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ACADEMIC POSITIONS

Boston University – School of Management
Assistant Professor of Strategy & Policy, Fall 2001-present.

National Bureau of Economic Research
Faculty Research Fellow (Productivity Program) 2004-present.

MIT – Sloan School of Management
Research & Teaching Assistant, 1996-2001.

EDUCATION

MIT - Sloan School of Management, Ph.D., completed
Dissertation title: Essays on the role of location in strategy
Dissertation Committee: Rebecca Henderson (chair), Scott Stern, Eleanor Westney

University of Pennsylvania
Wharton School of Business, B.S. in Economics, *magna cum laude*
College of Arts and Sciences, B.A. in Psychology, *magna cum laude*

Free University of Berlin, *Fulbright Scholarship*, study in Business Economics

RESEARCH PAPERS

Published Research

Academic science and early industrial research labs in the pharmaceutical industry (with Megan MacGarvie), *Journal of Economic Behavior & Organization*, forthcoming [also available as NBER Working Paper #11470].

Public & Private Spillovers, Location, and the Productivity of Pharmaceutical Research, with Margaret K. Kyle, Iain Cockburn, and Rebecca Henderson, *Annales d'Economie et de Statistique*, forthcoming [also available as NBER Working Paper #12509].

Catching up or standing still? National innovative productivity among 'follower' nations, 1978-1999 (with Richard Hayes), *Research Policy* (2004), 33: 1329-1354, reprinted in *Technological Change & Economic Catch-Up: The Role of Science and Multinationals*. (ed.) Grazia Santangelo, Edward Elgar: Cheltenham, UK, pp. 171-211.

A penny for your quotes?: The impact of biological resource centers on life sciences research, (with Scott Stern), Chapter 4 in *Biological Resource Centers: Knowledge Hubs for the Life Sciences* (Scott Stern), Washington, DC: Brookings Institution Press (2004).

Location and strategy: Exploring the role of location in the organization of pharmaceutical research laboratories, *Advances in Strategic Management* (2003), 20: 49-88.

The determinants of national innovative capacity, with Scott Stern and Michael E. Porter, *Research Policy*, 31, 899-933(2002). [also referenced as *NBER Working Paper #7376*]

Turnarounds, with Anita M. McGahan, *Managerial and Decision Economics*, (2002) 23 (4-5): 283-300.

Deriving the determinants of national innovative capacity, with Scott Stern and Michael E. Porter, *Academy of Management Best Paper Proceedings*, 2000 Annual Meeting.

Understanding the drivers of national innovative capacity – Implications for Central European economies, with Scott Stern, *Wirtschaftspolitische Blätter*, 47(2), 2000.

Los Factores Impulsores de la Capacidad Innovadora Nacional: Implicaciones para España y América Latina (The Drivers of National Innovative Capacity: Implications for Spain and Latin America), with Michael E. Porter and Scott Stern, in *Claves de la Economía Mundial* (ICEX: Madrid, Spain, 2000), 78-88.

Research Under Review

Climbing atop the shoulders of giants: The impact of institutions on cumulative research, with Scott Stern [also available as NBER Working Paper #12523].

Local, regional, and national institutional effects and the organization of pharmaceutical research laboratories.

Does industry matter differently in different places? A comparison of industry, corporate parent, and business segment effects in four OECD countries.

Research in Progress

The Fragile Foundations of Regional Scientific Advantage? Assessing the Impact of US Stem Cell Policy on the Geography of Scientific Discovery, with Amy Finkelstein, Fiona Murray, and Scott Stern, work in progress.

Entry & Exit in Scientific Competition: The Case of Embryonic Stem Cell Research, 1998-2004, with Fiona Murray, work in progress.

Professor Gottlieb meets the pill peddlers: The role of universities in the emergence of U.S. pharmaceutical research laboratories, with Megan MacGarvie, working paper.

National regulatory environments, firm characteristics, and product entry in the global pharmaceutical industry, with Margaret K. Kyle, working paper.

Research Reports

Stapleton, David, Burt Barnow, Kevin Coleman, Kimberly Dietrich, Jeff Furman, Gilbert Lo, John Bound, 1995, “Labor Market Conditions, Socioeconomic Factors, and the Growth of Applications and Awards for SSDI and SSI Disability Benefits.” Report to the Department of Human Services and the Social Security Administration.

RESEARCH PRESENTATIONS

“Exploring the Institutional and Organizational Foundations of Cumulative Innovation”

- presentation in the Professional Development Workshop, “Exploring the Institutional and Organizational Foundations of Cumulative Innovation,” *Academy of Management Conference, Atlanta, GA*, August 2006

“The Fragile Foundations of Regional Scientific Advantage”

- *Academy of Management Conference, Atlanta, GA*, August 2006

“Assessing the Role of Institutions in Geography, Networks, and Innovation,”

- presentation in the Professional Development Workshop, “Geography, Networks, & Innovation,” *Academy of Management Conference, Atlanta, GA*, August 2006

“Early Academic Science and the Birth Industrial Research Labs in the US Pharmaceutical Industry”

- *DRUID Conference*, Copenhagen, Denmark, June 2006
- *University of Toronto (Rotman School of Management)*, Strategy Department Seminar, Toronto, CA, March 2006
- *Academy of Management Conference*, Honolulu, HI, August 2005
- *NBER Academic Science & Entrepreneurship Conference*. Santa Fe, NM: April 2005

“Climbing Atop the Shoulders of Giants: The Impact of Institutions on Cumulative Research”

- *Stanford University*, Stanford Institute for Economic Policy Research (SIEPR), May 2006
- *University of Western Ontario (Ivey School of Business)*, April 2006
- *Institutional Mechanisms for Industry Self-Regulation Conference*, Tuck School of Business, Dartmouth University, February, 2006
- *Rensselaer Polytechnic Institute*, Economics Department Seminar: November 2004
- *Harvard Business School*, Technology & Operations Management Department Seminar: October 2004
- *Washington University in St. Louis*, Strategy Department Seminar: October 2004
- *International Society for New Institutional Economics*. Tucson, AZ: October 2004
- *Strategic Research Forum*. Toronto, CA: May 2004
- *Academy of Management meetings*. Seattle, WA: August 2003
- *INFORMS Organization Science meetings*. San Jose, CA: November 2002
- *National Bureau of Economic Research Summer Institute, Productivity Workshop - R&D, Strategy and Organizations*. Cambridge, MA: July 2002
- *NBER Productivity Lunch*. Cambridge, MA: May 2002

“Identifying the Impact of Institutions on Scientific and Technical Knowledge Flows”

- *Academy of Management Conference*, Professional Development Workshop, Honolulu, HI, August 2005

“An initial exploration of the impact of US policy on stem cell research”

- *Innovation Research Network Conference*. Boston College, Chestnut Hill, MA: May 2005

“An Overview of Research on Location & Economic Activity, with Special Application to the Pharmaceutical Industry”

- *NBER International R&D Roundtable*. Cambridge, MA: January 2005

“Knowledge Spillovers, Geographic Location, and the Productivity of Pharmaceutical Research”

- *Boston Federal Reserve Bank*, Boston, MA, November 2006
- *BYU-University of Utah Winter Strategy Conference*, Park City, UT, March 2005
- *Academy of Management Conference*, New Orleans, LA, August 2004
- *Academy of International Business Conference*, Stockholm, Sweden, July 2004
- *International Industrial Organization Conference*, Northwestern University, April 2004
- *NBER Productivity Lunch*, Cambridge, MA, March 30, 2004
- *NBER Conference on R&D, Education and Productivity in Memory of Zvi Griliches*, Paris, August 2003

- “Catching Up or Standing Still? National Innovative Productivity among ‘Follower’ Nations, 1978-1999”
- *Symposium on “Measuring Rates and Drivers of Innovation,” sponsored by the Intellectual Property Research Institute of Australia Symposium (Melbourne Business School). Melbourne, Australia: November 2004*
 - *Workshop on Public Research Institutions, International Business, and Technological and Economic Catch Up in Developing Regions, Catania University, Faculty of Political Science; Catania, Italy, March 2004*
 - *What do we know about Innovation Conference, held in honor of Keith Pavitt, Sussex Policy Research Unit, Brighton, England, November 2003.*
- “Location and strategy: Exploring the role of location in the organization of pharmaceutical research laboratories,”
- *Academy of Management meetings. Seattle, WA: August 2003*
 - *Academy of International Business meetings: San Juan, PR, June 2002*
- “National regulatory environments, firm characteristics, and product entry in the global pharmaceutical industry,”
- *Academy of Management meetings. Seattle, WA: August 2003*
- “Essays on Location and Strategy”
- *Gunnar Hedlund Dissertation Award finalist presentation, European International Business Association conference. Athens, Greece: December 2002*
- “Productivity and Geographic Dispersion in Drug Discovery Research,”
- *National Bureau of Economic Research Summer Institute. Cambridge, MA: July 2002*
- “National regulatory environments, firm characteristics, and product entry in the global pharmaceutical industry,”
- *Academy of International Business meetings. San Juan, PR: June 2002*
- “Globalization in the pharmaceutical industry,”
- *Sloan Foundation Workshop on Globalization. University of California, Berkeley, CA: June 2002*
- “The determinants of national innovative capacity,”
- *Academy of Management meetings. Toronto, Canada: August 2000*
 - *Academy of International Business meetings. Phoenix, AZ: November 2000*
- “Examining the locus of isomorphism: firm effects vs. geographic effects in the organization of pharmaceutical research”
- *CCC doctoral consortium, Northwestern University – Kellogg School of Management, April 2000*
- “Firm effects, geographic effects and the organization of drug discovery research,”
- *Wharton Multinational Strategy Conference, The Wharton School, Philadelphia, PA: October 1999*
- “How much does industry matter elsewhere? Evidence from a four OECD countries,”
- *Academy of Management meetings. Chicago, IL: August 1999*
- “Do locations and institutions affect the organization of pharmaceutical research?”
- *CCC doctoral consortium. New York University, New York: April 1999*

DISCUSSANT PRESENTATIONS

Academy of Management (August 2006; Atlanta, GA); discussant for the “International Management Division Paper Development Workshop”

discussant for the following papers:

- (1) Nejat Capar and Ravi Chinta, “The Relationship between Multinationality and Performance Risk”
- (2) Loi Teck Hui, “Operations strategy as a dynamic compounded asset: a longitudinal inquiry”
- (3) Ana Teresa Tavares and Aurora A.C. Teixeira, “Human capital intensity in technology-based firms located in Portugal: Do foreign multinationals matter?”

DRUID Conference (June 18, 2006; Copenhagen, Denmark); discussant for the session, “The contribution from users to innovation”

discussant for the following papers:

- (1) Saurabh Arora, Muge Ozman, “Knowledge Creation and Diffusion in User and Producer Networks”
- (2) Celine Schulz, “The Secret to Successful User Communities: An Analysis of Computer Associates' User Groups”
- (3) Keld Laursen, Nicolai J Foss, Torben Pedersen, “Organizing to Gain From Interaction With Customers: the Role of Organizational Practices For Absorptive and Innovative Capacities”

Strategic Research Forum (May 12, 2006; Egg Harbor, NJ); discussant for David Waguespack & Lee Flemming, “Private benefits from public good? Startup strategies for participation in an open standards community”

University-Industry Knowledge Transfer Instruments: Scientific Publications and Patents conference at the École Polytechnique Fédérale de Lausanne (September 2005, Lausanne, Switzerland), discussant for Fiona Murray, “The impact of intellectual property on the diffusion of knowledge within scientific and commercial networks”

Academy of Management (August 2005; Honolulu, HI); discussant for the session, “Technology Diffusion and Innovation”

discussant for the following papers:

- (1) Luiz Mesquita (Arizona State), Jaideep Anand (Ohio State), & Thomas Brush (Purdue) – “Knowledge Transfer in Vertical Alliances and the Consequences for Competitive Advantage”
- (2) Michael Leiblein (Ohio State) & Tammy Madsen (Santa Clara) – “Unbundling Competitive Heterogeneity: Incentive Structures & Capability Influences on Innovation”
- (3) Jorge Walter (Connecticut) & Melissa Schilling (NYU-Stern) – “Resource-Based and Network-Based Motives for Technology Licensing: An Exploratory Study”

American History Association (September 2004; San Jose, CA); discussant for Dee Sutthiphisal, “The Geography of Invention in High- and Low-Technology Industries: Evidence from the Second Industrial Revolution”

Academy of International Business Conference (July 2004; Stockholm, Sweden); discussant for the session, “Profiting From Innovation: When Does Participation in the Global Innovation System Contribute to Firm Performance?”

discussant for the following papers:

- (1) Jennifer W. Spencer (George Washington U.) – “Technological Strategies of the Largest Foreign MNCs in the European Regions”
- (2) John Cantwell (Rutgers & Reading) & Lucia Piscitello (Politecnico di Milano) – “Technological Strategies of the Largest Foreign MNCs in the European Regions”
- (3) Xavier Martin (Tilburg) & Atul Nerkar (Columbia) – “What Way(s) to Impactful Innovation? A Japan-U.S. Comparison and Empirical Test,”
- (4) Anu Phene (Utah) & Paul Almeida (Georgetown) – “Innovation in Multinational Subsidiaries: The Role of External Knowledge, Sourcing Capacity & Combinative Capability”

International Industrial Organization Conference (April 2004; Northwestern University); discussant for Paris Cleanthous, "Informative Advertising and Learning in U.S. Pharmaceuticals."

Organization Science mini-conference, INFORMS (Institute for Operations Research and the Management Sciences), (November 2001; Miami, FL); discussant for Wilbur Chung and Juan Alcacer, "Knowledge Seeking and Location Choice."

National Bureau of Economic Research, Spring Productivity Meetings (April, 2002; Cambridge, MA); discussant for Jason Owen-Smith and Walter W. Powell, "Knowledge Networks in the Boston Biotechnology Community."

TEACHING EXPERIENCE

Competitive Strategy (module), Boston University – Würzburg Program (*executive teaching*)

Technology Strategy (module), Boston University, Executive MBA Program (*executive teaching*)

Strategy & Policy, Boston University, Asia-Pacific Executive MBA Program (*executive teaching*)

Technology Strategy, Boston University, Spring 2004 (*doctoral seminar*)

Strategic Management, Boston University, Fall 2001-present.

- Spring 2006, Ratings (1 section) = 5.00 / 5.00 (*based on ratings by 52 students*)
- Fall 2005, Ratings (3 sections) ~ 4.89 average
- Fall 2004, Ratings (3 sections) = 4.78/5.00; 4.76/5.00; 4.63/5.00
- Fall 2003, Ratings (3 sections) = 4.97/5.00; 4.95/5.00; 4.93/5.00
- Fall 2002, Ratings (3 sections) = 4.87/5.00; 4.87/5.00; 4.84/5.00
- Spring 2002, Ratings (2 sections) = 5.00/5.00; 4.94/5.00
- Fall 2001, Ratings = 4.89/5.00

Technology Strategy, MIT, TA

Strategic Management, MIT, TA

Management of Technological Innovation, MIT, TA

International Management, MIT, TA

Business-Government Relations, MIT, TA

AWARDS, HONORS, & FUNDING

Commencement Speaker, Boston University – School of Management, Undergraduate Commencement, May 2006.

Broderick Award for Excellence in Teaching, Boston University School of Management, Academic Year 2004-2005.

Named "Faculty Research Fellow," National Bureau of Economic Research, Summer 2004.

Boston University, Junior Faculty Research Fund, grants for Academic Year 2003-2004 & 2004-2005.

Broderick Award for Excellence in Research, Boston University School of Management, Academic Year 2002-2003.

Beckwith Award for Excellence in Teaching, Boston University School of Management, Academic Year 2002-2003.

Hedlund Dissertation Award, Finalist - sponsored by the Institute of International Business, Stockholm School of Economics, Fall 2002.

Dissertation Award, Finalist - Academy of Management, Technology & Innovation Management Division, August 2002.
Research fellowship, MIT Industrial Performance Center, 2000-2001.
Research and tuition grant, Center for Innovation in Product Development, 1999-2000.
Research and tuition grant, Program on the Pharmaceutical Industry, MIT, 1999-2000.
Credit Suisse Fellowship for Study in International Management, 1995-1998.
Fulbright Scholarship for study in Federal Republic of Germany, 1992-1993.

ACADEMIC SERVICE

Ad hoc reviewer: *American Economic Review, Management Science, Strategic Management Journal, Academy of Management Journal, Journal of International Business Studies, Research Policy, Journal of Economics and Management Strategy, Small Business Economics, Review of Industrial Organization, Journal of Business Research, Annales d'Economie et de Statistique, International Journal of Management & Decision Making*

Conference organizer: *NBER Summer Institute, Innovation Policy & the Economy session (Jul-24-06), Strategic Research Forum (expected May 2007)*

Seminar organizer: *NBER Productivity Lunch, Fall 2005 & Fall 2006; BU-Strategy & Policy Seminar, 2002-2004*

Conference reviewer: *Academy of International Business, Academy of Management, INFORMS Organization Studies Dissertation Proposal Award, European International Business Association*

Principal service, Boston University:

Activities: *Strategy & Policy Seminar Series: Series Coordinator (2002-2004), Website Maintenance (2004-present); Course Coordinator (MG422 – Strategy & Policy, 2003-present); Undergraduate Program Development Committee (2003-present); General Management Concentration Advisor (2003-present); Ad-hoc Committee to Review the Part-Time MBA Program (Spring 2005); Faculty Advisor (Case Selection), B-School Beanpot (2005-2006)*

Doctoral Thesis Committee: *Joe LiPuma (BU, in progress); Rogerio Victor (BU, in progress), Francesca Barion (U-Padua, Italy, in progress); Tatiana Manolova (BU, 2003)*

Directed Studies & Honors Thesis Advisor: *Teddy Kaplan (Spring 2006), Teddy Teschner (Spring 2006), Jie Zheng (Fall 2005 + Spring 2006), Blair Teitel (Spring/Summer-2005), Peter Pang (Spring 2005), Sea Jin Chang (Fall 2003); Ryan Knowles (Spring 2003); Ian O'Neal (Spring 2003); Suzy Moran (Spring 2002)*

UROP student projects supervised: *Margaret Fogertey (Spring & Fall 2006)*

ADDITIONAL PROFESSIONAL EXPERIENCE

Wissenschaftszentrum Berlin für Sozialforschung (WZB, Social Science Research Center – Berlin), 1992-1993

Lewin & Associates, public policy and health care consulting, Washington, DC, 1991-1996

Saxony Economic Development Corporation (*Wirtschaftsförderungsgesellschaft Sachsen*), Dresden, Germany, Summer 1995