

JASON P. DAVIS
Curriculum Vitae
MIT Sloan School of Management
100 Main Street, E62-480
Cambridge, MA 02142
Office Phone: (617) 253-6727
Email: jasond@mit.edu • Web: <http://www.mit.edu/~jasond>

ACADEMIC POSITIONS

Massachusetts Institute of Technology	Associate Professor of Technological Innovation, Entrepreneurship, and Strategic Management	July 2012 –
	Assistant Professor of Strategy	July 2007 – July 2012
	Theodore T. Miller Career Development Professorship	July 2008 – July 2011
Stanford University	Visiting Scholar	July 2010 – July 2011

EDUCATION

Stanford University	Ph.D. in Management Science and Engineering Dept. of Management Science and Engineering	June 2007
	Dissertation: <i>Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy</i>	
	Dissertation Committee: Kathleen Eisenhardt (Chair), Riitta Katila, Mark Granovetter	
Stanford University	M.A. in Sociology Dept. of Sociology	June 2005
California Institute of Technology	M.S. in Computation and Neural Systems Dept. of Computation and Neural Systems	June 2000
Massachusetts Institute of Technology	S.B. in Brain and Cognitive Sciences Dept. of Brain and Cognitive Sciences	June 1998

RESEARCH INTERESTS

My research is in the areas of strategy, organizations, and innovation. I study how organizations develop technological innovations and use them to compete in dynamic markets. Through detailed field studies of innovative relationships between established firms in the computing and communications industry, emerging field and survey research on entrepreneurial innovation on mobile application platforms, and theoretical research using computational simulation and formal models of organizational and network structures, I am trying to understand why some firms are much more successful in taking advantage of and creating innovations than others.

PROFESSIONAL AWARDS AND HONORS

- Winner, Academy of Management Technology Innovation Management Emerging Scholar, 2012
- Honorable Mention Award for Granovetter Prize for Best Article in Economic Sociology, 2012
- Finalist for European Business School Best Paper Award in Innovation Management, 2012
- Theodore T. Miller Career Development Professorship, 2008-2011
- Winner, Academy of Management Newman Award for Best Paper from a Dissertation, 2009
- Winner, TIM Division Best Doctoral Dissertation Award, 2009
- Winner, TIM Division Best Paper Award, 2009
- Winner, OMT Division Best Paper Award, 2008

PUBLISHED AND FORTHCOMING RESEARCH PAPERS

1. **Davis, J. P. and Eisenhardt, K. M.** (2011) "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." *Administrative Science Quarterly*, 56:159-201. (Winner, Newman Academy-Wide Award for Best Paper from a Dissertation; Winner, TIM Division Best Paper; AOM Best Paper Proceedings, TIM Division 2009; Honorable Mention Award for Granovetter Prize for Best Article in Economic Sociology 2012; Finalist for European Business School Best Paper Award in Innovation Management 2012)
2. **Davis, J. P., Eisenhardt, K. M., & Bingham, C. B.** (2009) "Optimal Structure, Market Dynamism, and the Strategy of Simple Rules." *Administrative Science Quarterly*, 54: 413-452.
3. **Davis, J. P., Eisenhardt, K. M., & Bingham, C. B.** (2007) "Developing Theory Through Simulation Methods." *Academy of Management Review*, 32(2): 480-499.
4. **Bingham, C. B. and Davis, J. P.** (2012) "Learning Sequences: Their Emergence, Evolution, and Effect." *Academy of Management Journal*, 55(3): 611-641.
5. **Obstfeld, D. Borgatti, S., & Davis, J. P.** (2013) "Brokerage as a Process: Decoupling Action From Social Network Structure." Forthcoming in *Research in the Sociology of Organizations*.
6. **Davis, J. P.** (2013) "The Emergence and Coordination of Synchrony in Organizational Ecosystems." in Ron Adner, Joanne E. Oxley, Brian S. Silverman (ed.) *Collaboration and Competition in Business Ecosystems (Advances in Strategic Management, Volume 30)*, Emerald Group Publishing Limited, pp.197-237.

CONFERENCE PROCEEDINGS, WORKING PAPERS, AND PAPERS UNDER REVIEW

7. **Davis, J. P.** (2012) "Organization Architecture and Dynamic Capabilities: Network Microfoundations of Competitive Advantages in Dynamic Markets." Submitted to *Strategic Management Journal*
8. **Davis, J. P.** (2011) "Network Agency Problems: Reconceptualizing Brokerage as a Barrier to Embedded Relationships." (An earlier version of this paper titled "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization" is the winner of the 2008 OMT Best Paper Award; AOM Best Paper Proceedings, OMT Division, 2008) Revising Paper for Submission to *Academy of Management Journal*

9. **Davis, J. P., Kacperczyk, A., & Hahl, O.** (2011) "Knowledge Asymmetry in Brokerage: Secret Network Sources of Broker's Position and Power." AOM Best Paper Proceedings, OMT Division, 2011. Preparing for Resubmission to *Organization Science*
10. **Davis, J. P.** (2012) "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Working Paper, preparing for submission to *Administrative Science Quarterly*
11. **Davis, J. P., Muzyrya, Y., & Yin, P.** (2012) "Innovation Strategies in Entrepreneurial Firms: Market Maturity and Killer Apps in the iPhone Ecosystem." Working Paper.
12. **Bresnahan, T. Yin, P., & Davis, J. P.,** (2012) "Commercialization by Mobile Developers: Making Money from Free Apps...but not porting to iPhone." Working Paper. (A version of this paper will appear in the *NBER volume on Science and Innovation Policy*, Adam Jaffe and Ben Jones, Editors)

OTHER PUBLICATIONS (ESSAYS AND MANAGERIAL ARTICLES)

13. **Bingham, C. B. and Davis, J. P.** (2012) "Learning How to Grow Globally." *Sloan Management Review*, 53(3): 16-18.
14. **Davis, J. P.** (2013) "Capturing the Value of Synchronized Innovation." *Sloan Management Review*, 54(4): 55-62.
15. **Davis, J. P.** (2012) "Strategic Managers as Network Architects: Shape Your Company's Networks to Maximize Performance." Revising for *Harvard Business Review*.

PRESENTATIONS

1. "Organization Architecture and Dynamic Capabilities: Network Microfoundations of Competitive Advantages in Dynamic Markets." Duke Strategy Conference, **Duke University**, October 17, 2012
2. "Organization Architecture and Dynamic Capabilities: Network Microfoundations of Competitive Advantages in Dynamic Markets." West Coast Research Symposium on Technology Entrepreneurship, **University of Southern California**, September 7, 2012
3. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Management Division, **Columbia University**, New York, New York, September 18, 2012
4. "Organization Architecture and Dynamic Capabilities: Network Microfoundations of Competitive Advantages in Dynamic Markets." Atlanta Competitive Advantage Conference, **Georgia Institute of Technology**, May 17, 2012
5. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Management and Organizations Seminar, **University of Washington**, Seattle, Washington, May 25, 2012
6. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Strategy and Organizations Seminar, **McGill University**, Montreal, Canada, April 27, 2012
7. "Innovative Triad or Three Separate Dyads? Group Processes, Multiplex Relationships, and Collaborative Innovation." Organizations Seminar, **Boston University**, Boston, MA, April 6, 2012
8. "Knowledge Asymmetry in Brokerage: Secret Network Sources of Broker's Position and Power." **ASA**, Las Vegas, NV, August 22, 2011
9. "The Emergence and Coordination of Synchrony in Interorganizational Networks." **ASA**, Las Vegas, NV, August 21, 2011
10. "Knowledge Asymmetry in Brokerage: Secret Network Sources of Broker's Position and Power." **AOM**, Las Vegas, NV, August 16, 2011
11. "Network Agency Problems: Reconceptualizing Brokerage as a Barrier to Embedded Relationships." NICO Seminar, **Northwestern University**, Evanston, IL, April 27, 2011
12. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Wharton Technology Entrepreneurship Conference, **University of Pennsylvania**, Philadelphia, PA, April 22, 2011
13. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Strategy Seminar, **University of Toronto**, Toronto, Canada, April 21, 2011
14. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Strategy Seminar, **IESE**, Barcelona, Spain, March 24, 2011
15. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Strategy Seminar, **London Business School**, London, UK, March 22, 2011

16. "Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships." Strategy Seminar, **University of Michigan**, Ann Arbor, MI, March 11, 2011
17. "Knowledge Asymmetry in Brokerage." Network Evolution Conference, **INEASD**, Fontainebleau, France, October 22-23, 2010
18. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." West Coast Research Symposium, **University of Oregon**, Eugene, OR, August, 27-28, 2010
19. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." ION Network Conference, **University of Kentucky**, Lexington, KY, April 9-11, 2010
20. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." Organizations and Markets, **University of Chicago**, Chicago, IL, March 31, 2010
21. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." **Eastern Sociological Society** Annual Meetings, Boston, MA March 21, 2010
22. "Agency and Knowledge Problems in Network Dynamics: Brokers and Bridges in Innovative Interorganizational Relationships." **Duke University**, Durham, NC March 3, 2010
23. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." **AOM**, Chicago, IL, August 7-11, 2009 (Winner, Newman Academy-Wide Award for Best Paper from a Dissertation; Winner, TIM Division Best Paper; AOM Best Paper Proceedings, TIM Division 2009)
24. "Network Plasticity, Aggregation Dynamics, and the Embeddedness of Organizational Innovation." **AOM**, Chicago, IL, August 7-11, 2009
25. "Cooperation Without Coordination: Influence Dynamics and the Emergence of Synchrony in Inter-Organizational Networks." **AOM**, Chicago, IL, August 7-11, 2009
26. "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization." SETChange Seminar, **Carnegie Mellon University**, Pittsburg, PA, February 19, 2008 (scheduled)
27. "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization." INSEAD Conference on Network Evolution, **INSEAD**, Fontainebleau, France, October 24-25, 2008
28. "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization." Entrepreneurship Unit Seminar, **HBS**, Boston, MA, October 23, 2008
29. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." Strategy Unit Seminar, **HBS**, October 16, 2008
30. "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization." West Coast Research Symposium on Technology Entrepreneurship, **Stanford University**, Stanford, CA, September 5-6, 2008

31. "Network Plasticity and Collaborative Innovation: Processes of Network Reorganization." Academy of Management Conference, AOM, Anaheim, CA, August 8-13, 2008 (Recipient of the 2007 OMT Best Paper Award [out of 488 Submissions].)
32. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), AOM, Anaheim, CA, August 8-13, 2008
33. "How do established and entrepreneurial firms innovate?" Panel discussion with Riitta Katila (organizer) and Saikat Chaudhuri, Google, Mountain View, CA, July 29, 2008
34. "Network Plasticity and Collaborative Innovation: Pruning, Pairing, and Spontaneous Processes in Network Reorganization." Economic Sociology Seminar, **Harvard Sociology / MIT Sloan School of Management**, April 30, 2008
35. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), Wharton Technology Conference, **University of Pennsylvania**, Philadelphia, PA, April 26, 2008
36. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." Innovation and Entrepreneurship Seminar, **MIT Sloan School of Management**, December 10, 2008
37. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." Organizations Study Group Colloquium, **MIT Sloan School of Management**, October 12, 2008
38. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation." West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 7, 2007
39. "Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy." Job Talk, **MIT Sloan School of Management, Northwestern Kellogg School of Management, INSEAD, Harvard Business School, Pennsylvania State University, University of California at Davis, University of California at Irvine, University of Washington, and the University of North Carolina**, Fall-Winter 2006-2007.
40. "Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy." (poster session) West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 9, 2006
41. "How Do Firms Manage Inter-Organizational Collaborative Innovation?" Consortium on Competitiveness and Cooperation (CCC), **EPFL**, Lausanne, Switzerland, May 20, 2006.
42. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), Smith Entrepreneurship Conference, **University of Maryland**, College Park, MD, April 22, 2006
43. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 9, 2005
44. "Developing Theory Through Simulation Methods." (paper with Chris Bingham and Kathleen Eisenhardt), Academy of Management Conference, **AOM**, Honolulu, HI, August 9, 2005

45. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), Academy of Management Conference AOM, Honolulu, HI, August 8, 2005
46. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt and Chris Bingham), Atlanta Competitive Advantage Conference (ACAC), **Emory University**, Atlanta, GA, June 25, 2005
47. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt), Leavey School of Business, Santa Clara University, Santa Clara, CA, February 16, 2005
48. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules." (paper with Kathleen Eisenhardt), Scandinavian Consortium for Organizational Research (SCANCOR), **Stanford University**, Stanford, CA, November 22, 2004

INDUSTRY EXPERIENCE

Intel Corporation (Corporate Technology Group)

Strategic Alliance Specialist

Hillsboro, OR

Summer 2004

Evaluated and recommended changes to Intel's strategic process for managing advanced technology collaborations with other major firms in the computer industry.

IBM (Candle Software Group)

Sales and Marketing Manager

El Segundo, CA

Spring & Summer 2002

Developed, tested, and rolled out new product/service bundles to customers including direct/indirect marketing and sales bringing in over \$6 million in incremental revenue for the summer. Managed lead generation and qualification, deal terms and conditions, pitching, pilot customer calls and visits.

McKinsey and Company

Business Analyst

Los Angeles, CA

2000 – 2002

Strategy Engagements for High-Technology Clients

TEACHING EXPERIENCE

Massachusetts

Institute of Technology

Instructor (Sp08, Sp09, Fa09, Fa11)

15.912: Strategic Management of Innovation and Entrepreneurship (Formerly called 15.912: Technology Strategy)

This course provides a series of strategic frameworks for managing high-technology businesses. The emphasis throughout is on the development and application of conceptual models which clarify the interactions between competition, patterns of technological and market change, and the structure and development of organizational capabilities. Course ratings for this class are consistently at or above average – latest 2011 ratings: Recommend Professor 4.55/5 (MIT-Sloan Average = 4/35/5); Recommend Subject 4.35/5 (MIT-Sloan Average – 4.30/5).

Instructor (Fa09, Fa11)

15.990 / 15.S08: PhD Seminar in Strategy and Innovation

This seminar explores important, contemporary issues about strategy

and innovation from a variety of theoretical, methodological, and topic-oriented perspectives. The seminar focuses on strategy and innovation in organizational contexts. Course ratings for this class are consistently at or above average – latest 2011 ratings: Recommend Professor 4.89/5 (MIT-Sloan Average = 4/35/5); Recommend Subject 4.35/5 (MIT-Sloan Average – 4.78/5).

Stanford University

Teaching Assistant

MS&E 270: Strategy in Technology-based Companies

Professors Kathleen Eisenhardt and Riitta Katila

This course focuses on basic concepts in strategy, with emphasis on high technology firms. Topics include competitive positioning, resource-based perspectives, co-opetition, standards setting, and complexity/evolutionary perspectives.

Teaching Assistant

E 145: High-Technology Entrepreneurship

Professor Tom Byers and Randy Komisar

Introduction to concepts and tools essential to the entrepreneurial process including case studies, lectures, workshops and projects covering high-growth ventures.

PROFESSIONAL ACTIVITIES

Editorial Boards

Strategic Management Journal, 2013 –
Academy of Management Journal, 2013 –
Organization Science, 2012 –
Strategic Organization, 2011 –

Service:

Faculty Facilitator, OMT Doctoral Consortium, 2012; TIM Doctoral Consortium, 2013
Co-Organizer (with Elena Obukhova and Pai-Ling Yin) of 3rd Annual MIT Sloan BPS Mini-Conference (Cambridge, MA)
Co-Organizer (with Simon Rodan and Jerker Denrell) of OMT PDW, “Simulation Techniques in Organizational Theory” (Atlanta, GA)
Student Organizer, 4th annual 2006 West Coast Research Symposium on Technology Entrepreneurship (Seattle, WA)
Coordinator, Stanford Technology Ventures Speaker Series (Stanford, CA)
Planned, invited, and hosted academic speakers presenting current research in the areas of strategy, organization theory, and entrepreneurship
Panel Speaker, Minority Doctoral Students’ Association (Ph.D. Project), 2009 (Anaheim, CA)
Ad Hoc Reviewer, Administrative Science Quarterly, Organization Science, Strategic Management Journal, Academy of Management Journal, Academy of Management Review, Management Science, Computational and Mathematical Organization Theory

Academy Consortia:

AOM TIM Junior Faculty Consortium (Anaheim, CA)
AOM OMT Junior Faculty Consortium (Philadelphia, PA)
AOM TIM Division Doctoral Students Consortium (Honolulu, HI)
AOM OMT Division Doctoral Students Consortium (Atlanta, GA)

Membership:

Academy of Management, OMT, BPS and TIM divisions
American Sociological Association
Stanford Technology Ventures Program Alumni
INFORMS
Minority Doctoral Students' Association (Ph.D. Project) Alumni

OTHER GRANTS, FELLOWSHIPS, AND AWARDS

- National Science Foundation Grant (IOC Award# 0621777), “How do firms manage technology collaborations?” Principal Investigator: Kathleen Eisenhardt
- Intel GEM Ph.D. Fellowship
- 3D Stanford Diversity Fellowship
- Howard Hughes Pre-Doctoral Biology Fellowship
- NSF Pre-Doctoral Fellowship (declined to accept the Hughes)
- MIT Top Undergraduate Biology Research Award

PERSONAL

- Born to Jerri Perez Davis and David Davis in Los Angeles, CA; Raised in Richfield, Utah
- Married to Courtney Davis with two children: John Davis, born January 2010; Charles Davis, born January 2013
- Enjoy racquetball, squash, hiking, reading, and traveling
- Active in various non-profit, church, and Hispanic-American organizations