

Sidney G. Winter

PERSONAL DATA

Born: April 20, 1935 Place: Iowa City, Iowa
Address: 2838 Chesterfield Place, NW, Washington, D.C. 20008

EDUCATION AND DEGREES

University of Iowa (one year)
Swarthmore College, B.A. (Highest Honors), Economics, 1956
Yale University, M.A., 1957, Ph.D., Economics, 1964

RECOGNITION

Fellow of the Econometric Society (elected 1978)
Fellow of the American Association for the Advancement of Science (elected 1990)
Honorary Doctorate (*Doctoris Mercaturae honoris causa*), Southern Denmark University, 2006.
Viipuri Prize for Strategic Management, Society for Viipuri School of Economics, Lappeenranta, Finland, 2008.
Honorary Doctorate of Science in Economics and Business Administration, Lappeenranta University of Technology, Lappeenranta, Finland, 2008.
Honorary Doctorate (Doctor of Science in Economics *honoris causa*), London Business School, 2009.

Listed in *Who's Who in America*, *Who's Who in Economics* (all editions)

EMPLOYMENT

Research Economist, The RAND Corporation, 9/59 - 10/61.

Staff Member, Council of Economic Advisers, 10/61 - 4/62.

Consultant to the U.S. Office of the Secretary of Defense, The RAND Corporation, and other organizations, 5/62 - 12/62

Acting Assistant Professor of Economics, Assistant Professor of Economics, Acting Associate Professor of Economics, University of California, Berkeley, 1/63 - 6/66.

Research Economist and co-leader of organizational behavior project, The RAND Corporation, 8/66 - 8/68.

Lecturer in Economics, University of California, Los Angeles, Spring Quarter, 1967.

EMPLOYMENT (Cont'd)

Lecturer in Economics, University of California, San Diego, Spring Quarter, 1968.

Professor of Economics and Research Associate, Institute
of Public Policy Studies, The University of Michigan, 1968-76.

Visiting Professor of Economics, Yale University, Spring Term, 1976.

Professor of Economics and Professor, School of Organization and Management,
Yale University, 1976-89.

Visiting Professor of Economics and Administration, University of California, Davis,
Fall Quarter, 1983.

Chief Economist, U.S. General Accounting Office (now Government Accountability Office),
Washington, D.C., 1989-93.

Deloitte and Touche Professor of Management, The Wharton School, University of Pennsylvania,
1993 – 2008. Co-director, Reginald H. Jones Center for Management, Strategy, Policy and
Organization, 1999- 2005.

Visiting Professor, INSEAD, Spring 2007.

Deloitte and Touche Professor of Management (Emeritus), The Wharton School, University of
Pennsylvania, 2008 - .

Visiting Michael Crouch Professor of Strategy and Innovation, Australian School of Business,
University of New South Wales, Term 1 2009.

CONSULTING ACTIVITY

Crane & Co., 1998; U.S. General Accounting Office, 1995; The World Bank, 1994-95; Dechert
Price and Rhoads, 1986-89; others. Expert witness in antitrust and other litigation, diverse
cases.

OTHER PROFESSIONAL ACTIVITY

Member, American Economic Association, Econometric Society,
American Association for the Advancement of Science, International J.A. Schumpeter Society,
INFORMS, Strategic Management Society, Academy of Management.

Member, Visiting Committee for the Department of Social and Decision Sciences, Carnegie Mellon University;

Member, Scientific Advisory Board, Danish Research Unit on Industrial Dynamics (DRUID).

Member, Educators' Advisory Panel, U.S. Government Accountability Office.

Referee for various professional journals, including most recently *Econometrica*, *Industrial and Corporate Change*, *British Journal of Management*, *Management Science*, *Strategic Management Journal*, *Organization Science*.

Founding co-editor (with R.H. Day), *Journal of Economic Behavior and Organization*, 1980. (Co-editor, 1980-85; associate editor, 1987-89.)

Co-organizer of conference marking the 50th anniversary of the publication of Ronald H. Coase's article, "The Nature of the Firm," Yale University, May 1987. The proceedings were published as *The Nature of the Firm: Origins, Evolution, Development*, co-edited with Oliver Williamson.

Invited lecturer or seminar presenter at many institutions and conferences, most recently: Annual Uppsala Lectures (3), Department of Business Studies, Uppsala University, Sweden, 2008; Distinguished Lecturer, Technology and Innovation Management Division, Academy of Management, 2008; Invited Lecturer, International J.A. Schumpeter Society Conference, Rio, 2008; Viipuri Prize Lecturer, Lappeenranta, Finland, 2008; Keynote Lecturer, 9th Workshop on Organizational Research (Ca' Foscari University, Venice, Italy) 2008; Presenter, Conference on Dynamics of Knowledge, Corporate System and Innovation, Karuizawa, Japan (organized by Hitotsubashi University) 2007; Lecturer, First Graz Schumpeter Summer School, University of Graz, Graz, Austria 2007; Keynote Lecturer, European Academy of Management (HEC, Paris, France) 2007; Keynote Lecturer, 3rd Int. Conf. on Organizational Routines, (University Louis Pasteur, Strasbourg, France) 2007; Lecturer, Tilburg University Faculty of Economics and Business Administration, Tilburg, Netherlands 2007; Presenter, DIME Workshop on Economics of Innovation (Open University, London, United Kingdom) 2006; Speaker, Charles River Distinguished Speaker Series (MIT, Boston University, Harvard Business School) 2006; Lecturer, CICALICS Academy 2006 (Tsinghua University, Beijing, China); Keynote Lecturer, DRUID Summer Conference (Copenhagen Business School) 2006; Invited Lecturer, ESNIE 2006 (Cargèse, Corsica); Keynote Lecturer, International Conference on Organizational Learning, Knowledge and Capabilities 2006 (University of Warwick, United Kingdom). Also: University of Bath, INSEAD, University of Paris 1, Bocconi University, University of Southern California, JMS Conference on Entrepreneurship (Ohio State University), George Washington University Executive Leadership Program, Harvard Business School, NBER Organizational Economics Workshop, Massachusetts Institute of Technology, University of Maryland; UCLA; University of Nice (Sophia-Antipolis, France); City University of London; Duke University; University of Illinois.

Co-organizer (with G. Dosi and R. Nelson) of the Project on Systems Analysis of Technological and Economic Dynamics, International Institute of Applied Systems Analysis, Laxenburg, Austria. One portion of the project led to the book *The Nature and Dynamics of Organizational Capabilities*, co-edited with Dosi and Nelson.

Associate Editor, *Industrial and Corporate Change*, (1992-present) Editorial Advisory Board, *Organization Science*, (1989-present). Previously associate editor *Journal of Economic Theory*, (1969-71), *Administrative Science Quarterly* (1969-72), *Behavioral Science* (1969-79).

Member of various committees convened by the National Academy of Sciences /National Research Council, most recently, the organizing committee for the NRC Workshop on Intellectual Property Rights and Research Tools in Molecular Biology and the NRC Workshop on Transforming Quality Organizations.

Appointed representative of the American Economic Association on COSSA (Consortium of Social Science Associations).

PUBLICATIONS

(* denotes first-listed author when other than Winter)

Books

Dynamic Capabilities: Understanding Strategic Change in Organizations (co-author, with C.E. Helfat*, S. Finkelstein, W. Mitchell, M.A. Peteraf, H. Singh, D.J. Teece), Oxford: Blackwell Publishing, 2007.

The Nature and Dynamics of Organizational Capabilities (editor, with G. Dosi* and R.R. Nelson), New York: Oxford University Press, 2000.

The Nature of the Firm: Origins, Evolution, Development, (editor, with O.E. Williamson*), New York: Oxford University Press, 1991. Translated editions in Spanish (1996), Italian (1997) and Kazak (1998) have appeared.

An Evolutionary Theory of Economic Change, (co-author, with R.R. Nelson*), (Cambridge: Harvard University Press, 1982). Translated editions in Chinese (1998), Russian (2000), Portuguese (2006) and Japanese (2007) have appeared.

Journal Articles and Chapters in Edited Volumes

“A General Relatedness Index” (with David J. Bryce*), forthcoming, *Management Science*.

“Scaling Heuristics Shape Technology! Should Economic Theory Take Notice?” *Industrial and Corporate Change*, vol. 17 (2008), pp. 513-531.

- “Dynamic Capability as a Source of Change,” in A. Ebner and N. Beck, eds., *The Institutions of the Market: Organizations, Social Systems and Governance*. Oxford: Oxford University Press (2008).
- “Vertical Integration and Disintegration of Computer Firms: A History-Friendly Model of the Co-evolution of the Computer and Semiconductor Industries” (with F. Malerba*, R. Nelson and L. Orsenigo), *Industrial and Corporate Change*, Vol. 17 (2008), pp. 197-231.
- “Entrepreneurship and Firm Boundaries: The Theory of A Firm” (with M. Jacobides*), *Journal of Management Studies*, Vol. 44 (2007), pp. 1213-1241.
- “The Value of Moderate Obsession: Insights from a New Model of Organizational Search” (with Gino Cattani and Alex Dorsch), *Organization Science*, Vol. 18 (2007), pp. 403-419.
- “Demand, Innovation and the Dynamics of Market Structure: The Role of Experimental Users and Diverse Preferences” (with F. Malerba*, R. Nelson and L. Orsenigo), *Journal of Evolutionary Economics*, Vol. 17 (2007), pp. 371-39.
- “The Logic of Appropriability: From Schumpeter to Arrow to Teece,” *Research Policy*, Vol. 35 (2006), pp. 1100-1106.
- “Toward a Neo-Schumpeterian Theory of the Firm, *Industrial and Corporate Change*, Vol. 15 (2006), pp. 125-141. (Originally circulated as P-3802 of The RAND Corporation, Santa Monica, California, March 1968.)
- “Changing Boundaries of Firms in the Evolution of the Computer Industry: Towards a History Friendly Model” (with F. Malerba*, R. Nelson and L. Orsenigo), in *Flexibility and Stability in the Evolving Economy*, M. McKelvey and M. Homan, eds. Oxford: Oxford University Press (2006), pp. 157-198.
- “Developing Evolutionary Theory for Economics and Management,” in *Great Minds in Management: The Process of Theory Development*, M. Hitt and K. G. Smith, eds. Oxford: Oxford University Press (2005), pp. 510-547.
- “Towards an Evolutionary Theory of Production,” in *The Evolutionary Foundation of Economics*, K. Dopfer, ed. Cambridge: Cambridge University Press (2005), pp. 223-254.
- “The Co-evolution of Capabilities and Transaction Costs: Explaining the Institutional Structure of Production” (with M. Jacobides*), *Strategic Management Journal*, Vol. 26 (2005), pp. 395-413.
- “Specialized Perception, Selection and Strategic Surprise: Learning from the Moths and Bees,” *Long Range Planning*, Vol. 37 (2004), pp. 163-169.

- “A Baseline Model of Industry Evolution” (with G. Dosi and Y. Kaniovski), *Journal of Evolutionary Economics*, Vol. 13 (2003), pp. 355-383.
- “The Economics of Strategic Opportunity” (with J. Denrell* and C. Fang), *Strategic Management Journal*, Vol. 24 (October Special Issue) (2003), pp. 977-990.
- “Understanding Dynamic Capabilities,” *Strategic Management Journal*, Vol. 24 (October Special Issue) (2003), pp. 991-995.
- “Mistaken Perceptions: Cases and Consequences,” *British Journal of Management*, Vol. 14 (2003), pp. 39-44.
- “A Behavioral and Evolutionary Model of the Dynamics of the Computer Industry” (with F. Malerba*, R. Nelson and L. Orsenigo), in M. Augier and J. March, eds., *The Economics of Choice, Change and Organizations: Essays in Memory of Richard M. Cyert*. Cheltenham, U.K.: Edward Elgar, 2002, pp. 354-83.
- “Interpreting Economic Change: Evolution, Structures and Games” (with G. Dosi*), in M. Augier and J. March, eds., *The Economics of Choice, Change and Organizations: Essays in Memory of Richard M. Cyert*. Cheltenham, U.K.: Edward Elgar, 2002, pp. 337-353. (Also, “Interprétation évolutionniste du changement économique: Une étude comparative. *Revue Économique*, Vol. 54 (2003), pp. 385-406.)
- “Evolutionary Theorizing in Economics,” (with R.R. Nelson*). *Journal of Economic Perspectives*, Vol. 16 (2002), pp. 23-46.
- “Deliberate Learning and the Evolution of Dynamic Capabilities,” (with M. Zollo*). *Organization Science*, Vol. 13 (2002), pp. 339-351.
- “Replication of Organizational Routines: Conceptualizing the Exploitation of Knowledge Assets,” (with G. Szulanski), in C.W. Choo and N. Bontis, eds., *The Strategic Management of Intellectual Capital and Organizational Knowledge*. Oxford: Oxford University Press, 2002, pp. 207-221.
- “Replication as Strategy,” (with G. Szulanski). *Organization Science*, Vol. 12 (2001), pp. 730-743.
- “Product Diversification in a 'History Friendly' Model of the Evolution of the Computer Industry” (with F. Malerba*, R. Nelson and L. Orsenigo), in A. Lomi and E. Larsen, eds., *Dynamics of Organizations: Computational Modeling and Organization Theories*. Cambridge: AAAI Press/MIT Press, 2001, pp. 349-375.
- “Competition and Industrial Policies in a 'History Friendly' Model of the Evolution of the Computer Industry,” (with F. Malerba*, R. Nelson and L. Orsenigo). *International Journal of Industrial Organization*, Vol. 19 (2001), pp. 635-664.
- “The Satisficing Principle in Capability Learning.” *Strategic Management Journal*, Vol. 21 (2000), pp. 981-996.

- “Appropriating the Gains from Innovation,” in G. Day and P. Schoemaker, eds., *Wharton on Managing Emerging Technologies*. New York: Wiley, 2000, pp. 242-265.
- “Modeling Industrial Dynamics with Innovative Entrants,” (with G. Dosi and Y. Kaniovski). *Structural Change and Economic Dynamics*, Vol. 11 (2000), pp. 255-293.
- “History-friendly Models of Industry Evolution: The Computer Industry,” (with F. Malerba* L. Orsenigo and R. Nelson). *Industrial and Corporate Change*, Vol. 8 (1999), pp. 1-36.
- “Routines and Other Recurring Action Patterns of Organizations: Contemporary Research Issues,” (with M. Cohen*, et. al.), *Industrial and Corporate Change*, Vol. 5 (1996), pp. 653-698.
- “Four Rs of Profitability: Rents, Resources, Routines and Replication,” in *Resource-Based and Evolutionary Theories of the Firm: Towards a Synthesis*, C. Montgomery, ed., (Boston: Kluwer Academic Publishers, 1995), pp. 147-178.
- “On the Sources and Significance of Interindustry Differences in Technological Opportunities,” (with A. Klevorick*, R. Levin, and R. Nelson), *Research Policy*, Vol. 24 (March 1995), pp. 183-205.
- “Understanding Corporate Coherence: Theory and Evidence,” (with D. Teece*, R. Rumelt and G. Dosi), *Journal of Economic Behavior and Organization*, Vol. 23 (January 1994), pp. 1-30.
- “Organizing for Continuous Improvement: Evolutionary Theory Meets the Quality Revolution,” in *Evolutionary Dynamics of Organizations*, J.A.C. Baum and J.V. Singh, eds., (New York: Oxford University Press, 1994). Reprinted in L. Sproull and M. Cohen, eds., *Organizational Learning*, also in R.E. Cole and W.R. Scott, eds., *The Quality Movement & Organization Theory*.
- “Patents and Welfare in an Evolutionary Model,” *Industrial and Corporate Change*, Vol. 2, No. 2 (1993), pp. 211-231. Reprinted in G. Dosi, D. Teece and J., Chytry, eds., *Understanding Industrial and Corporate Change*.
- “Routines, Cash Flows and Unconventional Assets,” in *The Deal Decade: Understanding Corporate Restructuring in the 1980s*, M. Blair, ed., (Washington: The Brookings Institution, 1993).
- “Toward A Theory of Corporate Coherence: Preliminary Remarks,” (with G. Dosi, and D. Teece*) in *Technology and Enterprise in a Historical Perspective*, G. Dosi, R. Giannetti, and P. A. Toninelli, eds., (Oxford: Oxford University Press, 1992).
- “Survival, Selection and Inheritance in Evolutionary Theories of Organization,” in *Organizational Evolution: New Directions*, J.V. Singh, ed., (Newbury Park, CA: Sage Publications, 1990).

- “Les Frontières des Entreprises: Vers Une Théorie de la Cohérence de la Grande Entreprise,” (with G. Dosi and D. Teece*), *Revue d'Economie Industrielle*, No. 51 (1er trimestre, 1990) pp. 238-254.
- “Reply,” (to Scott Moss, “Winter's Fundamental Selection Theorem: A Disproof”), *Quarterly Journal of Economics*, Vol. 105 (November 1990), pp. 1075-1077.
- “Patents in Complex Contexts: Incentives and Effectiveness,” in *Owning Scientific and Technical Information*, V. Weil and J. Snapper, eds., (New Brunswick: Rutgers University Press, 1989).
- “Disagreement and Reform in Economic Science: Comments on Simon,” *Journal of Business Administration*, Vol. 18 (1989, Nos. 1 and 2), pp. 33-39.
- “On Coase, Competence and the Corporation,” *Journal of Law, Economics and Organization*, Vol. 4 (Spring 1988), pp. 163-180. (Also in *The Nature of the Firm: Origins, Evolution, Development*, O.E. Williamson and S.G. Winter, eds., 1991.)
- “Appropriating the Returns from Industrial Research and Development,” (with R. Levin*, A. Klevorick and R. Nelson), *Brookings Papers on Economic Activity*, 1987, No. 3, pp. 783-820.
- “Natural Selection and Evolution,” in *The New Palgrave: A Dictionary of Economics*, J. Eatwell, M. Milgate and P. Newman, eds., (New York: Stockton Press, 1987), v. III, pp. 614-617.
- “Competition and Selection,” in *The New Palgrave: A Dictionary of Economics*, J. Eatwell, M. Milgate and P. Newman, eds., (New York: Stockton Press, 1987), v. I, pp. 545-548.
- “Knowledge and Competence as Strategic Assets,” in *The Competitive Challenge: Strategies for Industrial Innovation and Renewal*, D.J. Teece, ed., (Cambridge, MA: Ballinger, 1987), pp. 159-184.
- “The Research Program of the Behavioral Theory of the Firm: Orthodox Critique and Evolutionary Perspective,” in *Handbook of Behavioral Economics*, B. Gilad and S. Kaish, eds., (Greenwich, CT: JAI Press, 1986), pp. 155-188.
- “Asymptotic Behavior of Market Shares for a Stochastic Growth Model,” (with Uriel Rothblum*) *Journal of Economic Theory*, Vol. 36 (August 1985), pp. 352-366.
- “The Case for ‘Mechanistic’ Decision Making,” in J.M. Pennings and Associates, *Organizational Strategy and Change*, (San Francisco: Jossey-Bass, 1985), pp. 99-113.
- “Schumpeterian Competition in Alternative Technological Regimes,” *Journal of Economic Behavior and Organization*, Vol. 5 (September-December 1984), pp. 287-320.
- “An Essay on the Theory of Production,” in *Economics and the World Around It*, S. Hymans, ed., (Ann Arbor: The University of Michigan Press, 1982), pp. 55-91.

- “The Schumpeterian Trade-Off Revisited,” (with R.R. Nelson*), *American Economic Review*, Vol. 72 (March 1982), pp. 114-132.
- “Attention Allocation and Input Proportions,” *Journal of Economic Behavior and Organization*, Vol. 2 (March 1981), pp. 31-46.
- “Forces Generating and Limiting Concentration Under Schumpeterian Competition,” (with R.R. Nelson*), *The Bell Journal of Economics*, Vol. 9 (Autumn 1978), pp. 524-548.
- “In Search of Useful Theory of Innovation,” (with R.R. Nelson*), *Research Policy*, Vol. 6 (January 1977), pp. 36-76.
- “Optimization and Evolution in the Theory of the Firm,” in *Adaptive Economic Models*, R.H. Day and T. Groves, eds., (New York: Academic Press, 1975), pp. 73-118.
- “Neoclassical vs. Evolutionary Theories of Economic Growth: Critique and Prospectus,” (with R.R. Nelson*), *Economic Journal*, Vol. 84 (December 1974), pp. 886-905.
- “Toward an Evolutionary Theory of Economic Capabilities,” (with R.R. Nelson*), *American Economic Review*, Vol. 63 (May 1973) pp. 440-449.
- “Satisficing, Selection and the Innovating Remnant,” *Quarterly Journal of Economics*, Vol. 85 (May 1971), pp. 237-261.
- “Optimal Price Policy under Atomistic Competition,” (with Edmund S. Phelps*), in E.S. Phelps, et al., *Microeconomic Foundations of Employment and Inflation Theory* (New York: W.W. Norton and Company, 1970), pp. 309-337.
- “A Simple Remark on the Second Optimality Theorem of Welfare Economics,” *Journal of Economic Theory*, Vol. 1 (June 1969), pp. 99-103.
- “The Norm of a Closed Technology and the Straight-Down-the-Turnpike Theorem,” *Review of Economic Studies*, Vol. 34 (January 1967), pp. 67-84.
- “Some Properties of the Closed Linear Model of Production,” *International Economic Review*, Vol. 6. pp. 199-210. (May 1965).
- “Economic ‘Natural Selection’ and the Theory of the Firm” *Yale Economic Essays*, Vol. 4 (Spring 1964), pp. 225-272.
- “A Case Study in the Economics of Information and Coordination: The Weather Forecasting System,” (with R.R. Nelson*). *Quarterly Journal of Economics*, Vol. 78 (1964), pp. 420-441.

OTHER WORKS

“Perspectives on the Productivity Dilemma,” (with P.S. Adler*, M. Benner, D.J. Brunner, J.P. MacDuffie, E. Osono, B.R. Staats, H. Takeuchi and M. Tushman), *Journal of Operations Management*, Vol. 27 (2009), pp. 99-113.

“Comments to Chapters 9 and 10” (by D. Levinthal and Y. Doz, et. al., respectively), in F. Malerba and S. Brusoni, eds., *Perspectives on Innovation*. Cambridge: Cambridge University Press (2007).

“Why is Management an Evolutionary Science: An Interview with Sidney G. Winter,” with Mie Augier (interviewer), *Journal of Management Inquiry*, Vol. 14 (2005), pp. 344-354..

“Applying Organizational Routines in Understanding Organizational Change,” (introduction to special issue on routines, with M.L. Becker*, N. Lazaric and R.R. Nelson), *Industrial and Corporate Change*, Vol. 14 (2005), pp. 775-791.

“The ‘Easy Problem’ Problem,” in M. Augier and J. March, eds., *Models of a Man: Essays in Memory of Herbert A. Simon*. Cambridge, MA, MIT Press (2004).

“Evolutionary Thought in Management and Organization Theory at the Beginning of the New Millennium : A Symposium on the State of the Art and the Opportunities for Future Research,” with J.P. Murmann*, H. Adrich and D. Levinthal), *Journal of Management Inquiry*, Vol. 12 (2003), pp. 22-40.

“Getting it Right the Second Time,” (with G. Szulanski*), *Harvard Business Review*, Vol. 80 (2002), pp. 62-69.

“Comment” (on David Hounshell's “Assets, Organization, Strategies and Tradition: Organizational Capabilities and Constraints in the Remaking of the Ford Motor Company, 1946-62.”),”in N. Lamoureaux, D. Raff and P. Temin, eds., *Learning by Doing in Organizations, Industries and Nations*. Chicago: NBER and University of Chicago Press and National Bureau of Economic Research, 1999, pp. 208-218.

“The Budget Deficit and Long-Term Economic Growth,” testimony before the Joint Economic Committee, U.S. Congress (June 1992).

“Comments on Arrow and on Lucas,” *Journal of Business*, special issue on the Behavioral Foundations of Economic Theory, Vol. 59 (October 1986), pp. S427-S434. (Also published in

Rational Choice: The Contrast Between Economics and Psychology, R. Hogarth and M. Reder, eds., (Chicago: University of Chicago Press, 1987), pp. 243-250).

“Economic Consequences of Nuclear War,” testimony before the Subcommittee on International Trade, Finance and Security, Joint Economic Committee, U.S. Congress (July 1984).

“Comment on ‘The Capacity Expansion Process in Oligopoly: The Case of Corn Wet Milling’” (by M.E. Porter and A.M. Spence), in J.J. McCall, ed., *The Economics of Information and Uncertainty*. (Chicago, University of Chicago Press, 1982), pp. 310-316.

Weather Information and Economic Decisions (with R.R. Nelson*), (Santa Monica, California, The RAND Corporation, RM-2620-NASA, August 1960).

Book Reviews in *Journal of Political Economy*, *Journal of the American Statistical Association*, *Journal of Economic Literature*.

WORK IN PROGRESS

“The Replication Perspective on Productive Knowledge.” Working Paper, 2008.

“The Dynamics of Wealth, Profit and Sustainable Advantage,” (with Michael G. Jacobides* and Stefan M. Kassberger). Working Paper, 2007 (under revision for R&R).

“Reproducing Knowledge: Inaccurate Replication and Failure in Franchise Organizations” (with G. Szulanski, R. Jensen and D. Ringov). Working Paper, 2007 (under revision for R&R)..

“Replicating Organizational Knowledge: Principles or Templates?” (with Charles Baden-Fuller*). Working Paper, 2007 (under review).

“An Evolutionary Model of Spatial Competition,” (with Thorbjørn Knudsen*). Working Paper, 2007.

“Will Economics Ever Change? Should It?” Working Paper, 2003.

“Opening the Black Box of Knowledge Transfer: The Role of Replication Accuracy,” with G. Szulanski*, Rossella Cappetta and Christophe Van den Bulte. Working Paper, 2002.