

LORI ROSENKOPF

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Philadelphia, PA 19104-6370
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(215) 898-6723
U.S. Citizen

EDUCATION

Columbia University, Graduate School of Business, 1994

Ph.D. in Management of Organizations

Dissertation: "Community Organization Evolution over the Technology Cycle:
Cooperative Technical Organizations and Technological Evolution in the Flight
Simulation Industry"

Stanford University, School of Engineering, 1986

M.S. in Operations Research

Cornell University, College of Engineering, 1984

B.S. in Operations Research and Industrial Engineering (with distinction)

EMPLOYMENT HISTORY

The Wharton School of the University of Pennsylvania, Philadelphia, PA

Associate Professor of Management, 2002-present

Douglas Vickers Term Assistant Professor of Management, 1994-2002

Kraft General Foods Term Lecturer in Management, 1993-1994

AT&T Bell Laboratories, Holmdel, NJ

Systems Engineer, 1985-1988

Eastman Kodak Company, Rochester, NY

Industrial Engineer, 1982-1985

RESEARCH AND PUBLICATIONS

Articles published in refereed journals

[1] Rosenkopf, L. and G. Padula. Forthcoming. "Investigating the microstructure of network evolution: Alliance formation in the mobile communications industry," Organization Science.

[2] Rosenkopf, L. and T. Schleicher. 2008. "Below the tip of the iceberg: The co-evolution of formal and informal interorganizational relations in the telecommunications industry," Managerial and Decision Economics, 29:425-441.

[3] Rosenkopf, L. and M. Schilling. 2007. "Comparing alliance network structure across industries: Observations and explanations," Strategic Entrepreneurship Journal, 1:191-209.

[4] Lavie, D. and L. Rosenkopf. 2006. "Balancing exploration and exploitation in alliance formation," Academy of Management Journal, 49:797-818.

[5] Rosenkopf, L. and P. Almeida. 2003. "Overcoming local search through alliances and mobility," Management Science, 49:751-766.

[6] Almeida, P., G. Dokko and L. Rosenkopf. 2003. "Startup size and the mechanisms of external learning: Increasing opportunity and decreasing ability?" Research Policy, 32:301-315.

[7] Rosenkopf, L., A. Metiu and V. George. 2001. "From the bottom up? Technical committee activity and alliance formation." Administrative Science Quarterly, 46:748-772.

[8] Rosenkopf, L. and A. Nerkar. 2001. "Beyond local search: Boundary-spanning, exploration and impact in the optical disc industry." Strategic Management Journal, 22:287-306.

Reprinted in Blaug, M. (Ed.), The International Library of Critical Writings in Economics, 2006, Elgar.

[9] Rosenkopf, L. and E. Abrahamson. 1999. "Modeling reputational and informational influences in threshold models of bandwagon innovation diffusion." Computational and Mathematical Organization Theory, 5:361-384.

[10] Rosenkopf, L. and M. L. Tushman. 1998. "The coevolution of community networks and technology: Lessons from the flight simulation industry." Industrial and Corporate Change, 7:311-346.

[11] Abrahamson, E. and L. Rosenkopf. 1997. "Social network effects on the extent of innovation diffusion: A computer simulation." Organization Science, 8: 289-309.

[12] Tushman, M. L. and L. Rosenkopf. 1996. "Executive succession, strategic reorientation and performance growth: A longitudinal study in the U.S. cement industry." Management Science, 42: 939-953.

[13] Abrahamson, E. and L. Rosenkopf. 1993. "Institutional and competitive bandwagons: Using mathematical modeling as a tool to explore innovation diffusion." Academy of Management Review, 18: 487-517.

[14] Tushman, M. L. and L. Rosenkopf. 1992. "Organizational determinants of technological change: Toward a sociology of technological evolution." Research in Organizational Behavior, 14: 311-347.

Reprinted in Starbuck, W. (Ed.), Organizational Learning and Knowledge Management, 2008, Elgar.

Reprinted in Storey, J. (Ed.), The Management of Innovation, 2004, Elgar.

Reprinted in Burgelman, R., M. Maidique and S. Wheelwright (Eds.), Strategic Management of Technology and Innovation, 2nd Ed., 1996, Irwin.

Articles submitted to refereed journals

[15] Dokko, G. and L. Rosenkopf. 2008. "Mobility of technical professionals and firm influence in wireless standards committees," under second review at Organization Science as of January 2008.

[16] Lavie, D., J. Kang and L. Rosenkopf. 2008. "Balancing exploration and exploitation within and across domains: Evaluation of performance implications in alliance portfolios," under review at Organization Science as of May 2008.

[17] Corredoira, R. and L. Rosenkopf. 2008. "Should auld acquaintance be forgot: The reverse transfer of knowledge through mobility ties," under second review at Strategic Management Journal as of July 2008.

[18] Upham, P., L. Rosenkopf and L. Ungar. 2006. "Positioning knowledge: Schools of thought and new knowledge creation," revision and resubmission invited by Administrative Science Quarterly.

Chapters in books

[19] Anderson, P. and L. Rosenkopf. 2004. "Global recombination: Cross-border technology and innovation management." In Gatignon, H. and J. Kimberly (Eds.), The INSEAD-Wharton Alliance on Globalizing: Strategies for Building Successful Global Businesses, Cambridge University Press, pp. 306-330.

[20] Rosenkopf, L. 2000. "Managing dynamic knowledge networks." In Day, G. and P. Schoemaker (Eds.), Wharton on Managing Emerging Technologies, Wiley and Sons, pp. 337-357.

[21] Rosenkopf, L. and A. Nerkar. 1999. "On the complexity of technological evolution: Exploring coevolution within and across hierarchical levels in optical disc technology." In Baum, J. and W. McKelvey (Eds.), Variations in Organization Science: In Honor of D. T. Campbell, Sage Publications, pp. 169-183.

[22] Rosenkopf, L. and M. L. Tushman. 1994. "The coevolution of technology and organization." In Baum, J. and J. Singh (Eds.), Evolutionary Dynamics of Organizations, Oxford University Press, pp. 403-424.

Articles in proceedings

[23] Upham, S., L. Rosenkopf and L. Ungar. 2007. "Innovating knowledge communities." Academy of Management Best Papers Proceedings.

[24] Lavie, D. and L. Rosenkopf. 2005. "Balancing exploration and exploitation in alliance formation: A multidimensional perspective." Academy of Management Best Papers Proceedings.

[25] Dokko, G. and L. Rosenkopf. 2003. "Job mobility of technical professionals and firm centrality in wireless standards committees." Academy of Management Best Papers Proceedings.

[26] Rosenkopf, L. and P. Almeida. 2001. "Who's building on whom?: Overcoming localization biases through alliances and mobility." Academy of Management Best Papers Proceedings.

[27] Rosenkopf, L., A. Turcanu, and V. George. 2000. "Industry-wide technical organizations as strategic antecedents of alliance formation." ASAC/IFSAM (Administrative Sciences Association of Canada / International Federation of Scholarly Associations of Management) Proceedings, Technology and Innovation Management Division.

[28] Abrahamson, E. and L. Rosenkopf. 1990. "When do bandwagon diffusions roll? How far do they go? When do they roll backwards?: A computer simulation." Academy of Management Best Papers Proceedings.

Commentaries

[29] Rosenkopf, L. and R. Corredoira. 2008. "What you can gain when you lose good people." Harvard Business Review, 86(4): 24-28.

[30] Rosenkopf, L. 2008. "Enriching research on exploration and exploitation." In Barry, D. and H. Hansen (Eds.), Handbook of the New and Emerging in Management and Organization, pp. 316-317, Sage Publications.

Case studies and reports

[31] Rosenkopf, L. 2001. "Cooperative technical organizations: Windows into technological communities."

[32] Rosenkopf, L. with E. McCarthy. 2001. "SimStar Internet Solutions."

[33] Rosenkopf, L. and A. Turcanu. 1998. "The dynamics of informal network evolution: An exploratory case study in the cellular industry."

[34] Rosenkopf, L. and M. Faraoni. 1996. "The coevolution of formal and informal interorganizational networks."

Working papers

[35] Dokko, G. and L. Rosenkopf. 2008. "Interfirm networks within technical standards setting organizations."

[36] Kang, J., J. Bae and L. Rosenkopf. 2008. "Strength in numbers? Status-based homophily and multiparty alliances."

[37] Rosenkopf, L. and A. Gupta. 2007. "All networks are not equal: Multiple sources of information transfer and their effects on alliance formation rates in the cellular industry."

[38] Upham, S., L. Rosenkopf and L. Ungar. 2007. "Innovating knowledge communities."

[39] Surie, G. and L. Rosenkopf. 2006. "Knowledge valorization via boundary extensions: Do entrepreneurial experiments create markets?"

Invited presentations

"Strength in numbers? Status-based homophily and multiparty alliances."

- Academy of Management, Anaheim. 2008 (with J. Kang)

"Balancing exploration and exploitation within and across domains: Evaluation of performance implications in alliance portfolios."

- Smith School, University of Maryland. 2008

"Should auld acquaintance be forgot: The reverse transfer of knowledge through mobility ties."

- Rotman School, University of Toronto. 2008
- Goizueta Business School, Emory University. 2007
- Sloan School, MIT. 2007
- Ross School, University of Michigan. 2007
- Krannert Graduate School of Management, Purdue University. 2007
- Strategy Research Conference, Harvard Business School. 2006
- Academy of Management, Honolulu. 2005 (with R. Corredoira)
- Smith Entrepreneurship Research Conference, University of Maryland. 2005
- Academy of Management, New Orleans. 2004 (with R. Corredoira)

“Balancing exploration and exploitation in alliance formation.”

- BYU/Utah Winter Strategy Conference, Sundance, Utah. 2006
- Corporate Entrepreneurship Research Conference, Harvard Business School. 2005
- Academy of Management, Honolulu. 2005 (with D. Lavie)

“Multiple sources of information transfer and their effects on alliance formation rates in the cellular industry,” Academy of Management, Honolulu. 2005 (with A. Gupta)

“Is it a small world or an endogenous world? Alliance network evolution in the cellular industry,” Academy of Management, New Orleans. 2004 (with G. Padula)

“Social capital formation in standards setting committees” Academy of Management, New Orleans. 2004 (with G. Dokko)

“Social capital for hire? Mobility of technical professionals and firm influence in wireless standards committees.”

- Strategy Seminar Series, University of Illinois at Urbana-Champaign. 2004
- Rutgers University, Management and Global Business Department Colloquium. 2004
- Initiative for Studies in Technology Entrepreneurship (INSITE) Interdisciplinary Research Series, University of Wisconsin. 2003
- Institute for Operations Research and the Management Sciences, Miami Beach. 2001 (with G. Dokko)
- Academy of Management, Seattle. 2003 (with G. Dokko)

“Below the tip of the iceberg: The co-evolution of formal and informal interorganizational relations in the telecommunications industry” Academy of Management, Seattle. 2003

“Overcoming local search through alliances and mobility.”

- Strategy Seminar, Boston University. 2002
- Academy of Management, Washington DC. 2001
- Emerging Technologies Research Seminar, The Wharton School. 1997
- Academy of Management, Boston. 1997

“From the bottom up? Technical committee activity and alliance formation.”

- Strategy Seminar, Washington University. 2002
- Management Department Colloquium, New York University. 2001
- Technology and Operations Management Colloquium, Harvard University. 2001
- Entrepreneurship Department Symposium, University of Maryland. 2001
- Organizational Behavior Colloquium, Northwestern University. 2001
- Sociology Department Colloquium, University of Pennsylvania. 2001

“Startup size and the mechanisms of external learning: Increasing opportunity but declining usefulness?”

- Academy of Management, Washington DC. 2001 (with G. Dokko)

- Technology Entrepreneurship Research Policy Conference, University of Maryland. 2000

“Organizational aspects of technology standards,” Professional Development Workshop, Academy of Management, Washington DC. 2001

“Plenary: Thinking about institutions,” Institutions, Conflict and Change Workshop, Northwestern University. 2000

“Strategic participation in cooperative technical organizations? Relating informal networks and alliance formation.”

- Academy of Management, Toronto. 2000 (with A. Metiu)
- Management Colloquium, Fuqua School of Business, Duke University. 2000
- Emerging Technologies Research Seminar, The Wharton School. 1999
- Institute for Operations Research and the Management Sciences, Philadelphia. 1999
- Academy of Management, Chicago. 1999 (with A. Turcanu)
- Strategic Management Society, Orlando. 1998 (with A. Turcanu)
- Administrative Sciences Association of Canada, Montreal. 2000

“Beyond local search: Boundary-spanning, exploration and impact in the optical disc industry.”

- Management Colloquium, New York University. 2000
- Operations and Information Management Department Colloquium, the Wharton School. 1999
- Institute for Operations Research and the Management Sciences, Philadelphia. 1999
- Competition and Strategy Conference, Harvard Business School. 1999
- Academy of Management, Chicago. 1999
- Academy of Management, Boston. 1997 (with A. Nerkar)
- Strategic Management Society, Phoenix. 1996 (with A. Nerkar)

“Understanding patent data analysis,” Professional Development Workshop, Academy of Management, Chicago. 1999

“Emergence, evolution and effects of informal interfirm networks.”

- Consortium of Centers for Organizational Research Workshop, University of Texas at Austin. 1999
- Institutions, Conflict and Change Workshop, Northwestern University. 1998

“Evolution of technological systems,” Variations in Organization Science: In Honor of Donald T. Campbell Conference, University of Toronto. 1997

“Inside the black box of organizational learning: Exploring knowledge-building with patent data,” Academy of Management, Boston. 1997

“Managing your dissertation committee,” Doctoral Consortium, Academy of Management, Boston. 1997

“The coevolution of formal and informal interorganizational networks.”

- Strategic Management Society, Phoenix. 1996
- Institute for Operations Research and Management Science, Atlanta. 1996

“Network evolution over the technology cycle: Lessons from the flight simulation industry.”

- Organization and Management Colloquium, Rutgers University. 1996
- Academy of Management, Vancouver. 1995

“Social network effects on the extent of innovation diffusion: A computer simulation.”

- Institutions, Agents and Social Dynamics Workshop, Columbia University. 1995 (with E. Abrahamson)
- Academy of Management, Atlanta. 1993 (with E. Abrahamson)

“When do bandwagon diffusions roll? How far do they go? When do they roll backwards?: A computer simulation” (with E. Abrahamson), Academy of Management, San Francisco. 1990

“Innovating for competitive advantage: Technological interdependence and the organization of production,” Academy of Management, Dallas. 1994

“Dominant designs: Converging technology, converging community.”

- University of Pennsylvania. 1993
- Carnegie Mellon University. 1993
- New York University. 1993
- University of California at Los Angeles. 1993
- Stanford University, Business School. 1993
- Stanford University, Department of Industrial Engineering. 1993

“On the co-evolution of technology and organization.”

- Academy of Management, Atlanta. 1993
- Stern Conference on the Evolutionary Dynamics of Organizing, New York University. 1993
- Hydro-Quebec Chair, University of Quebec in Montreal. 1991

“Trickle-down and trickle-up diffusion processes: Simulating the impact of reputation on two-stage diffusion models,” Academy of Management, Miami. 1991

“Determinants of executive succession: The influence of signals, demographics, and history,” Academy of Management, Miami. 1991

“Towards a systems theory of technology: Social, political, and organizational determinants of technological change,” Academy of Management, San Francisco. 1990

"Executive succession, organizational reorientation and performance in stable environments: An organization learning approach," Academy of Management, San Francisco. 1990

Invited discussions

"On knowledge flows in the cross-regional and cross-border context," Academy of Management, Anaheim. 2008

"On scientists, engineers, and the process of innovation," Academy of Management, Philadelphia. 2007

"On causes and consequences of mobility," NBER Summer Institute on Economics of Intellectual Property, Cambridge, Massachusetts. 2005

"On patent data in management research: Uses, abuses and lessons learned," Professional Development Workshop, Academy of Management, Seattle. 2003

"On the shifting landscape for commercializing research," Academy of Management, Toronto. 2000

"On modeling," Time and Timing Conference, Massachusetts Institute of Technology. 2000

"On intangible assets," Academy of Management, Cincinnati. 1996

"On work, innovation and improvisation in product development," Academy of Management, Cincinnati. 1996

"On the role of medical professionals in facilitating strategic alliances among pharmaceutical firms," Strategic Management Conference on Competition and Cooperation, Stanford University. 1996

"On the ties that bind: Organizational linkages and technological competition," Academy of Management, Dallas. 1994

Research interests

Organizational aspects of technological change – coevolution of technology and organization, knowledge networks, interorganizational relationships, exploration and search, innovation diffusion.

Editorships

Senior Editor, Organization Science (appointed 2008)

Editorial review boards

Strategic Management Journal (2007- present)

Organization Science (2004-2008)

Strategic Organization (2001-present)

Academy of Management Review (2002-2004)

- Chair, Selection Committee for Best Paper published in 2003

Refereeing

Administrative Science Quarterly, Academy of Management Review, Academy of Management Journal, California Management Review, IEEE Transactions on Engineering Management, Industrial and Corporate Change, Management Science, Organization Science, Organization Studies, Research Policy, Strategic Management Journal.

Reviewing

National Science Foundation: Decision, Risk, and Management Science Program.

Academy of Management Meetings: Organization and Management Theory Division, Technology and Innovation Management Division.

TEACHING

Courses developed

Introduction to Management (MGMT 101) – full reconstruction of required core course for all Wharton undergraduate students, 2004

Proseminar in Organizational Behavior: Network Theory and Applications (MGMT 932) – doctoral seminar, 1998

Courses taught

Introduction to Management (MGMT 101), 2004-present

High-Tech Entrepreneurship (MGMT 803) – half-semester MBA elective, 2003

Network Theory and Applications (MGMT 935) – doctoral seminar. Renamed and renumbered from 1998 offering (MGMT 932), every other year, 2001-present

Research Methods (MGMT 953) – doctoral seminar, 1999

Proseminar in Organizational Behavior: Network Theory and Applications (MGMT 932) doctoral seminar, 1998

Innovation, Change and Entrepreneurship (MGMT 802) – half-semester MBA core bracket (as of 2002, elective) course. Offered forty sections total to MBA and executive MBA classes, 1994-2004

Executive Education Seminars on Managing Technology, Innovation and Networks in both open and custom programs, 1997-present. Academic Director for one week custom program, 2005.

Teaching interests

Management of technological innovation, entrepreneurship, network theory and analysis, strategy, organization theory.

Doctoral dissertation committees

Lite Nartey, Management Department, Wharton School, 2008-present.

Monica Stallings, Management Department, Wharton School, 2007-present.

Elisa Alvarez-Garrido, Management Department, Wharton School (chair), 2007-present.

Prasanna (Sonny) Tambe, Operations and Information Management Department, Wharton School. Placement: Assistant Professor, New York University, 2008.

Rafael Corredoira, Management Department, Wharton School (advisor)
Placement: Assistant Professor, University of Maryland, 2008.

Russell Cole, Graduate School of Education
Placement: Post-doctoral research associate, Graduate School of Education, 2008

Samuel Phineas Upham, Management Department, Wharton School (advisor)
Placement: Clarion Capital, 2008.

Preeta Roy, Management Department, Wharton School
Placement: Assistant Professor, University of Illinois at Urbana-Champaign, 2006

Reagan Daly, Department of Criminology, University of Pennsylvania
Placement: Post-doctoral fellow, Jerry Lee Center for Criminology, 2005

Joan Allatta, Management Department, Wharton School
Placement: Assistant Professor, Purdue University, 2005

Nadia Yamel Flores, Department of Sociology, University of Pennsylvania
Placement: Assistant Professor, Texas A&M, 2005

Dovev Lavie, Management Department, Wharton School
Placement: Assistant Professor, University of Texas (Austin), 2004

Gina Dokko, Management Department, Wharton School (advisor)
Placement: Assistant Professor, New York University, 2004

Anca Metiu, Management Department, Wharton School
Placement: Assistant Professor, INSEAD, 2001

Hann Kim, Management Department, Wharton School
Placement: Assistant Professor, Australian Graduate School of Management, 2001

Thomas Kraemer, Management Department, Wharton School
Placement: Vice President, JP Morgan, 1999

Atul Nerkar, Management Department, Wharton School
Placement: Assistant Professor, Columbia University, 1997

Sean McDade, Department of Marketing, Temple University
Placement: Vice President, Gallup Organization, 1996

Graduate advising

Russell Cole, Graduate School of Education, Independent Study, 2007
Laura Kohn, Wharton Graduate Division, Independent Study, 2003
Thomas Schleicher, Department of Sociology, Independent Study, 2002
Jack Jiewen Zhu, Wharton Graduate Division, Independent Study, 2002

Undergraduate advising

Rong Ma, Management and Technology, Independent Study, 2008
Samuel Proctor, Benjamin Franklin Scholar, Independent Study, 2005
Kevin Cheng, Management and Technology, Independent Study, 2001
Narayan Raj, Management and Technology, Independent Study, 1997

PROFESSIONAL ACTIVITIES

University-related activities

2008	Presenter, Undergraduate Parents' Weekend
2007-present	Wharton Dean's Advisory Group
2006-present	Doctoral Coordinator, Management Department
2006-present	Graduate Group Member, Sociology
2005-present	Case workshop, EMTM orientation
2006-07	Organization Behavior Senior Search Committee
2006	Wharton Women in Business Luncheon Speaker
2006, 2007	Moderator, Wharton Women in Business Conference
2005-06	Member, Thought Leadership Group for Postal Land Development
2005	Provost's Career – Family Balance Committee
2005	Vice Dean's Luncheon Speaker

2005, 2008 Management Club Luncheon Speaker
 2004-06 Undergraduate Curriculum Committee
 2004-2007 Entrepreneurship Recruiting Committee
 2003 Member, Advisory Group for Management Department Chair Search
 2003 Wharton Women in Business Luncheon Speaker
 2003 Mack Chair Search Committee
 2003-present Core Group Member, Mack Center for Technological Innovation
 2003 Strategy / Organization Theory Comprehensive Committee
 2003 MBA Coffee Chat – featured speaker
 2002 Mock Class for Prospective Students Day
 2002 MBA Case Analysis Workshop
 2002-2003 Quinquennial Review of Marketing Department
 2002-2003 Entrepreneurship Recruiting Committee
 2002-2003 Organizational Behavior Senior Recruiting Committee
 2002-2003 Middle States Accreditation Committee
 2002-2003 Organizer, Wharton Technology Miniconference
 2001 Wharton MBA “Wine and Dine” Featured Faculty Member
 2001-2003 Coordinator, Management of Technology seminar series
 2001 Chair Search Committee for Management Department
 2001 Founder and Organizer, Wharton Technology Miniconference
 2000 Wharton MBA “Wine and Dine” Featured Faculty Member
 2000 Women Executive Engineers Leadership Series (WEELS) Speaker
 2000-2002 Doctoral Advisory Group, Management Department
 1999-2001 Executive Committee, Management Department
 1999 Wharton Women Faculty Lunch Speaker
 1999-2000 Quinquennial Review of Management Department
 1998-2002 Faculty Fellow, Gregory College House
 1998-2000 Penn Reading Project Discussion Leader
 1997-1998 Organizer, Organization Learning Seminar Series
 1996-1997 Doctoral Advisory Group, Management Department
 1996 Wharton Women in Business Speaker
 1996 Graduate Women in Business Forum Panelist
 1996 MBA Pre-Term Case Analysis Workshop Leader
 1994 MBA Pre-Term Case Analysis Workshop Leader
 1994-1995 Computing Committee, Management Department
 1994-1995 Colloquium Committee, Management Department
 1994 Graduate Women in Business Forum Panelist
 1994 “Food For Thought” Lunchtime Discussion Leader

1993-2000 Entrepreneurship Recruitment Committee, Management Department

Non-university-related activities

2008-2009 Past Division Chair, Technology and Innovation Management Division, Academy of Management

2007-2008 Division Chair, Technology and Innovation Management Division, Academy of Management

2006-2007 Division Chair-elect, Technology and Innovation Management Division, Academy of Management

2005-2006 Program Chair, Technology and Innovation Management Division, Academy of Management

2004-2005 Professional Development Workshop Chair, Technology and Innovation Management Division, Academy of Management

1999-2002 Representative at large, Organization and Management Theory Division, Academy of Management

1998-2002 Director, The Caring Center, Philadelphia PA.

1997-1999 Executive committee member at large, Technology and Innovation Management Division, Academy of Management.

Professional Societies

Academy of Management

American Association of University Professors

Institute for Operations Research and the Management Sciences (INFORMS)

Strategic Management Society

GRANTS, HONORS AND AWARDS

University-related

David Hauck Award for Outstanding Undergraduate Teaching, 2006

Research Grant, Center for Leadership and Change Management, 2004

Research Grant, Wharton e-Business Initiative, 2001

Research Grants, Mack Center for Technological Innovation (formerly Huntsman Center for Global Competition and Innovation), The Wharton School, 1994-present

Research Grants, Snider Entrepreneurial Center, The Wharton School, 1995-2000

Research Grant, Jones Center for Strategy, Policy and Organization, The Wharton School, 1996

Junior Faculty Research Awards, The Wharton School, University of Pennsylvania, 1994, 1995

University Research Foundation Grant, University of Pennsylvania, 1994

Professional

Best Management Paper Award, SDA Bocconi, 2007

Finalist, Best Paper Award, Organization and Management Theory Division of the Academy of Management, 2003

Best Paper Award, Technology and Innovation Management Division of Administrative Sciences Association of Canada / International Federation of Scholarly Associations of Management, 2000

Columbia/Sloan Workshop Fellowship, Columbia Law School, 1992-1993

Finalist, Best Dissertation Proposal Competition, TIMS College on Organization, 1992

Center for the Social Sciences Fellowship, Columbia University Graduate School of Arts and Sciences, 1990-1991

Best Paper Award, Organization and Management Theory Division of the Academy of Management, 1990

American Association of Collegiate Schools of Business Fellowship, 1988-1989