

**Brian S. Silverman**

J.R.S. Prichard and Ann Wilson Chair in Management  
University of Toronto  
Rotman School of Management  
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**Academic Positions**

- 2001-present    **University of Toronto, Rotman School of Management**  
J.R.S. Prichard and Ann Wilson Chair in Management, 2004-  
Full Professor, 2004-  
Magna International Professor of Strategy, 2003-2004  
Associate Professor, 2001-2004  
Area Coordinator, Strategic Management area, 2005-2010, 2019-2021  
Associate Dean, Research and Academic Resources, 2017-2018; 2019-2020  
Cross-appointed, Institute for Management & Innovation, UT Mississauga, 2012-  
Lab Economist, Creative Destruction Lab, 2017-2020  
Senior Fellow, Massey College, 2010-2020
- 1998-2001    **Harvard University, Graduate School of Business Administration**  
Assistant Professor
- 1995-1998    **University of Toronto, Rotman School of Management**  
Assistant Professor
- Visiting positions
- April 2019    **Copenhagen Business School**  
Visiting Fellow
- Nov 2018    **Victoria University of Wellington**  
Visiting Professor
- May 2017    **University of Oxford, Said Business School**  
Academic Visitor
- March 2016    **University of Cambridge, Cambridge Judge Business School**  
Sandra Dawson Visiting Professor
- Spring 2015    **London Business School**  
Visiting Fellow
- Feb 2014    **Technion**  
Visiting Fellow
- Fall 2010    **New York University, Stern School of Business**  
Visiting Scholar

- March 2010     **Singapore Management University**  
Visiting Professor
- March 2009     **Université de Paris I**  
Visiting Professor
- June 2005      **Université de Paris XI**  
Visiting Professor
- Spring 2004    **University of Pennsylvania, The Wharton School**  
Senior Fellow
- Fall 2003       **Columbia Business School**  
Visiting Scholar

### **Education**

- 1996            **University of California, Berkeley**  
**Walter A. Haas School of Business**  
Ph.D. degree in Business Administration  
Concentration: Business and Public Policy
- 1992            **University of California, Berkeley**  
**Walter A. Haas School of Business**  
M.A. degree in Economics  
Concentration: Industrial Organization
- 1990            **Massachusetts Institute of Technology**  
**Alfred P. Sloan School of Management**  
S.M. degree in Management  
Concentrations: Corporate Strategy; Applied Economics; Marketing
- 1985            **Harvard College**  
A.B. degree magna cum laude in Economics

### **Journal Articles**

Suddaby, R., B.S. Silverman, P. Jaskiewicz, A. de Massis & E.R. Micelotta (2023), “History-Informed Family Business Research: An Editorial on the Promise of History and Memory Work,” *Family Business Review*, 36(1): 4-16. [Introductory article by special issue co-editors.]

Hofstetter, J.S., A.M. McGahan, B.S. Silverman & B.D. Zoogah (2022) Sustainability and Global Value Chains in Africa: Introduction to the Special Issue, *Africa Journal of Management*, 8(1): 1-14. [Introductory article by special issue co-editors.]

Cuypers, I.R.P., G. Ertug, J-F. Hennart and B.S. Silverman (2021), “Transaction Cost Theory: Past Progress, Current Challenges, and Suggestions for the Future,” *Academy of Management Annals*, 15(1): 111-150.

Argyres, N.S., L. Rios and B.S. Silverman (2020), “Organizational Change and the Dynamics of Innovation: Formal R&D Structure and Intrafirm Inventor Networks,” *Strategic Management Journal*, 41(11): 2015-2049.

Argyres, N.S., A. De Massis, N.J. Foss, F. Frattini, G. Jones and B.S. Silverman (2020), “History-informed Strategy Research: The Promise of History and Historical Research Methods in Advancing Strategy Scholarship,” *Strategic Management Journal*, 41(3): 343-368. [Introductory article by special issue co-editors.]

Bruce, J.R., J.M. de Figueiredo and B.S. Silverman (2019), “Public Contracting for Private Innovation: Government Capabilities, Decision Rights, and Performance Outcomes,” *Strategic Management Journal*, 40(4): 533-555.

de Figueiredo, J.M. and B.S. Silverman (2017), “On the Genesis of Interfirm Relational Contracts,” *Strategy Science*, 2(4): 234-245.

Silverman, B.S. and P. Ingram (2017), “Asset Ownership and Incentives in Early Shareholder Capitalism: Liverpool Shipping in the 18<sup>th</sup> Century,” *Strategic Management Journal*, 38(4): 854-875.

Ingram, P. and B.S. Silverman (2016), “The Cultural Contingency of Structure: Evidence from Entry to the Slave Trade in and around the Abolition Movement,” *American Journal of Sociology*, 122(3): 755-797.

Recipient, 2017 Gould Prize, *American Journal of Sociology*

Recipient, American Sociology Association, Section on Collective Behavior and Social Movements, 2017 Distinguished Contribution to Scholarship Article Award

Goldfarb, A., R.C. McDevitt, S. Samila and B.S. Silverman (2015), “The Effect of Social Interaction on Economic Transactions: Evidence from Changes in Two Retail Formats,” *Management Science*, 61(12): 2963-2981.

Chong, E., S. Saussier and B.S. Silverman (2015), “Water under the Bridge: Determinants of Franchise Renewal in Water Provision,” *Journal of Law, Economics and Organization*, 31(S1): 3-39.

Tzabbar, D., B.S. Silverman and B.S. Aharonson (2014), “Learning by Hiring or Hiring to Avoid Learning?” *Journal of Managerial Psychology*, 30(5): 550-564.

Almodovar, P., J. Briones and B.S. Silverman (2014), “Learning through Foreign Market Participation: The Relative Benefits of Exporting, Importing, and Foreign Direct Investment,” *Journal of Technology Transfer*, 39(6): 915-944.

de Figueiredo, J.M. and B.S. Silverman (2012), “Firm Survival and Industry Evolution in Vertically Related Populations,” *Management Science*, 58(9): 1632-1650.

Oxley, J.E., R. Sampson and B.S. Silverman (2009), “Arms Race or Detente? The Effect of Alliance Announcements on Rivals’ Market Values,” *Management Science*, 55 (8), 2009, 1321-1337.

Nickerson, J.A., B.S. Silverman, and T.R. Zenger (2007), “The ‘Problem’ of Creating and Capturing Value,” *Strategic Organization*, 5(3): 211-225.

de Figueiredo, J.M. and B.S. Silverman (2007), "Churn, Baby, Churn: Strategic Dynamics Among Dominant and Fringe Firms in a Segmented Industry," *Management Science*, 53(4): 632-650.

McGahan, A.M. and B.S. Silverman (2006), "Profiting from Technological Innovation by Others: The Effect of Competitor Patenting on Firm Value," *Research Policy*, 35(9): 1222-1242.

de Figueiredo, J.M. and B.S. Silverman (2006), "The Returns to Lobbying: University Lobbying Efforts and the Allocation of 'Earmarked' Academic Grants," *Journal of Law and Economics*, 49(2): 597-626.

Baum, J.A.C. and B.S. Silverman (2004), "Picking Winners or Making Them? Alliances, Patents, and Human Capital as Selection Criteria in Venture Financing and Performance of Biotechnology Startups," *Journal of Business Venturing*, 19: 411-436.

Named Most Impactful Paper from 2004 by *Journal of Business Venturing* in 2010.

Reprinted in M. McKelvey and L. Orsenigo (editors) (2006), *The Economics of Biotechnology* (Cheltenham UK: Edward Elgar).

Argyres, N.S. and B.S. Silverman (2004), "R&D, Organization Structure, and the Development of Corporate Technological Knowledge," *Strategic Management Journal*, 25(8-9): 929-958.

Nickerson, J.A. and B.S. Silverman (2003), "Why Firms Want to Organize Efficiently and What Keeps them from Doing So: Evidence from the For-hire Trucking Industry," *Administrative Science Quarterly*, 48(3): 433-465.

Nickerson, J.A. and B.S. Silverman (2003), "Why Aren't All Truck Drivers Owner-Operators? Asset Ownership and the Employment Relation in Interstate For-Hire Trucking," *Journal of Economics and Management Strategy* 12(1), pp. 91-118.

B.S. Silverman and J.A.C. Baum (2002), "Alliance-based Competitive Dynamics," *Academy of Management Journal* 45(4), pp. 791-806.

McGahan, A.M. and B.S. Silverman (2001), "How Does Innovative Activity Change as Industries Mature?" *International Journal of Industrial Organization* 19(7), pp. 1141-1160.

Calabrese, T., J.A.C. Baum and B.S. Silverman (2000), "Canadian Biotechnology Startups, 1991-1997: The Role of Incumbents' Patents and Strategic Alliances in Controlling Competition," *Social Science Research* 29(4), pp. 503-534.

Baum, J.A.C., T. Calabrese and B.S. Silverman (2000), "Don't Go it Alone: Alliance Networks and Startup Performance in Canadian Biotechnology," *Strategic Management Journal* 21(3), pp. 267-294.

2005, Highly Cited (Top 1%) Article Award, ISI Web of Knowledge.

Reprinted in Ari Ginsberg (ed.) 2010. *Strategies for New Venture Development*. (Northampton, MA: Edward Elgar).

Silverman, B.S. (1999), "Technological Resources and the Direction of Corporate Diversification: Toward an Integration of the Resource-Based View and Transaction Cost Economics," *Management Science*, 45(8), pp. 1109-1124.

Reprinted in M. Wiersema (editor) (2011), *Corporate Strategy* (Cheltenham UK: Edward Elgar).

Mowery, D.C., J.E. Oxley and B.S. Silverman (1998), "Technological Overlap and Interfirm Cooperation: Implications for the Resource-Based View of the Firm," *Research Policy* 27(5), pp. 507-523.

Silverman, B.S., J.A. Nickerson and J. Freeman (1997), "Profitability, Transactional Alignment, and Organizational Mortality in the U.S. Trucking Industry," *Strategic Management Journal* 18(Summer), pp. 31-52.

Mowery, D.C., J.E. Oxley and B.S. Silverman (1996), "Strategic Alliances and Interfirm Knowledge Transfer," *Strategic Management Journal* 17(Winter), pp. 77-91.

Recipient, Dan and Mary Lou Schendel Best Paper Prize [formerly called the *Strategic Management Journal* Best Paper Prize], 2017

Grindley, P., D.C. Mowery and B. Silverman (1994), "The Lessons of SEMATECH: Implications for the Design of High-Technology Research Consortia," *Journal of Policy Analysis and Management* 13(4), Fall, pp. 723-758.

Reprinted as "The Design of High-Technology Consortia: Lessons from SEMATECH," in M. Teubal (editor), *Technological Infrastructure Policy: An International Perspective* (Dordrecht: Kluwer Publishers).

### **Works in Progress (aimed at journals)**

Argyres, N.S., L.A. Rios and B.S. Silverman, "Internal Network Structure as a Generative Appropriability Mechanism," revise-and-resubmit.

Hejazi, W., B.S. Silverman and B. Perekoppi, "Piece-Rate Compensation and the Performance of Non-Routine Work," revise and resubmit.

Yang, J., P. Criscuolo and B.S. Silverman, "The Organizational Structure of Development and Firm Innovation," under review.

de Figueiredo, J.M., T. Sethi and B.S. Silverman, "How Do Inventors' Political Preferences Affect Innovation?"

de Figueiredo, J.M., F.C. Eaglin and B.S. Silverman, "Founding in the Bubble: Entrepreneurial Founding Teams, Funding, and Ideology."

B.S. Silverman, Criscuolo, P., A. ter Wal, B. McEvily, and M. Haas, "Differential Investments in and Returns to Social Capital for Men and Women."

### **Books**

Furman, J., A. Gawer, S. Stern and B.S. Silverman (editors) (2017), *Advances in Strategic Management, volume 37 (Entrepreneurship, Innovation, Platforms)*. Bingley UK: Emerald Group.

Adner, R., J.E. Oxley and B.S. Silverman (editors) (2013), *Advances in Strategic Management, volume 30 (Collaboration and Competition in Business Ecosystems)*. Bingley UK: Emerald Group.

Kahl, S.J., B.S. Silverman and M.A. Cusumano (editors) (2012), *Advances in Strategic Management, volume 29 (History and Strategy)*. Bingley UK: Emerald Group.

Nickerson, J.A. and B.S. Silverman (editors) (2009), *Advances in Strategic Management, Volume 26(The Economic Institutions of Strategy)*. Bingley UK: Emerald Group.

Silverman, B.S. (2002), *Technological Resources and the Logic of Corporate Diversification*. London: Taylor & Francis Books Ltd.

Ingram, P. and B.S. Silverman (editors) (2002), *Advances in Strategic Management, volume 19 (The New Institutionalism in Strategic Management)*. Oxford UK: JAI Press.

## **Book Chapters**

Silverman, B.S. (2020), “Firm-Specific Human Capital and Strategy/Entrepreneurship Research: Three Opportunities,” in D. Tzabbar and B. Crillo (editors), *Advances in Strategic Management 41 (Employee Mobility: A Conversation Across Disciplines and Setting a New Agenda)*. Bingley UK: Emerald Group.

Silverman, B.S. (2019), “Markets for Knowledge: Intellectual Property, Organizational Arrangements, and International Governance,” in E. Brousseau, J. Glachant and J. Sgard (editors), *Oxford Handbook on International Economic Governance and Market Regulation*. Oxford: Oxford University Press.

Furman, J., A. Gawer, B.S. Silverman, and S. Stern (2017), “Introduction: Entrepreneurship, Innovation, and Platforms,” in J. Furman, A. Gawer, B.S. Silverman, and S. Stern (editors), *Advances in Strategic Management, volume 37 (Entrepreneurship, Innovation, and Platforms)*. Bingley UK: Emerald Group.

Martinez, O., J.E. Oxley and B.S. Silverman (2017), “Addressing Endogeneity in Alliance Research,” in L. Mesquita, R. Ragozzino and J.J. Reuer (editors), *Collaborative Strategy: Critical Issues for Alliances and Networks*. Northampton MA: Edward Elgar.

Adner, R., J.E. Oxley and B.S. Silverman (2013), “Competition and Collaboration in Business Ecosystems,” in R. Adner, J.E. Oxley, and B.S. Silverman (editors), *Advances in Strategic Management, volume 30 (Collaboration and Competition in Business Ecosystems)*. Bingley UK: Emerald Group.

Ingram, P., H. Rao and B.S. Silverman (2012), “History in Strategy Research: What, Why, and How,” in S.J.Kahl, B.S. Silverman and M.A. Cusumano (editors), *Advances in Strategic Management, volume 29 (History and Strategy)*. Bingley UK: Emerald Group.

Kahl, S.J., B.S. Silverman and M.A. Cusumano (2012), “History and Strategy,” in S.J. Kahl, B.S. Silverman and M.A. Cusumano (editors) (in press), *Advances in Strategic Management, volume 29 (History and Strategy)*. Bingley UK: Emerald Group.

Nickerson, J.A. and B.S. Silverman (2009), “The Economic Institutions of Strategy,” in J.A. Nickerson and B.S. Silverman (editors), *Advances in Strategic Management, volume 26 (The Economic Institutions of Strategy)*. London UK: Emerald.

Nickerson, J.A. and B.S. Silverman (2009), “New Frontiers in the Strategic Management of Organizational Change,” in J.A. Nickerson and B.S. Silverman (editors), *Advances in Strategic Management, volume 26 (The Economic Institutions of Strategy)*. London UK: Emerald.

Oxley, J.E. and B.S. Silverman (2008), "Inter-firm Alliances: A New Institutional Perspective," in E. Brousseau and J. Glachant, *New Institutional Economics: A Guidebook* (Cambridge: Cambridge University Press).

de Figueiredo, J.M. and B.S. Silverman (2008), "How Does the Government (Want to) Fund Science? Politics, Lobbying and Academic Earmarks," in R.G. Ehrenberg and P. Stephan (editors), *Science and the University* (Madison: University of Wisconsin Press).

Mowery, D.C., J.E. Oxley, and B.S. Silverman (2002), "The Two Faces of Partner-Specific Absorptive Capacity: Learning and Cospecialization in Strategic Alliances," in F. Contractor and P. Lorange (editors), *Cooperative Strategies and Alliances* (London: Elsevier Science).

Ingram, P. and B.S. Silverman (2002), "The New Institutionalism in Strategic Management," in P. Ingram and B.S. Silverman (editors), *Advances in Strategic Management, volume 19 (The New Institutionalism in Strategic Management)*. Oxford UK: JAI Press.

Silverman, B.S. (2001), "Organizational Economics," in J.A.C. Baum (editor), *Blackwell Companion to Organizations* (Boston MA: Blackwell Publishing).

Baum, J.A.C. and B.S. Silverman (2001), "Complexity, Attractors and Path Dependence and Creation in Technological Evolution," in R. Garud and P. Karnoe (editors), *Path as Process* (Hillsdale NJ: Lawrence Erlbaum Associates).

Baum, J.A.C. and B.S. Silverman (1999), "Complexity in the Dynamics of Organizational Founding and Failure," in M. Lissack and H. Gunz (editors), *Managing Complexity in Organizations* (New York: Quorum Press).

Nickerson, J.A. and B.S. Silverman (1998), "Economic Performance, Strategic Position, and Vulnerability to Ecological Pressure in the U.S. Interstate Trucking Industry," in J.A.C. Baum (editor), *Advances in Strategic Management* 15, pp. 37-61.

### **Refereed Conference Proceedings**

de Figueiredo, J.M. and B. S. Silverman (2010), "Vertically Challenged? Vertically Related Populations, Exit Rates, and the Evolution of the Laser Printer Industry," Academy of Management Best Paper Proceedings (Montreal, QC), August.

Baum, J.A.C. and B.S. Silverman (2003), "Picking Winners or Making Them? Alliances, Patents, and Human Capital as Selection Criteria in Venture Financing and Performance of Biotechnology Startups," *Academy of Management Best Paper Proceedings* (Seattle, WA), August.

Silverman, B.S. (2001), "Core Technology, Peripheral Technology, and Corporate Diversification," in *Proceedings of the Administrative Sciences Association of Canada* (London, ON), June.

Calabrese, T., J.A.C. Baum & B.S. Silverman (1999), "The Impact of Incumbents' Patenting and Technological Alliances on the Founding of Canadian Biotech Firms, 1991-1997," in *Proceedings of the Administrative Sciences Association of Canada* (Saint John, NB), June. Best Paper Award of Excellence, Technology and Innovation Management Division, Administrative Sciences Association of Canada.

Baum, J.A.C., T. Calabrese & B.S. Silverman (1999), "Don't Go it Alone: Alliances, Networks, and Startup Performance in Canadian Biotechnology," in *Proceedings of the Administrative Sciences Association of Canada* (Saint John, NB), June.

Nickerson, J.A. & B.S. Silverman (1998), "Economic Performance, Strategic Position, and Vulnerability to Ecological Pressure among U.S. Interstate Motor Carriers," in *Proceedings of the Administrative Sciences Association of Canada* (Saskatoon, SK: ASAC), June. Honourable Mention Award of Excellence, Organization Theory Division, Administrative Sciences Association of Canada.

Baum, J.A.C. & B.S. Silverman (1998), "Alliances, Patents, and Competitive Dynamics in Canadian Biotechnology," in *Proceedings of the Administrative Sciences Association of Canada* (Saskatoon, SK: ASAC), June.

Silverman, B.S., J.A. Nickerson & J. Freeman (1997), "Profitability, Transactional Alignment, and Organizational Mortality in the U.S. Trucking Industry," in *Proceedings of the Administrative Sciences Association of Canada* (St. Johns, NF: ASAC), June. Best Paper Award of Excellence, Organization Theory Division, Administrative Sciences Association of Canada.

Nickerson, J.A. & B.S. Silverman (1997), "Strategy and Structure: The Choice of the Employment Relation in the Interstate For-Hire Trucking Industry," in *Proceedings of the Administrative Sciences Association of Canada* (St. Johns, NF: ASAC), June. Honourable Mention Award of Excellence, Policy Division, Administrative Sciences Association of Canada.

Silverman, B.S. (1997), "Diversification, Mode of Entry, and Survival for Foreign vs. Domestic Expansion: Are There Really Differences?" in *Proceedings of the Administrative Sciences Association of Canada* (St. Johns, NF: ASAC), June.

Silverman, B.S. (1996), "Exploitation of Technical Assets and the Direction of Corporate Diversification," in *Proceedings of the Administrative Sciences Association of Canada* (Montreal: ASAC), May. Best Paper Award of Excellence, Policy Division, Administrative Sciences Association of Canada.

Mowery, D.C., J.E. Oxley & B.S. Silverman (1996), "Technological Complementarity, Technological Overlap, and Interfirm Cooperation," in *Proceedings, Conference on Management of Intellectual Capital*, McMaster University (Hamilton: McMaster University), January.

Silverman, B.S. (1996), "Technical Resources and the Direction of Corporate Diversification," in *Proceedings, Conference on Management of Intellectual Capital*, McMaster University (Hamilton: McMaster University), January.

### **Edited Proceedings**

Silverman, B.S. (Editor) (1998), *Proceedings of the Administrative Sciences Association of Canada (Technology and Innovation Management Division)*, Vol. 19, No. 25.

### **Other Publications**

Silverman, B.S. (2002), "A Culture of Innovation," *National Post*, May 27, p. FP9. (Part of the *National Post* Series on Competitiveness, edited by D. Trefler).



Silverman, B.S. (2002), "Book review: *Technological Change and the Evolution of Corporate Innovation: The Structure of Patenting 1890-1990*," *Academy of Management Review*, 27(2): 311-313.

Baum, J.A.C. and B.S. Silverman (1998), "Patent Races, Capital Races, Learning Races, and Partnering Races in Canadian Biotechnology, 1991-1997," in F. Haynes (editor), *Canadian Biotechnology 1998 Directory* (Toronto: Contact International).

Nickerson, J.A. and B.S. Silverman (1998), "Intellectual Capital Management Strategy: The Foundation of Successful New Business Generation," *Journal of Knowledge Management* 1(4):320-331.

## **Cases**

Silverman, B.S. (2021), "AIM Therapeutics: Looking for the Exit," Rotman School of Management #RSM-21-STR04.

Silverman, B.S. (2020) "Algorithmic Pharma," Rotman School of Management #RSM-20-STR02.

Silverman, B.S. (2020) "Patricia Andrade: December 2018," Rotman School of Management #RSM-20-STR01.

Tripsas, M. & B.S. Silverman (2008), "Tascot Ties: Going Neck-and-Neck with Tradition," Harvard Business School Case #9-808-082.

Silverman, B.S. & B. Huntsberger (2001), "Level (3) Communications in 2001: The 'Pivotal Year,'" Harvard Business School Case #9-701-059.

Silverman, B.S. & B. Huntsberger (2001), "Rambus, Inc.: Commercializing the Billion Dollar Idea," Harvard Business School Case #9-701-056.

Silverman, B.S. & B. Huntsberger (2001), "Rambus, Inc.: Commercializing the Billion Dollar Idea (A)," Harvard Business School Case #9-701-124.

Silverman, B.S. & B. Huntsberger (2001), "Rambus, Inc.: Commercializing the Billion Dollar Idea (B)," Harvard Business School Case #9-701-125.

Silverman, B.S. & B. Huntsberger (2001), "Rambus, Inc.: Commercializing the Billion Dollar Idea (C)," Harvard Business School Case #9-701-126.

M. Rosenberg & B.S. Silverman (2001), "Sun Microsystems, Inc.: Solaris Strategy," Harvard Business School Case #9-701-058.

Silverman, B.S. (2001), "Accrue Software, Inc." Harvard Business School Case #9-701-057.

Porter, M.E. & B.S. Silverman (2000), "Scotts Company: North American Corporate Strategy," Harvard Business School Case #9-701-002.

McGahan, A.M. & B.S. Silverman (2000), "Health Resources & Technology," Harvard Business School Case #9-700-003.

## Invited Seminars and Academic Conferences

- 120 invited seminars [blue = scheduled but not yet occurred]
- 190 conference appearances (as presenter, discussant, panelist, or keynote speaker) [blue = scheduled but not yet occurred]

2024: Makerere University (Uganda), Washington University in St. Louis, [Gakuishin Univesrity](#), [KAIST](#), [Ohio State University](#), [Seoul National University](#), [Singapore Management University](#), [University of Utah](#), [Waseda University](#)

*Academy of Management (AOM) conference, Africa Faculty Development Workshop, Bocconi Non-Market Strategy Conference, Danish Research Unit on Industrial Dynamics (DRUID) conference, Strategic Management Society conference*

2023: Duke University, Fordham University, HEC Paris, Stanford University, University of Ottawa, The Wharton School

*Academy of Management (AOM) conference, Berkeley-Paris-Padova Conference on Organizational Economics, Danish Research Unit on Industrial Dynamics (DRUID) conference, European Group on Organisation Studies (EGOS) colloquium, Society of Institutional and Organizational Economics conference, Strategic Management Society (SMS) conference, University of Chicago Relational Contracts Conference, Wharton Technology Conference*

2022: University of Minnesota, University of North Carolina-Chapel Hill, University of California-Irvine, University of Southern California, Waseda University

*Academy of Management (AOM) conference, Danish Research Unit on Industrial Dynamics (DRUID) conference, European Group on Organisation Studies (EGOS) colloquium, Israel Strategy Conference (ISC) [keynote address], Strategic Management Society (SMS) conference*

2021: Cornell University, INSEAD, LMU Munich, Rice University, Syracuse University, University of Lugano, University of Manchester, University of Michigan

*AOM, DRUID, SMS, University of Chicago Relational Contracts Conference*

2020: Bocconi University, University of Wisconsin

*Strategic Management in Latin America conference*

2019: Copenhagen Business School, Dartmouth College, FGV Business School, HEC Lausanne, IE Business School, IESE Business School, INSPER, Tilburg University

*AOM, DRUID, EGOS, Society of Institutional and Organizational Economics (SIOE) conference, SMS, Strategic Management in Latin America conference [keynote address]*

2018: CUNEF, Makerere University, New York University, Queens University, Universidad Pompeu Fabra, Victoria University Wellington

*AOM, DRUID, EGOS, Law & Economics Association of New Zealand, SIOE, SMS, Wharton Corporate Strategy and Innovation Conference, Makerere University Business School Annual International Business Conference [keynote address]*

2017: Trinity College Dublin

*AOM, EGOS, ISC, SIOE, Berkeley-Paris Organizational Economics Conference*

2016: Oxford University, Tel Aviv University, Université de Paris-Dauphine.

*AOM, DRUID, ISC, INSEAD Networks Conference, SIOE, SMS*

2015: Boston College, Cambridge University, Cranfield University, HEC Paris, London Business School, University of Texas-Dallas

*Berkeley-Paris Conference on Organizational Economics, EGOS, International Society of New Institutional Economics (ISNIE) conference, ISC [keynote address]*

2014: Drexel University, Hebrew University, Technion, University of California-Berkeley

2013: College of William and Mary, ESMT, ESSEC, INSEAD, University of California-Berkeley  
*AOM, DRUID, ISNIE, Strategic Research Initiative conference, European Society for New Institutional Economics (ESNIE) workshop*

2012: Ohio State University, Université de Paris I

*American Law and Economics Association conference, AOM, EGOS, ISC, ISNIE, Haas-Sloan Conference on the Law & Economics of Organization*

2011: Columbia University, Tilburg University, Université de Paris I, University of Rotterdam

*AOM, ALEA, ISNIE*

2010: MIT Sloan School, New York University, Singapore Management University, University of Maryland, Washington University in St. Louis

*AOM, ESNIE*

2009: HEC Paris, IESE, INSEAD, Stanford University, Université de Paris I

*AOM, ISC, Wharton Technology Conference*

2008: Duke University, New York University, University of California-Los Angeles, University of Ottawa

*AOM, ISNIE, Erin Anderson Memorial Conference, Utah Winter Strategy Conference*

2007: Université de Paris XI, University of Central Florida, York University

*ISNIE, Cross-National Technology Licensing Conference, Dartmouth College FIVE Project Conference, Bocconi Strategy, Industry and Innovation Conference*

2006: Carnegie Mellon University, Columbia University, INSEAD Singapore, National University Singapore, University of Minnesota

*AOM, DRUID, ESNIE, Conference to honor Michael Gort, Research Policy Special Issue conference, Strategy Research Forum (SRF) conference*

2005: HEC Paris, University of Texas-Austin, Université de Paris I, Université de Paris XI, Washington University in St. Louis, The Wharton School

*AOM, ISNIE, Alliance Edge Conference*

2004: *ISNIE, SRF*

2003, Duke University, INSEAD, Tilburg University, Université de Paris I, University of California-Los Angeles, University of Southern California, University of Western Ontario.

*AOM, ALEA, ESNIE*

2002: University of Michigan, University of Pittsburgh

*ISNIE, SMS, SRF, Strategic Management Journal Special Issue Conference*

2001: University of California-Berkeley

*AOM, American Economic Association annual meetings, IIB Roundtable*

2000: Boston University, Emory University, New York University  
*AOM, SMS, SRF, Summer Research Workshop for Spanish Scholars, Western Economic Association conference, Wharton Technology Conference*

1999: Carnegie Mellon University, Northwestern University  
*AOM, ISNIE, American Sociological Association annual meetings, Administrative Sciences Association of Canada (ASAC) conference, Strategic Management Journal Special Issue Conference*

1997: Harvard Business School, University of Michigan, University of Western Ontario, The Wharton School  
*AOM, ASAC, SMS, INFORMS conference*

1996: *AOM, ASAC, SMS, CIBER Conference on Longitudinal Research on Foreign Market Entry, HEC Conference on Transatlantic Management, McMaster Conference on Management of Intellectual Capital, Southern Economic Association, Strategic Management Journal Special Issue Conference*

1995: Georgetown University, Harvard Business School, London Business School, San Jose State University, SUNY Buffalo, University of Brighton, University of Illinois-Urbana Champaign, University of Toronto, The Wharton School  
*AOM*

## **Teaching Experience**

### **University of Toronto, Rotman School of Management**

Fundamentals of Strategic Management (M.B.A. core)  
Statistics for Management (M.B.A. core)  
Advanced Concepts in Strategic Management (M.B.A. core)  
Advanced Competitive Strategy (M.B.A. elective)  
Commercializing Technological Innovation (M.B.A. elective)  
Cooperative Strategy (M.B.A. elective)  
Corporate Strategy (M.B.A. elective)  
Management of Technological Innovation (M.B.A. elective)  
Strategy and Competitive Advantage (M.B.A. elective)  
Venture Capital Strategy (M.B.A. elective)  
Strategy and Economics (Ph.D. course)

### **Harvard University, Graduate School of Business Administration**

Competition and Strategy (M.B.A. core)  
Technology and Competitive Strategy (M.B.A. elective)

### **St. Mary's College of California [Lecturer]**

Business Policy and Competitive Strategy (M.B.A.)

### **University of California, Berkeley, Haas School [Graduate Student Instructor]**

Social and Political Environment of Business (Undergraduate)

## **Doctoral Student Supervision**

### Chair/co-chair

Dean Hennessy, Strategic Management, Dissertation Chair, 2007, Tilburg University  
Barak Aharonson, Strategic Management, Dissertation Chair, 2008, Tel Aviv University  
Herman van den Berg, Faculty of Information Systems, Dissertation Co-Chair, 2008, Lakehead University  
Xuesong Geng, Strategic Management, Dissertation Chair, 2009, Singapore Management University  
Paul Seaborn, Strategic Management, Dissertation Co-Chair, 2011, University of Virginia  
James Addis, Strategic Management, Dissertation Chair, expected completion 2025

### Committee member – within University of Toronto

Maria Fonseca, Center for Industrial Relations, Dissertation Committee, 2004, EGADE, Tec de Monterrey  
Daniel Tzabbar, Organizational Behavior, Dissertation Committee, 2006, Drexel University  
Ranjita Singh, Strategic Management, Dissertation Committee, 2008, University of Amsterdam  
Florenta Teodoridis, Strategic Management, Dissertation Committee, 2014, University of Southern California.  
Octavio Martinez, Strategic Management, Dissertation Committee, 2015, INCAE  
Leandro Pongeluppe, Strategic Management, Dissertation Committee, 2022, Wharton  
Patrick Rooney, Strategic Management, Dissertation Committee, 2022, U.S. Federal Reserve (Cleveland)

### Committee member – outside University of Toronto

Giovanni Valentini, IESE, Dissertation Committee External Member, 2006, Bocconi University  
Jean Beuve, Université de Paris I, Dissertation Committee External Member, 2011, Université de Paris I  
Korcan Kavusan, Tilburg University, Dissertation Committee, 2015, Erasmus University  
Zoe Le Squeren, Université de Paris I, Dissertation Committee External Member, 2016, University of Lille  
Francisco Brahm, Cambridge Judge School of Business, Dissertation Committee, 2018, London Business School  
Dimitrija Kalanoski, HEC Lausanne, Dissertation Committee External Member, 2018, University of Manchester  
Cana Karaduman, Tilburg University, Dissertation Committee External Member, 2021, Tilburg University

## **Grants Received**

2018, SSHRC Insight Grant, for “Formal Organization, Informal Organization, and Innovative Outcomes.” 3 years, \$123,928 CAD. Nicholas Argyres of Washington University in St. Louis and Luis Rios of Purdue University are collaborators.

2013, SSHRC Insight Grant, for “Incentive Compensation and Monitoring: Implications for Quality and Quantity of Output.” 5 years, \$89,128 CAD. Walid Hejazi of University of Toronto is co-investigator.

2008, SSHRC Operating Grant, for “Strategic Dynamics in Segmented Industries.” 4 years, \$142,968 CAD. John de Figueiredo of UCLA is collaborator.

2006, SSHRC Operating Grant, for “Interfirm Alliances, Learning, and Competition.” 3 years, \$62,860 CAD. Joanne E. Oxley of University of Toronto is principal investigator.

2003, SSHRC Operating Grant, for “R&D, Organization Structure, and the Development of Corporate Technological Knowledge,” 3 years, \$113,444 CAD. Nicholas S. Argyres of Boston University is co-investigator.

1997, SSHRC Operating Grant, for “Diversification and Joint Venture Formation as Alternative Mechanisms for Accessing and Exploiting Resources: Implications for the Theory of the Firm,” 3 years, \$62,200 CAD.

1997, U.S. Department of Commerce, Advanced Technologies Program, for “Evaluating ATP-Sponsored Consortia,” 9 months, \$69,050 US, with D.C. Mowery and J.E. Oxley.

1996, Connaught Competitive Grant, for “Diversification and Joint Venture Formation as Alternative Mechanisms for Accessing and Exploiting Resources,” 1 year, \$10,000 CAD.

## Awards and Honors

2024 Olin Award, Washington University in St. Louis  
2023-present Fellow, Strategic Management Society  
2023 Distinguished Scholarly Contribution Award, Rotman School of Management  
2021 Finalist, Best Paper Award, Strategic Management Society annual conference, Strategic Human Capital division  
2017 Dan and Mary Lou Schendel Best Paper Prize, *Strategic Management Journal*  
2017 Gould Prize, *American Journal of Sociology*  
2017 Distinguished Contribution to Scholarship Article Award, American Sociological Association, Collective Behavior and Social Movements section  
2012 Best Paper Award, Israel Strategy Conference  
2010 Most Impactful Paper, *Journal of Business Venturing* (for article published in 2004)  
2005-2022 Excellence in Teaching Award, Rotman School of Management (except for sabbatical years)  
2003 Best Paper Award, Entrepreneurship Division, Academy of Management  
2003 Best Professor, Rotman School of Management 2<sup>nd</sup>-year MBA class  
2002 Runner-up, Best Professor, Rotman School of Management 2<sup>nd</sup>-year MBA class  
2001 Named “Noted Alliance Expert” by Corporate Strategy Board, Washington DC  
2000 Two papers nominated for McKinsey/Strategic Management Society Best Conference Paper Prize  
1999 Best Paper Award of Excellence, Technology and Innovation Management Division, Administrative Sciences Association of Canada  
1998 Honourable Mention Award of Excellence, Organization Theory Division, Administrative Sciences Association of Canada  
1997 Best Paper Award of Excellence, Organization Theory Division, Administrative Sciences Association of Canada  
1997 Honourable Mention Award of Excellence, Policy Division, Administrative Sciences Association of Canada  
1997 Finalist, Best Dissertation, Business Policy & Strategy Division, Academy of Management  
1997 Best Professor, Rotman School of Management 1<sup>st</sup>-Year MBA class  
1996 Best Paper Award of Excellence, Policy Division, Administrative Sciences Association of Canada  
1994 Henry K. Hayase Award, Haas School of Business, University of California, Berkeley  
1992 Outstanding Graduate Student Instructor Award, Haas School of Business, University of California, Berkeley  
1991 Bradley Fellowship, Haas School of Business, University of California, Berkeley  
1982-85 Dean’s List, Harvard University  
1982-84 Harvard Honorary Scholarship, Harvard University

## Academic Administration and Service

### Within-University

Associate Dean, Research and Academic Resources, 2017-2018; 2019-2020  
Area Coordinator, Strategic Management Area, 2005-2010; 2019-2021  
Executive Committee, 2007-2009, 2014-2017 (Chair 2015-2017)  
Promotion Committee, 2007-2010, 2011-2014, 2022-  
Masters Programs Committee, 2001-2003 (Chair), 2011-2014  
MBA Core Curriculum Revision Committee, 2011-2012  
Strategic Management Area Recruiting Committee, 1996-1998; 2001-2003, 2004-2010, 2011-2012, 2019-2023 (Chair 2005-2010)  
IMI Director Recruiting Committee, 2014-2016  
Ad-hoc Advisory Committee to Dean about Vice-Dean Transition, 2011-2012  
Task Force on Decisions and Design, 2007-2009 (Chair)  
Canadian Business History Chair Recruiting Committee, 2006-2010  
UTM Recruiting Committee (economics of innovation), 2006-2007  
Hatch Chair Committee, 2002-2003  
Project Committee for the Expansion of the Rotman Building, 2002-2003  
Ten Tenure Committees  
Four Three-year review Committees  
Four Internal Research Evaluation Committees  
Two Internal Teaching Evaluation Committees

### External

Co-Editor, *Strategic Management Journal*, 2021-  
Associate Editor, *Strategic Management Journal*, 2020-2021  
International Advisory Board, *California Management Review*, 2019-  
Editorial Board, *Strategic Organization*, 2001-  
Editorial Board, *Organization Science*, 2006-2021  
Advisory Editor, *Research Policy*, 2006-2021  
Series Editor, *Advances in Strategic Management*, 2011-2017  
Editorial Board, *Administrative Science Quarterly*, 2005-2009  
Departmental Editor, *Journal of International Business Studies*, 2002-2006  
Editorial Board, *Academy of Management Review*, 2001-2004  
Editorial Board, *Business & Politics*, 1999-2002

Member, Board, Consortium for Competitiveness and Cooperation, 2019-  
Member, Executive Board, Society for Institutional and Organizational Economics, 2019-2022  
Past Division Chair, Strategic Management Division, Academy of Management, 2017-2018  
Division Chair, Business Policy & Strategy Division, Academy of Management, 2016-2017  
Division Chair-Elect, Business Policy & Strategy Division, Academy of Management, 2015-2016  
Program Chair, Business Policy & Strategy Division, Academy of Management, 2014-2015  
Asst Program Chair, Business Policy & Strategy Division, Academy of Management, 2013-2014  
Executive Board, Strategy Research Initiative, 2012-2015  
Secretary, Strategy Research Initiative, 2013-2015  
Chair, Executive Board, Strategy Research Initiative, 2012-2013  
Member, Scientific Council, “Economics of PPP” Chair, Université de Paris I Sorbonne, 2010-2018  
Advisory Board, Israel Strategy Conference, 2009-2011, 2017-2019  
Board of Directors, International Society of New Institutional Economics, 2007-2010

Executive committee member, Business Policy & Strategy Division of the Academy of Management, 2003-2006  
 Co-chair, Consortium on Competitiveness and Cooperation Doctoral Colloquium, 2003  
 Co-chair, Business, Policy & Strategy division doctoral consortium, 2002-2003  
 Executive committee member at large, Technology and Innovation Management Division of the Academy of Management, 1999-2001  
 Division Chair, Technology and Innovation Management Group of the Administrative Sciences Association of Canada, 2000  
 Program Chair, Administrative Sciences Association of Canada 1999 National Meeting: Technology and Innovation Management special interest group  
 Academic Reviewer, Administrative Sciences Association of Canada 1998 National Meeting: Technology and Innovation Management special interest group  
 Member, Academy of Management: Strategic Management, Organization Management & Theory, and Technology & Innovation Management divisions  
 Member, African Academy of Management  
 Member, European Group for Organizational Studies  
 Member, Society for Institutional and Organizational Economics  
 Member, Strategic Management Society  
 Reviewer, SSHRC Grant Proposals

### Industry Experience

1995-2000	<b>ICM Group</b> Founder and Affiliate, management consulting firm specializing in intellectual capital management.	Menlo Park, CA
1991-1995	<b>Law and Economics Consulting Group</b> Research Associate, economic and litigation consulting firm.	Berkeley, CA
summer 1991	<b>EconomInc</b> Research Associate, economic consulting firm.	Berkeley, CA
summer 1989 1990-1991	<b>Dunlop Tire Corporation</b> Marketing intern, special projects. Subsequently performed intermittent consulting services in marketing strategy.	Grand Island, NY
1986-1988	<b>Temple, Barker &amp; Sloane, Inc.</b> Research Associate, strategic and general management consulting firm.	Lexington, MA
1985-1986	<b>Nutter, McClennen and Fish, P.C.</b> Legal Assistant, corporate practice division.	Boston, MA

### Service on Boards

2023-	Board of Directors, Peace Through Film Society	Sydney, NS
2022-	Board of Directors, Hope for Cameroon	Montreal, QC
2019-2020	Governing Board, Massey College	Toronto, ON
2007-2009	Board of Directors, Congregation Darchei Noam	Toronto, ON