



**Michael Sacks,
Ph.D.**

Professor in the Practice of Organization & Management, Goizueta Business School; and Vice Provost for Emory University Strategies

Michael Sacks currently serves as Emory's Vice Provost for University Strategies. In this role, Michael is responsible for creating Emory's strategic plan for the future. He is specifically tasked with helping to guide university-level strategies that integrate multiple school initiatives towards common objectives.

Professor Michael Sacks joined the Goizueta Business School faculty in fall 2000 after completing his Ph.D. in Organization Behavior and Sociology in the Kellogg Graduate School of Management at Northwestern University. Michael teaches core organizational behavior, strategy, and leadership classes across all of our programs.

In addition, Michael is heavily engaged in Emory Executive education, serving as faculty director for several open enrollment and custom programs. He also serves as Academic Director for the Woodruff Leadership Academy in Emory's Woodruff Health Sciences Center. Michael recently served as Interim Associate Dean and Director of the Evening MBA Program.

Michael's research explores how entrepreneurs use social capital to negotiate economic opportunities. His most recent work investigates how social networks heighten entrepreneurial access to venture capital money, and how the management of social capital affects future funding and ultimate economic profits. Other projects have been published in outlets including *Research in the Sociology of Organizations*, *American Behavioral Scientist*, *Negotiation Journal*, *Business Communications Quarterly*, and *The Financial Times*.

Michael is also on an interdisciplinary team that received a grant from the National Institutes of Health (NIH) to form the Broadening Experiences in Scientific Training (BEST) program in collaboration with Georgia Tech University.

Education

- Ph.D., Northwestern University, Kellogg Graduate School of Management, 2001
- M.B.A., Northwestern University, Kellogg Graduate School of Management, 1996
- B.A., University of California, Santa Barbara, 1993

Areas of Expertise

- Negotiations and Conflict Resolution
- Leadership Development
- Organizational Change
- Strategic Decision-Making
- Social Networks