

Adina D. Sterling

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July 2026

Employment

2023-present	Katherine W. Phillips Associate Professor of Management, Columbia University, Graduate School of Business
2018-present	Founder and Director of the Equity by Design Lab
2019-2023	Associate Professor of Organizational Behavior Stanford University, Graduate School of Business and by courtesy, Sociology
2015-2019	Assistant Professor of Organizational Behavior Stanford University, Graduate School of Business
2011-2015	Assistant Professor of Strategy Washington University in St. Louis, Olin Business School

Education

2006-2011	Emory University, Goizueta Business School Atlanta, Georgia PhD in Organization and Management, 2011 Dissertation: Who You Know: Pre-Entry Contacts and Post-Entry Social Structure (Published)
1997-2002	The Ohio State University Columbus, Ohio B.S. in Chemical Engineering, Minor in Economics <i>Magna Cum Laude</i>

Peer Reviewed Publications[†]

13. S. Wang and A. D. Sterling. 2025. Setting Up the Gap? Gender Differences in Initial Salary Offers in Hiring. *Organization Science*, *In Press*.

12. A. D. Sterling. 2024. This is Why I Leave: Race and Voluntary Departure. *Administrative Science Quarterly*, 69(4), 926-961.

11. A.D. Sterling and J. Merluzzi. 2021. Tryouts as Alternative Hiring Arrangements in Organizations. *Research in Organizational Behavior*.
Note: In published in press in 2021; backdated by the publisher to 2019.
 10. Gender Pay Gap Among STEM Graduates. 2020. *Proceedings of the National Academy of Sciences*, 117 (48) 30303-30308.
 9. R. Galperin, O. Hahl, **A. D. Sterling**, and J. Guo*. 2020. Too Good to Hire? Capability and Commitment Inference in Labor Markets. *Administrative Science Quarterly*, 65(2): 275-313.
 8. D. Elfenbein and **A. D. Sterling**. 2018. (When) Is Hiring Strategic? Human Capital Acquisition in the Age of Machines. *Strategy Science*, 3(4):668-682.
 7. **A. D. Sterling** and R. M. Fernandez. 2018. Once in the Door: Gender, Tryouts and the Initial Salaries of Managers. *Management Science*, 64(11): 5444-5460.
 - 6A. J. Merluzzi and **A. D. Sterling**. 2017. Lasting Effects? Referrals and Career Mobility of Demographic Groups in Organizations. *Industrial Labor Relations Review*, 70(1): 105-131.
- Revised and expanded version:**
- 6B. **A.D. Sterling**. 2022. Race and the Enduring Effects of Labor Market Networks on Careers in the Workplace. Forthcoming in the 5th edition of *Social Stratification*, edited by David B. Grusky, Nima Dahir, and Claire Daviss.
 5. **A. D. Sterling**. 2015. Pre-Entry Contacts and the Generation of Nascent Networks in Organizations. *Organization Science*, 26(3): 650- 667.
 4. **A. D. Sterling**. 2014. Friendships and Search Behavior in Labor Markets. *Management Science*, 60(9): 2341-2354.
 3. M. Bidwell, F. Briscoe, I. Fernandez-Mateo and **A.D. Sterling**. 2013. The Employment Relationship and Inequality: How and Why Changes in Employment Practices are Reshaping Rewards in Organizations. *Annals of the Academy of Management*, 7: 61121.
 2. P. Roberts and **A. D. Sterling**. 2012. Network progeny? Prefounding social ties and the success of new entrants. *Management Science*, 58(7): 1292-1304.
 1. C. I. Rider, **A. D. Sterling** and D. Tan. 2016. Career Mobility and Racial Diversity in Law. *Diversity in Practice*, Chapter 12. Race, Class, and Gender in Legal and Professional Careers, Cambridge Univ. Press in American Bar Foundation's Research Group on Legal Diversity.

Other Publications

4. S. Correll and A.D. Sterling. 2025. Making a Business Case for DEI. *Contexts*, Spring Issue, pg. 17-18.
3. **A. D. Sterling**. 2018. Gender and Networks. *State of the Union Report*. Stanford Poverty and Inequality Center.
2. J. Merluzzi and **A.D. Sterling**. 2017. Black Employees Are More Likely to Be Promoted When They Were Referred by Another Employee. *Harvard Business Review*.
1. **A. D. Sterling**. 2016. How Having an MBA vs. a Law Degree Shapes Your Network. *Harvard Business Review*.

Working Papers (manuscripts available)

5. Is It the (Written) Expression that Counts? Gender and Hiring in a Global Sales Firm (with N. Overmeyer). Under 2nd Review, *American Sociological Review*.
4. Breaking Down Information Inequality: Evidence from a Field Experiment in the Technology Industry (with J. Choi and S. Ireokomos).
3. Signals and Proof: Examining Mechanisms to Narrow the Gender Pay Gap at Workforce Entry. A. D. Sterling (with S. Gilmartin and S. Sheppard).
2. The Price of Entry? Race, Internships and Good Jobs in Early Careers (with M. Thompson and D. Rojas).
1. The Impact of #MeToo Movement on Female Employees (with Hugh Wu and Huayu Xu).

Work-in-Progress

3. Under Scrutiny: An Assessment of Hiring Decisions Using Eye-tracking Software.
2. Gendered Persistence after Rejection (with Laura Doering and Yixi Chen)
1. Race, Health, and Hiring. Experimental Design Stage

Teaching Experience

Courses Taught

Spring 2025	Organizational Change, MBA Elective, Columbia University
Spring 2024-Fall 2025	Equity by Design, MBA Elective, Columbia University
Summer 2016, 2017, 2018	Organization Design (Core MSx Course), Stanford GSB
Spring 2018, 2019, 2021, 2022	Economic Sociology of Markets and Organizations - PhD Level Course, Stanford GSB Note: Cross-listed as a PhD Sociology Course
Spring 2017	Introduction to Organizational Behavior, Stanford Law School
Fall 2011-2014	The Individual in the Managerial Environment (BSBA core course), Washington University Olin Business School
Spring 2010	Teaching Assistant, Leading & Managing Change (MBA/BSBA course), Emory University Goizueta Business School
Spring 2009	Teaching Assistant, Leading Organizations and Strategy (MBA core course) Emory University Goizueta Business School
Fall/Winter/Spring 1999-2001	Mathematics Teaching Assistant, Department of Mathematics, The Ohio State University

Cases Authored

The Myth of Merit in Banking:
Hiring for Internships
CBS Cases A and B (2025)

The NYC Liberty, The Audacity to Build a Super Team in the WNBA,
CBS Cases A and B (2025)

GoDaddy and the Holy Grail:
Equal Access to Top Performance Reviews (2020)
Cases: SM-318A, SM-318B, SM-318C

<i>Editorial Work</i>	Management Science, Associate Editor, 2019-Present Organization Science, Editorial Review Board, 2016-Present American Sociological Review, Ad Hoc Reviewer, 2012-Present Administrative Science Quarterly, Ad Hoc Reviewer, 2012-Present Academy of Management Journal, Ad Hoc Reviewer, 2014-Present Industrial Relations Review, Ad Hoc Reviewer, 2015-Present American Journal of Sociology, Ad Hoc Reviewer, 2012-Present Proceedings of the National Academy of Sciences, 2021-Present
<i>Professional Affiliations</i>	Academy of Management 2006-Present American Sociological Association 2008-Present PhD Project Minority Faculty of Color Association 2011-Present

Invited Seminar Presentations

2025	McGill University, Desautels Faculty of Management
2025	University of Berkeley, Hass Business School
2025	Rice University, Jones Business School
2024	Johns Hopkins University, Carey School of Business
2024	University of Michigan
2022	Cornell University, Industrial Labor Relations School
2022	Harvard Business School, Technology and Operations
2022	Columbia Business School, Columbia University
2022	University of Wisconsin Department of Management
2022	Harvard Business School, Organizational Behavior Group
2021	University of Minnesota Carlson School of Management
2021	Olin Business School, Washington University in St. Louis
2021	Stanford University SCANCOR
2021	Bocconi University, Bocconi School of Management
2020	UCLA Anderson School of Management
2020	University of Chicago, Booth School of Business
2020	MIT Sloan School of Management
2020	Columbia Business School, Columbia University
2019	New York University, Leonard N. Stern School
2019	Berkeley Sociology Department, University of California
2019	Carnegie Mellon University Tepper School of Business
2019	Dartmouth University Tuck School of Business
2018	Northwestern University, Kellogg Business School
2018	MIT Sloan School of Management
2018	Cornell University Industrial Labor Relations School
2018	University of Washington Foster School of Business
2018	University of Maryland Smith School of Business
2018	University of Pennsylvania Wharton School

2018	University of Toronto Rotman School
2017	Yale School of Management Yale University
2017	Sociology Department, Stanford University
2017	University of British Columbia Sauder School of Management
2017	McGill University Desautels School of Management
2017	University of Santa Clara Leavey Business School
2016	Berkeley Haas Business School MORS Colloquium
2016	Psychology Department, Stanford University
2016	IE Business School (Madrid, Spain)
2014	Stanford Graduate School of Business
2013	MIT Sloan School of Management
2013	University of Illinois at Urbana Champaign
2011	University of Pennsylvania Wharton School
2010	Washington University in St. Louis Olin Business School

Selected Conferences and Presentations

2024	• Socio-Cognitive Perspectives in Entrepreneurship and Strategy (SCOPE), Barcelona, Spain • European Groups and Organizations Conference (EGOS), Milan • Relationships Across Differences (RAD), Wharton • Academy of Management Meeting • Equitable Opportunities Conference, University of Michigan
2023	• Academy of Management Meeting • Wharton People and Organizations Conference
2022	• American Sociological Association Meeting • European Groups and Organizations Conference (EGOS), Austria • EGOS Plenary on Race, Austria • Wharton People and Organizations Conference • Academy of Management Annual Meeting
2021	• Stanford Center for Comparative Studies in Race and Ethnicity • American Sociological Association Meeting Plenary Session • Academy of Management Annual Meeting
2020	• European Groups and Organizations Conference (EGOS) • American Sociological Association Meeting • People and Organizations Conference, Wharton Business School
2019	• INSEAD Women and Work Conference (Singapore) • Academy of Management Meeting (Boston, MA) • Economic Sociology Conference (Atlanta, GA)
2018	• Stanford Hiring and Organizations Conference • European Groups and Organizations Conference (Tallin, Estonia) • Stanford State of the Union Presenter, Center on Poverty and Inequality
2017	• Junior Organization Theory Conference (Yale University) • Academy of Management Meeting (Atlanta, GA) • Wharton's People and Organizations Conference (University of

- Pennsylvania)
- 2016
- European Groups and Organizations Conference (Naples, Italy)
 - Academy of Management Meeting (Los Angeles, CA)
 - Wharton's People and Organizations Conference (University of Pennsylvania)
 - Economic Sociology Conference (Northwestern University)
 - Economic Sociology Workshop (Stanford)
- 2015
- What Works ILRR Conference (New York, NY)
 - Academy of Management Conference (Vancouver, Canada)
 - American Sociological Association Conference (Chicago, IL)
- 2014
- Academy of Management Conference (Philadelphia, PA)
 - European Group for Organizational Studies Conference (Netherlands)
 - Midwest Strategy Conference (University of Wisconsin)
 - Strategy Research Forum (Santa Fe, New Mexico)
 - BYU-Strategy Conference (Salt Lake City, Utah)
 - Wharton's People and Organizations Conference (University of Pennsylvania)
 - Junior Organizational Theory Conference (Berkeley)
- Selected Service**
- CBS: Hiring, OT Research Committees
 - Artificial Intelligence and Governance Faculty Reading Group, Stanford University, 2022
 - Cofounder and organizer of Junior Black Faculty Group at Stanford, 2020-2021
 - American Sociological Association (ASA) Work and Occupations Committee, 2019-2021
 - ASA Best Doctoral Dissertation Competition Committee, 2020
 - Organization and Management Theory (OMT) Best Paper Research Committee, 2015-2019
 - Strategic Management Research Committee, 2016-2018
 - Symposium Organizer, AOM Meetings, 2010-2021
 - Stanford Hiring and Organizations Conference Organizer, 2018
 - Co-Organizer of Macro OB Seminar Series, Stanford GSB, 2016-2018
 - Macro OB Brown Bag Seminar Series Organizer, Stanford GSB, 2016-2019

Selected Media Coverage

Just 2.7% of Top Roles in Big Tech Held by Black Executives, *The Information*
 The 'Overqualified' Trap Can Hit You at Any Time, *Wall Street Journal*
 The Cost of Fitting In, *Fast Company*
 "Young Profs" Selectee: Social Network Effects in Hiring *Business + Strategy*
 Friendships and Search Behavior, *Forbes*, Short Thoughts on Big Data, In Perspectives, A Newsletter of the *American Sociological Association*
 Short Thoughts on Big Data, In Perspectives, A Newsletter of the *American Sociological Association*

**Industry
Experience**

Procter and Gamble, Senior Engineer

**Outside
Activities
(2018-present)**

AirBnB, Genentech, Cooley, Google, Maxim Integrated, Emerson, Alred
P. Sloan Foundation, San Francisco Department of Public Health, Ohio
State University College of Engineering