This seminar has two major purposes. One is to explore important, contemporary issues about strategy and innovation from a variety of theoretical, methodological, and topic-oriented perspectives, with a focus on strategy and innovation in organizational contexts. The second is to practice a variety of skills such as synthesizing research, understanding research designs, and developing research questions that should prove useful in your academic careers.

This seminar is particularly useful for those who wish to contribute to scholarship at the intersection of strategy, organizations, and innovation. It has also proved useful for those with disciplinary training who wish to obtain a position in a business school. The seminar provides some familiarity with the major related theories including agency, institutional, learning, resource dependence, resource-based view, transaction cost economics, complexity theory, recombinant search, and social networks. In this seminar, we share responsibility for discussing the readings and raising issues. You are expected to do all of the required readings and to be prepared to discuss the readings (singly and collective) in class on the assigned day. The class format will involve some introductory remarks by me, followed by a group discussion of your analyses of the papers for the day. “Analyzing” each article means laying out:

- research question(s)
- central arguments and hypotheses as appropriate
- for empirical papers, methods (research design, sample, data collection, construct measures, analytic techniques) and results
- key conclusions
- strengths, weaknesses, contributions to the literature, and interesting areas/questions for discussion.

In our analysis, we’ll also synthesize the connections among the readings, including commonalities, essential differences in ideas and approach, connections with other research, and possible extensions or other interesting areas/questions for further discussion.

The readings are below. When articles are from mainstream strategy and organizations journals (ASQ, OS, SMJ, etc.) I have simply noted the journal and year, although I have tried to give full citations for those articles you might not be able to find otherwise. I will assume that you are aware of research by many of the wonderful BPS scholars on our floor, so an attempt has been made not to “represent” research you likely already know well, or can learn in depth from their own PhD seminars. In particular, this course complements 15.342: Organizations and Environments.

The general course requirements are:

1. Class preparation: Analyze (as described above) and be prepared to discuss the readings that are assigned for each class. All students should arrive at class with their analyses of the readings, ready to go. Please ensure that you have a point of view on the key insights of each article as well as each article’s strengths and weaknesses. Also bring your thoughts on questions and interesting issues to discuss during class.
2. Memo: Develop your own point of view on the following questions that consider the readings collectively: What are the common themes within the articles, contradictions among the articles, and insights? (This entails your developing an understanding of the assigned articles, their relationship to one another, and their collective synthesis.) What are the 2-3 most important conclusions from the readings viewed collectively? Suggest an appropriate follow-on research question(s) for a deductive study based on a research gap that is suggested by these articles collectively. Excluding anything written by me, what is the best of the assigned articles (and why)? Please turn in a memo addressing these issues at the beginning of each class. You may skip four memos on the day of your choosing—that is, you owe me eight memos over the course of the semester.

3. Paper presentation: At least once during the semester, you will be asked to present an empirical paper (as noted by *) in the day’s readings in conference-style. That is, please present the key points of the paper in 10 minutes (firmly enforced), relying on the following flow of roughly 7 power point slides: literature background (note key points and citations), research question(s), major hypotheses (presentation should note underlying arguments) if a deductive study, key aspects of the research design (research design, sample, data collection, construct measures, analytic techniques), major statistical or other results (e.g., regression table), discussion points, and conclusions. In general, given the time limits, it is best to present the heart of the paper well, and not try to include every point. Keep in mind that your presentation should give the audience a few intriguing take-aways, impress the audience with the quality of your research, and stay on time. This presentation will be graded as part of class participation. Class participation (quality thereof, in particular) will constitute 70% of the grade.

4. Final paper: You will be asked to also prepare an approximately 20 page (text) research paper that reviews and synthesizes the research literature on some topic within strategy and/or organization theory or the study of innovation and entrepreneurship that is of particular interest to you. A draft of your second year paper is fine. The paper should include significant use of the empirical literature (using at least 6-8 empirical papers). Use this as an opportunity to write about something that interests you; I am here to support *your* interests. Asking other faculty and students (including more senior students not in the course) for feedback and advice on your work is appropriate. But, all writing must be your own. Please let me know your topic, at the latest, by class on Day 8. This paper is due on December 8th at the regularly scheduled beginning of class. 30% of the course grade is based on this paper.

I anticipate giving everyone an A in return for diligent preparation, inspired class participation, and outstanding writing.
Session 1 (Sept 8): Competitive Advantage and Heterogeneous Firm Performance
- Porter, M What is Strategy? HBR
- Rivkin, J., Reproducing Knowledge: Replication Without Imitation at Moderate Complexity, (OS 2001)
- Repenning, N and Sterman, J., Capability Traps and Self-Confirming Attribution Errors in the Dynamics of Process Improvement (ASQ 2002)

Session 2 (Sept 15): Organizational Boundaries: Theory of the Firm, Agency Theory, and Organizational Control
- * Nickerson, J.A. and B.S. Silverman, Why Firms Want to Organize Efficiently and What Keeps them from Doing So: Inappropriate Governance, Performance, and Adaptation in a Deregulated Industry (ASQ 2003)
- Eisenhardt, K. Agency Theory: An Assessment and Review (AMR 1989)
- Coase 1937 “Nature of the Firm” Economica 386-405

Session 3 (Sept 22): Competition, Rivalry, and Strategic Interaction
- Gimeno, J. Reciprocal threats in multimarket rivalry: staking out 'spheres of influence' in the US airline industry. (SMJ 1999)
- Posen HE, Lee J., Yi, S., The Power of Imperfect Imitation (Forthcoming SMJ)

Session 4 (Sept 29): Strategic Decision Making, Learning, and Managerial Cognition
- Eisenhardt, K and M. Zbaracki Strategic Decision Making (SMJ 1992)
- Bingham, C.B and J.P. Davis. “Learning Sequences: Their Emergence, Evolution, and Effect (Forthcoming AMJ 2011)
Session 5 (Oct 6): RBV, Competence, and Dynamic Capabilities

- Greve, HR Performance, Aspirations, and Risky Organizational Change (ASQ 1998)

Session 6 (Oct 13): Governance: Boards, Diversification, and Acquisition

- *Westphal, J., Board games: How CEOs adapt to increases in structural board independence (ASQ 1998)
- Stern, I. and Westphal, J Stealthy Footsteps to the Boardroom: Executive Backgrounds, Sophisticated Interpersonal Influence Behavior, and Board Appointments (ASQ 2010)
- Graebner, M. and K. Eisenhardt, The Seller’s Side of the Story: Acquisition as Courtship and Governance as Syndicate in Entrepreneurial Firms (ASQ 2004)

Session 7 (Oct 20): Interorganizational Relationships: CVC, R&D Collaborations, and Alliances

- Gulati, R. Does Familiarity Breed Trust? The Implications of Repeated Ties for Contractual Choice in Alliances (AMJ 1995)
- O’Mahoney, S and Bechky, B Boundary Organizations: Enabling Collaboration Among Unexpected Allies (ASQ 2008)

No Session (October 27) – Sloan Innovation Period (SIP)

Session 8 (Nov 3): Innovation Processes: Recombination, Bricolage, Improvisation, Brainstorming

- Schumpeter, 1939 (selected readings about recombination)
- Katila, R., & Ahuja, G. Something old, something new: A longitudinal study of search behavior and new product introduction. (AMJ 2002)
- Jeppesen, LB and Lakhani, KR Marginality and Problem-Solving Effectiveness in Broadcast Search (OS 2010)
- Miner, A, P. Bassoff, & C Moorman. Organizational Improvisation and Learning: A Field Study (ASQ 2001)
Session 9 (Nov 10): Technological Trajectories, S-Curves, and Industry Lifecycles

- Klepper, S. Entry, Exit, Growth, and Innovation over the Product Life Cycle (AER 1996)
- *Eggers, JP Falling Flat: Failed Investment and Technological Evolution (Forthcoming ASQ)*

Session 10 (Nov 17): Innovation and Organizational Outcomes

- Hiatt, SR, Sine WD, and Tolbert, PS From Pabst to Pepsi: The Deinstitutionalization of Social Practices and the Creation of Entrepreneurial Opportunities (ASQ 2009)

No Session (November 24) – Thanksgiving Vacation

Session 11 (Dec 1): Interdependence: Platforms, Value Chains, and Market Creation

- Boudreau, K Open Platform Strategies and Innovation: Granting Access vs. Devolving Control (MS 2010)

Session 12 (Dec 8): Entrepreneurial Action in Nascent Markets

- Shane, S. Prior Knowledge and the Discovery of Entrepreneurial Opportunities (OS 2000)
- Santos, F. and K. Eisenhardt, “Constructing Markets and Organizing Boundaries” (AMJ 2009)