online*, Summer 2016. (led and curated nine part blog series “The New Network Leader”). http://ssir.org/network_entrepreneurs

Wei-Skillern, Jane. “In Collaboration, Actions Speak Louder than Words”, In *Smarter Philanthropy for Greater Impact: Rethinking How Grantmakers Support Scale* a supplement to *Stanford Social Innovation Review*, Spring 2014.

Wei-Skillern, Jane. “Want to Change the World? Humility Trumps Hubris”. Guest blog on Institute for Business and Social Impact, UC Berkeley Haas School of Business. December 2, 2013. <http://businesssocialimpact.wordpress.com/2013/12/02/want-to-change-the-world-humility-trumps-hubris/>

Bartczak, Lori, and Jane Wei-Skillern, “Collaboration Can Bring Payoffs When It’s Done Right”, *Chronicle of Philanthropy*, October 6, 2013.

Wei-Skillern, Jane and Nora Silver, Eric Heitz. “Cracking the Network Code: Four Principles for Funders”. A briefing paper funded and published by Grantmakers for Effective Organizations (GEO). June 2013.

Wei-Skillern, Jane and Nora Silver. “Four Network Principles to Collaboration Success”. *Foundation Review*. Volume 5, Issue 1, 2013.

Wei-Skillern, Jane. “The Biggest Foundation You’ve Never Heard Of”. *Alliance Magazine*. Volume 17, Number 4, December 2012.

Wei-Skillern, Jane. “Funding Successful Collaborations”. Guest blog on Foundation Strategy Group’s (FSG) Collective Impact Knowledge Exchange. June 4, 2012. <http://www.fsg.org/KnowledgeExchange/Blogs/CollectiveImpact/PostID/296.aspx>

Wei-Skillern, Jane. “Social Entrepreneurship in Public Health: Networks as a Tool to Advance Population Health”. *Preventing Chronic Disease*, Vol. 7, Number 6, November 2010.

Wei-Skillern, Jane and Sonia Marciano. “The Networked Nonprofit”. *Stanford Social Innovation Review*, Spring 2008.

Austin, J., Howard Stevenson, and Jane Wei-Skillern. “Social Entrepreneurship and Commercial Entrepreneurship: Same, Different, or Both?”. *Entrepreneurship Theory and Practice*, Vol. 30, Number 1, 2006: 1-22. This paper was the number one download from Wiley’s site, from publication date to 2013, with 13,595 downloads.

Wei-Skillern, Jane. “The Evolution of Shell's Stakeholder Approach: A Case Study.” *Business Ethics Quarterly*, Vol. 14, Number 4, 2004: 713-728.

Dees, Greg J., Beth B. Anderson, and Jane Wei-Skillern. “Scaling Social Impact.” *Stanford Social Innovation Review*, Volume 1, Number 4, 2004: 24-32.

Alphonse, Philip, Thomas Hellman, and Jane C. Wei. "Minority Private Equity: A Market in Transition." *Journal of Private Equity*, Volume 2, Number 4, 1999: 27-45.

Book Chapters

Leonard, Dutch, Ezequiel Reficco, Jane Wei-Skillern, and James E. Austin. "Social Entrepreneurship: It's for Corporations, Too." Chapter 8 in *Social Entrepreneurship*, edited by Alex Nicholls. Oxford: Oxford University Press, 2006.

Austin, James E., Dutch Leonard, Ezequiel Reficco, and Jane Wei-Skillern. "Corporate Social Entrepreneurship: A New Vision for CSR." In *The Accountable Corporation*. Vol. 2, edited by Marc J. Epstein and Kirk O. Hanson. Praeger Publishing, 2005.

Kramer, Roderick M., Ben Hannah, Jane C. Wei, and Steve Su. "Collective Identity, Collective Trust, and Social Capital: Linking Group Identification and Group Cooperation." In *Groups at Work : Theory and Research*, edited by M. Turner. Mahwah, N.J.: Lawrence Erlbaum Associates, 2001.

Kramer, Roderick M., Jane C. Wei, and Jonathan Bendor. "Golden Rules and Leaden Worlds: Exploring the Limitations of Tit-for-Tat as a Social Decision Rule." In *Ethical Cognition in Organizations*, edited by D. M. Messick, J. Darley and T. R. Tyler. Mahwah, N.J.: Lawrence Erlbaum Associates, 2001.

Kramer, Roderick M., and Jane C. Wei. "Social Uncertainty and the Problem of Trust in Social Groups: The Social Self in Doubt." In *The Psychology of the Social Self*, edited by T. R. Tyler, R.M. Kramer, and O.P. John. Mahwah, N.J.: Lawrence Erlbaum Associates, 1999.

Case Studies

Jane Wei-Skillern. "Maddie's Fund". UC Berkeley Haas School of Business case. (2015)

Callanan, Laura , Jane Wei-Skillern, and Amy O' Callaghan. "Deborah Cullinan and Yerba Buena Center for the Arts". UC Berkeley Haas School of Business case. (2014)

Callanan, Laura , Jane Wei-Skillern, and Amy O' Callaghan. "Deborah Cullinan and Yerba Buena Center for the Arts " . UC Berkeley Haas School of Business Teaching Note. (2014)

Wei-Skillern, Jane. "The Energy Foundation: Catalyzing and Adapting Networks in China" . UC Berkeley Haas School of Business case. (2014)

Wei-Skillern, Jane. "The Energy Foundation China: Catalyzing and Adapting Networks in China" . UC Berkeley Haas School of Business Teaching Note. (2014)

Callanan, Laura , Jane Wei-Skillern, and Prentice Onayemi . "Theaster Gates: Artist as Catalyst for Community Development" UC Berkeley Haas School of Business case. (2014)

Callanan, Laura , Jane Wei-Skillern, and Prentice Onayemi . "Theaster Gates: Artist as Catalyst for Community Development". UC Berkeley Haas School of Business Teaching Note. (2014)

Wei-Skillern , Jane. "The William Caspar Graustein Memorial Fund: Catalyzing Networks and Collaboration". UC Berkeley Haas School of Business case. (2014)

Wei-Skillern , Jane. "The William Caspar Graustein Memorial Fund: Catalyzing Networks and Collaboration” UC Berkeley Haas School of Business Teaching Note. (2014)

Callanan, Laura and Jane Wei-Skillern. “James Houghton and Signature Theater”. UC Berkeley Haas School of Business case. (2014)

Callanan, Laura , Jane Wei-Skillern, and Prentice Onayemi "James Houghton and Signature Theatre" UC Berkeley Haas School of Business Teaching Note." (2014)

Wei-Skillern, Jane, Sonia Marciano, and Barbara Passy. “Mattel’s Long Hot Summer”. Harvard Business School Case. (2008)

Wei-Skillern, Jane, and Sonia Marciano. “Primer on the U.S. Television Industry”. Harvard Business School Note. (2008)

Wei-Skillern, Jane, and Kerry Herman. “World Wildlife Fund U.S.” Harvard Business School Case. (2008)

Wei-Skillern, Jane, and Alison B. Wagonfeld. “The Energy Foundation.” Harvard Business School Case. (2008)

Wei-Skillern, Jane and Aldo Sesia. "New Schools Venture Fund (TN)." Harvard Business School Teaching Note 307-072. (2007)

Wei-Skillern, Jane, and Aldo Sesia. "Steve Mariotti and NFTE (TN)." Harvard Business School Teaching Note 307-073. (2007)

Wei-Skillern, Jane, and Aldo Sesia. "STRIVE (TN)." Harvard Business School Teaching Note 307-071. (2007)

Wei-Skillern, Jane, and Kerry Herman. “Habitat for Humanity Egypt.” Harvard Business School Case 9- 307-001. (2006)

Wei-Skillern, Jane, and Alexis Gendron. "Guide Dogs for the Blind Association, TN." Harvard Business School Teaching Note 5-303-124. (2004)

Wei-Skillern, Jane, Eric Chan, and Alexis Gendron. “The Harbus Foundation 2003.” Harvard Business School Case 9-304-112. (2004)

Wei-Skillern, Jane, and Eric Chan. “The Harbus Foundation (2003), TN.” Harvard Business School Teaching Note 5-304-111. (2004)

Grossman, Allen S., Jane Wei-Skillern, and Alexis Gendron. " The Nature Conservancy, TN." Harvard Business School Teaching Note 5-304-113. (2004)

Austin, James, E., Jane Wei-Skillern, and Alexis Gendron. “Peninsula Community Foundation, TN.” Harvard Business School Teaching Note 9-304-015. (2004)

Austin, James E., Jane Wei-Skillern, and Alexis Gendron. "Starbucks and Conservation International, TN." Harvard Business School Teaching Note 5-304-100. (2004)

Grossman, Allen S., Jane Wei-Skillern, and Kristin Lieb. "Guide Dogs for the Blind Association." Harvard Business School Case 303-006. (2003)

Grossman, Allen S., and Jane Wei-Skillern. "The Nature Conservancy." Harvard Business School Case 303-007. (2003)

Austin, James E., Jane Wei-Skillern, and Alison B. Wagonfeld. "Peninsula Community Foundation." Harvard Business School Case 304-015. (2003)

Wei-Skillern, Jane, and Velina Peneva. "Sustainable Conservation—Where Next?" Harvard Business School Case 304-017. (2003)

Wei-Skillern, Jane, and Velina Peneva. "Sustainable Conservation—Where Next?, TN." Harvard Business School Teaching Note 9-304-018. (2003)

Wei-Skillern, Jane "Sustainable Development at Shell (A)." Harvard Business School Case 303-005. (2002)

Wei-Skillern, Jane "Sustainable Development at Shell (B)." Harvard Business School Case 303-072. (2002)

Wei-Skillern, Jane "Sustainable Development at Shell (C)." Harvard Business School Case 303-074. (2002)

Wei-Skillern, Jane "Sustainable Development at Shell (A, B, C), TN." Harvard Business School Teaching Note 5-305-004. (2002)

Wei-Skillern, Jane "The September 11th Fund: The Creation." Harvard Business School Case 302-083. (2001)

Wei-Skillern, Jane "The September 11th Fund: The Creation, TN." Harvard Business School Teaching Note 302-126. (2001)

Wei-Skillern, Jane "Women's World Banking: Catalytic Change Through Networks, TN." Harvard Business School Teaching Note 302-125. (2001)

INVITED OR REFEREED PRESENTATIONS

Jane Wei-Skillern. "Networks for Impact". Maddie's Fund annual staff retreat. Pleasanton, CA.

Jane Wei-Skillern. "Networks for Impact". Nonprofit Association of Oregon. Eugene and Portland, OR. January 2016.

Jane Wei-Skillern. "Networks for Impact". Humanity United annual staff retreat. St. Helena, CA. February 2016.

Jane Wei-Skillern. “Networks for Impact”. World Reader annual board meeting. San Francisco, CA. February 2016.

Jane Wei-Skillern. “Networks for Impact”. Keynote presentation Social Innovation Symposium at Tulane University. New Orleans, LA. March 2015.

Jane Wei-Skillern. “Bringing Down the Walls: The Networked Nonprofit”. Presented to members of Global Washington and Seattle Housing Consortium. Seattle, Washington. September 2014.

Jane Wei-Skillern, David Nee, and Marty Kooistra. “Cracking the Network Code: Four Principles for Grantmakers”. Presented at Grantmakers for Effective Organization’s Annual Conference. Los Angeles, CA. March 2014.

Jane Wei-Skillern. “Achieving Impact Through Networks”. Energy Foundation annual board meeting. San Francisco, CA. November 2013.

Jane Wei-Skillern and Craig Appel. “Putting Values into Action: A Case Study Teaching of the Energy Foundation”. Presented at Grantmakers’ for Effective Organization’s Supporting Social Movements Conference. Washington DC, October 2013.

Jane Wei-Skillern. “When Less is More: Achieving Impact Through Networks”. Presenter at Medicines360 Speaker Series. San Francisco, November 2012.

Jane Wei-Skillern. “When Less is More: Achieving Impact Through Networks”. Presenter at Sarkeys Foundation’s Annual Nonprofit Institute via Skype. Oklahoma, May 2012.

Jane Wei-Skillern and David Haskell. “Network Perspectives: Lessons from the Field”. Presenter at Growing Social Impact in a Networked World: A Grantmaker’s Gathering on Networks, hosted by Grantmakers for Effective Organizations and Monitor Institute, San Francisco, CA, October 2011.

Jane Wei-Skillern. “When Less is More: Achieving Impact through Strategic Networking”. Plenary Speaker at Board Source Annual Leadership Forum, Atlanta Georgia, September 2011.

Jane Wei-Skillern. “Collective Impact vs. Scaling Nonprofits”. Presenter/Panel moderator at Foundation Strategy Group/Stanford Social Innovation Review Conference on Collective Impact, Stanford University, March 2011.

Jane Wei-Skillern. “When Less is More: Achieving Mission Impact Through Strategic Networks”. Keynote speaker at Association of Fundraising Professionals Philanthropy Day, Delaware, November 2006.

Jane Wei-Skillern. “Increasing Mission Impact Through Strategic Networks”. Presented at the 7th World ORT National Directors Forum, Harvard University, June 2006.

Jane Wei-Skillern. “Corporate Citizenship”. Presented at TsingHua University CEO US Training Program. Harvard University, May 2006.

Jane Wei-Skillern. "Mission Impact through Social Entrepreneurship". Presented at the Conference on Social Enterprise, Hong Kong, April 2006.

Jane Wei-Skillern. "The Value of Networks in Successful Social Enterprise". Presented at the Great Bay Foundation Annual Conference, December 2005.

Jane Wei-Skillern. "Networks for Social Impact." Presented at the May Social Enterprise Faculty Seminar at Harvard Business School. May 2005.

Jane Wei-Skillern, Jim Austin, and Howard Stevenson. "Social Entrepreneurship and Commercial Entrepreneurship: Same, Different, or Both?" Presented at the annual ARNOVA conference in Denver, CO. November 2003.

Jane Wei-Skillern. "The Evolution of Shell's Stakeholder Approach: A Case Study." Presented at the annual Business Ethics in a Global Economy Conference at Santa Clara University. February, 2002.

Jane C. Wei. "The Mainstreaming of Minority Private Equity." Keynote speaker at Progress Investment Company Private Equity Forum in Chicago, IL. June 2000.

Jane C. Wei. "On the Strategic Advantage of Specialist Niche Positions: A Study of SBICS and SSBICs from 1976 to 1997." Presented at the annual Academy of Management Conference in San Diego, CA. August 1998.

Jane C. Wei. "Organizational Non-Compliance: An Institutional and Resource Dependence Perspective." Presented at the annual Stanford Conference on Organizations at Asilomar Conference Center in Pacific Grove, CA. May 1996.

TEACHING

Networks for Impact: Social Innovation's Next Frontier. MBA/EWMBA elective course, UC Berkeley Haas School of Business. (Spring 2014)

Achieving Social Impact/Social Entrepreneurship. MBA elective course, Stanford Graduate School of Business. (Spring 2009, Winter 2010, Spring 2010, Spring 2011, Spring 2012, Spring 2013).

Social Entrepreneurship (team taught with Jennifer Walske). MBA elective course UC Berkeley Haas School of Business. (Spring 2012)

Strategic Management for Nonprofit Organizations (team taught with Nora Silver). MBA elective course, Haas School of Business, UC Berkeley. (Fall 2008, Fall 2009, Fall 2010, Fall 2011)

Achieving Social Impact (Social Entrepreneurship). MBA elective course, Haas School of Business, UC Berkeley. (Spring 2009, Spring 2010).

Entrepreneurship in the Social Sector. MBA elective course, Harvard Business School. (Fall 2002, 2003, 2004, 2006).

Entrepreneurship in the Social Sector. Graduate level course, Kennedy School of Government, Harvard University. (Fall 2006).

Strategic Perspectives in Nonprofit Management. Executive Education, Harvard Business School. (Summer 2004, 2005, 2006).

Habitat for Humanity Senior Leadership Retreat. Executive Education Custom Program, Harvard Business School. (Summer 2003)

Learning to Lead. MBA foundations course, Harvard Business School. (Fall, 2001, 2002, 2003)

Social Enterprise. MBA required course, Harvard Business School. (Spring 2002, 2003)

Developing Effective Organizations. Organizational Behavior Executive MBA core course, London Business School. (Fall and Spring 2000/2001)

RESEARCH AND TEACHING INTERESTS

Social Entrepreneurship

Nonprofit Networks

Management and Strategy for Nonprofit Organizations

Philanthropy

Business and Society

Corporate Social Responsibility

Organizational Behavior

REFERENCES

James E. Austin

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Harvard Business School

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