

Curriculum Vitae
OLIVER SCHILKE

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EDUCATION

UNIVERSITY OF CALIFORNIA, LOS ANGELES	
<i>Ph.D. in Sociology</i> , Majors—Economic Sociology, Sociology of Culture	2014
<i>Master of Arts in Sociology</i>	2010
STANFORD UNIVERSITY	
<i>Postdoctoral Research Fellow</i> , Department of Sociology/Institute for Research in the Social Sciences (IRiSS)	2007-09
WITTEN/HERDECKE UNIVERSITY, Germany	
<i>Doctor rerum politicarum</i> (D.B.A. in Management)	2007
HHL – LEIPZIG GRADUATE SCHOOL OF MANAGEMENT, Germany	
<i>Diplom-Kaufmann</i> (Master of Science in Management), Majors—Management, Finance	2003
UNIVERSITY OF SIEGEN, Germany	
<i>Vordiplom</i> (Intermediate Diploma in Business Administration)	2001

ACADEMIC POSITIONS

UNIVERSITY OF ARIZONA	
<i>Assistant Professor</i> , Eller College of Management, Department of Management and Organizations	2014-Present
<i>Assistant Professor (by courtesy)</i> , School of Sociology	2014-Present
UNIVERSITY OF CALIFORNIA, LOS ANGELES	
<i>Visiting Scholar</i> with Michael Darby, Anderson School of Management	2014
<i>Research Assistant</i> to Lynne Zucker, Center for International Science, Technology and Cultural Policy	2011-2014
<i>Teaching Assistant</i> to Lynne Zucker, Department of Sociology	2012
<i>Research Assistant</i> to Gabriel Rossman, Department of Sociology	2011
STANFORD UNIVERSITY	
<i>Postdoctoral Research Fellow</i> , Department of Sociology/Institute for Research in the Social Sciences (IRiSS)	2007-09
<i>Visiting Scholar</i> with Karen Cook, Department of Sociology	2005
GERMAN UNIVERSITY OF ADMINISTRATIVE SCIENCE, Speyer, Germany	
<i>Research Assistant</i> , Institute for Information and Communication Management	2004-06
WITTEN/HERDECKE UNIVERSITY, Germany	
<i>Research Assistant</i> , Institute for Management and Corporate Development	2003-04

RESEARCH INTERESTS

- Trust
- Organizational routines/capabilities
- Institutional theory
- Social cognition
- Collaboration between individuals and between organizations (e.g., strategic alliances)

PUBLICATIONS**Scholarly Journal Articles**

- Schilke, Oliver, & Gabriel Rossman. Forthcoming. "It's only wrong if it's transactional: moral perceptions of obfuscated exchange." *American Sociological Review*.
- Schilke, Oliver, & Han Jiang. Forthcoming. "Embeddedness across governance modes: is there a link between pre-merger alliances and divestitures?" *Academy of Management Discoveries*.
- Schilke, Oliver, & Laura Huang. Forthcoming. "Worthy of trust? How brief interpersonal contact affects trust accuracy." *Journal of Applied Psychology*.
- Schilke, Oliver. 2018. "A micro-institutional inquiry into resistance to environmental pressures." *Academy of Management Journal*, 61(4), 1431-1466.
- Schilke, Oliver, & Fabrice Lumineau. 2018. "The double-edged effect of contracts on alliance performance." *Journal of Management*, 44(7), 2827-2858.
- Schilke, Oliver, Songcui Hu, & Constance Helfat. 2018. "Quo vadis, dynamic capabilities? A content-analytic review of the current state of knowledge and recommendations for future research." *Academy of Management Annals*, 12(1), 390-439.
- Reimann, Martin, Oliver Schilke, Ryne Estabrook, & Karen S. Cook. 2018. "Reply to Goldfarb et al.: on the heritability and socialization of trust and distrust." *Proceedings of the National Academy of Sciences*, 115(10), E2151-E2152.
- Reimann, Martin, Oliver Schilke, & Karen S. Cook. 2017. "Trust is heritable, whereas distrust is not." *Proceedings of the National Academy of Sciences*, 114(27), 7007-7012.
- Schilke, Oliver, Gunnar Wiedenfels, Malte Brettel, & Lynne G. Zucker. 2017. "Interorganizational trust production contingent on product and performance uncertainty." *Socio-Economic Review*, 15(2), 307-330.
- Schilke, Oliver, Martin Reimann, & Karen S. Cook. 2016. "Reply to Wu and Wilkes: power, whether situational or durable, decreases both relational and generalized trust." *Proceedings of the National Academy of Sciences*, 113(11), E1418.
- Schilke, Oliver, Martin Reimann, & Karen S. Cook. 2015. "Power decreases trust in social exchange." *Proceedings of the National Academy of Sciences*, 112(42), 12950-12955.
- Schilke, Oliver, & Karen S. Cook. 2015. "Sources of alliance partner trustworthiness: integrating calculative and relational perspectives." *Strategic Management Journal*, 36 (2), 276-297.
- Schilke, Oliver. 2014. "Second-order dynamic capabilities: how do they matter?" *Academy of Management Perspectives*, 28(4), 368-380.
- Rossman, Gabriel, & Oliver Schilke. 2014. "Close, but no cigar: the bimodal rewards to prize-seeking." *American Sociological Review*, 79(1), 86-108.
- Schilke, Oliver. 2014. "On the contingent value of dynamic capabilities for competitive advantage: the nonlinear moderating effect of environmental dynamism." *Strategic Management Journal*, 35(2), 179-203.
- Schilke, Oliver, Martin Reimann, & Karen S. Cook. 2013. "Effect of relationship experience on trust recovery following a breach." *Proceedings of the National Academy of Sciences*, 110(38), 15236-15241.
- Schilke, Oliver, & Karen S. Cook. 2013. "A cross-level process theory of trust development in interorganizational relationships." *Strategic Organization*, 11(3), 281-303.
- Kemper, Jan, Oliver Schilke, & Malte Brettel. 2013. "Social capital as a micro-level origin of organizational capabilities." *Journal of Product Innovation Management*, 30(3), 589-603.
- Kemper, Jan, Oliver Schilke, Martin Reimann, Xuyi Wang, & Malte Brettel. 2013. "Competition-motivated corporate social responsibility." *Journal of Business Research*, 66(10): 1954-1963.
- Homburg, Christian, Martin Klarmann, Martin Reimann, & Oliver Schilke. 2012. "What drives key informant accuracy?" *Journal of Marketing Research*, 49(4): 594-608.

Scholarly Journal Articles (continued)

- Schilke, Oliver, & Bernd W. Wirtz. 2012. "Consumer acceptance of service bundles: an empirical investigation in the context of broadband triple play." *Information & Management*, 49(2): 81-88.
- Brettel, Malte, Andreas Engelen, Thomas Müller, & Oliver Schilke. 2011. "Distribution channel choice of new entrepreneurial ventures." *Entrepreneurship Theory and Practice*, 35(4): 683-708.
- Reimann, Martin, Oliver Schilke, Bernd Weber, Carolin Neuhaus, & Judy Zaichkowsky. 2011. "Functional magnetic resonance imaging in consumer research: a review and application." *Psychology and Marketing*, 28(6): 608-637.
- Schilke, Oliver, & Anthony Goerzen. 2010. "Alliance management capability: an investigation of the construct and its measurement." *Journal of Management*, 36(5): 1192-1219.
- Cook, Karen S., & Oliver Schilke. 2010. "The role of public, relational and organizational trust in economic affairs." *Corporate Reputation Review*, 13(2): 98-109.
- Reprinted in:
- J. B. Harris, B. Moriarty, & A. C. Wicks (Eds.). 2014. *Public trust in business*. Cambridge: Cambridge University Press, 154-175.
- M. Cockell, J. Billotte, F. Darbellay, & F. A. Waldvogel (Eds.). 2011. *Common knowledge: the challenge of transdisciplinarity*. Lausanne: EPFL Press, 3-14.
- Reimann, Martin, Oliver Schilke, & Jacquelyn S. Thomas. 2010. "Toward an understanding of industry commoditization: its nature and role in evolving marketing competition." *International Journal of Research in Marketing*, 27(2): 188-197.
- Wirtz, Bernd W., Oliver Schilke, & Sebastian Ullrich. 2010. "Strategic development of business models: implications of the Web 2.0 for creating value on the Internet." *Long Range Planning*, 43(2-3): 272-290.
- Schierz, Paul G., Oliver Schilke, & Bernd W. Wirtz. 2010. "Understanding consumer acceptance of mobile payment services: an empirical analysis." *Electronic Commerce Research and Applications*, 9(3): 209-216.
- Reimann, Martin, Oliver Schilke, & Jacquelyn S. Thomas. 2010. "Customer relationship management and firm performance: the mediating role of business strategy." *Journal of the Academy of Marketing Science*, 38(3): 326-346.
- Schilke, Oliver, Martin Reimann, & Jacquelyn S. Thomas. 2009. "When does international marketing standardization matter to firm performance?" *Journal of International Marketing*, 17(4): 24-46.
- Wirtz, Bernd W., Alexander Mathieu, & Oliver Schilke. 2007. "Strategy in high-velocity environments." *Long Range Planning*, 40(3): 295-313.

Other Journal Articles and Book Chapters

- Bitektine, Alex, Jeff Lucas, & Oliver Schilke. 2018. "Institutions under a microscope: experimental methods in institutional theory." In A. Bryman, & D. A. Buchanan (Eds.), *Unconventional methodology in organization and management research*. Oxford: Oxford University Press, 147-167.
- de Jong, Bart A., David P. Kroon, & Oliver Schilke. 2017. "The future of organizational trust research: a content-analytic synthesis of scholarly recommendations and review of recent developments." In P. A. M. Van Lange, B. Rockenbach, & T. Yamagishi (Eds.), *Trust in social dilemmas*. Oxford: Oxford University Press, 173-194.
- Rossman, Gabriel, & Oliver Schilke. 2016. "How ratings and awards do (and don't) benefit companies." *Harvard Business Review* (Digital Edition), October 26, 2016.
- Neal, Tess M.S., Ellie Shockley, & Oliver Schilke. 2015. "The 'dark side' of institutional trust." In E. Shockley, T. M. S. Neal, B. H. Bornstein, & Pytlík Zillig, L. M. (Eds.), *Interdisciplinary perspectives on trust: towards theoretical and methodological integration*. New York, NY: Springer, 177-191.

Other Journal Articles and Book Chapters (continued)

- Reimann, Martin, & Oliver Schilke. 2014. "Commoditization." In C. L. Cooper (Ed.), *Wiley encyclopedia of management*. 3rd Edition. Volume 9: Marketing. Hoboken, NJ: Wiley, 80.
- Reimann, Martin, & Oliver Schilke. 2011. "Product differentiation by aesthetic and creative design: a psychological and neural framework of design thinking." In H. Plattner, C. Meinel, & L. Leifer (Eds.), *Design thinking: understand, improve, apply*. Berlin: Springer, 45-57.
- Hult, G. Tomas M., Martin Reimann, & Oliver Schilke. 2009. "Worldwide faculty perceptions of marketing journals: rankings, trends, comparisons, and segmentations." *Global Edge Business Review*, 3(3): 1-23.
- Reimann, Martin, Malte Brettel, & Oliver Schilke. 2006. "International post-merger integration." In B. W. Wirtz (Ed.), *Mergers & acquisitions management*. Wiesbaden: Gabler, 931-956.

Publications in German

- Rossmann, Gabriel, & Oliver Schilke. 2017. "Die Macht der Sterne." *Harvard Business Manager*, 4/2017, 10-12.
- Schilke, Oliver. 2009. "Organisationale Einflussfaktoren des Allianzerfolgs – Eine empirische Analyse auf Basis des Resource-based View" (Organizational level antecedents to alliance success – an empirical analysis drawing from the resource-based view). *Zeitschrift für Betriebswirtschaft*, 79(4): 527-550.
- Homburg, Christian, Oliver Schilke, & Martin Reimann. 2009. "Triangulation von Umfragedaten in der Marketing- und Managementforschung: Inhaltsanalyse und Anwendungshinweise" (Triangulation of survey data in marketing and management research: content analysis and recommendations for future research). *Die Betriebswirtschaft*, 69(2): 173-193.
- Schilke, Oliver, & Bernd W. Wirtz. 2008. "Allianzfähigkeit - Eine Analyse zur Operationalisierung und Erfolgswirkung" (Alliance capability - Operationalization and performance impact). *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*, 60(8): 479-516.
- Wirtz, Bernd W., & Oliver Schilke. 2008. "Mergers & Acquisitions." In H. Corsten, & R. Gössinger (Eds.), *Lexikon der Betriebswirtschaftslehre*. Munich: Oldenbourg, 533-535.
- Sammerl, Nadine, Bernd W. Wirtz, & Oliver Schilke. 2008. "Innovationsfähigkeit von Unternehmen" (Innovation capability of firms). *Die Betriebswirtschaft*, 68(2): 131-158.
- Schilke, Oliver, & Martin Reimann. 2007. "Neuroökonomie – Entwicklungslinien, Methoden und betriebswirtschaftliche Anwendungsfelder" (Neuroeconomics – Development of the field, methods, and application in business research). *Journal für Betriebswirtschaft*, 57 (3-4), 247-262.
- Wirtz, Bernd W., & Oliver Schilke. 2007. "Kundenbindung durch E-Services" (Customer retention through e-services). In C. Homburg, & M. Bruhn (Eds.), *Handbuch Kundenbindungsmanagement*. Wiesbaden: Gabler, 529-548.
- Wirtz, Bernd W., & Oliver Schilke. 2006. "Struktur und Ablauf des Akquisitionsmanagements" (Structure and process of acquisitions management). In B.W. Wirtz (Ed.), *Mergers & acquisitions management*. Wiesbaden: Gabler, 317-337.
- Giere, Jens, Bernd W. Wirtz, & Oliver Schilke. 2006. "Mehrdimensionale Konstrukte: Konzeptionelle Grundlagen und Möglichkeiten ihrer Analyse mithilfe von Strukturgleichungsmodellen" (Multidimensional constructs – Relevance and application in structural equation modeling). *Die Betriebswirtschaft*, 66(6): 678-695.
- Wirtz, Bernd W., & Oliver Schilke. "Ansätze des Kundenwertmanagements" (Approaches to customer equity management). In B.W. Wirtz (Ed.), *Integriertes Marken- und Kundenwertmanagement*. Wiesbaden: Gabler, 19-55.

WORK IN PROGRESS

- Haack, Patrick, Oliver Schilke, & Lynne G. Zucker. "The theory-method gap in legitimacy research: a critical review, synthesis, and directions for future research." Under journal review.
- Zucker, Lynne G. & Oliver Schilke. "Micro-institutional processes: forgotten roots, links to social-psychological research, and new ideas." Under journal review.
- Yoo, Taeyoung, Reinhard Bachmann, & Oliver Schilke. "Acquiescent defiance: Tuscan wineries' partial reactivity to the Italian government's quality regulation system." Under journal review.
- Engelen, Andreas, Michael Engels, & Oliver Schilke. "A temporally contingent view of dynamic managerial capabilities in new ventures." Under journal review.
- Schilke, Oliver, & Jacob G. Foster. "The link between uncertainty and alliance network structure."
- Schilke, Oliver, Lynne G. Zucker, & Michael R. Darby. "Repeat collaboration and knowledge creation."
- de Jong, Bart, Oliver Schilke, Fabrice Lumineau, & Zhi Cao. "A meta analysis of trust in interorganizational relationships."
- Schilke, Oliver, & Jochen Becker. "Trust asymmetries in investor-firm relationships."
- Piezunka, Henning, & Oliver Schilke. "How seemingly conservative information aggregation rules can increase organizations' tendency to take risks."
- Evans, Jon, & Oliver Schilke. "Power framing and the exploration-exploitation dilemma."

AWARDS & HONORS

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|---|------|
| <i>Choice Award for Outstanding Faculty</i> , Eller College Dean's Council | 2018 |
| <i>Habilitation</i> , RWTH Aachen University | 2017 |
| <i>Citation of Excellence Award</i> , Emerald Group Publishing | 2017 |
| <i>Highly Commended Award</i> , 2015 Emerald/EFMD Outstanding Doctoral Research Awards | 2016 |
| <i>Runner-up, Louis R. Pondy Best Paper Award</i> , Academy of Management 2015 Annual Meeting | 2015 |
| <i>One of the Best Papers, OMT Division</i> , Academy of Management 2015 Annual Meeting | 2015 |
| <i>One of the Best Papers, BPS Division</i> , Academy of Management 2011 Annual Meeting | 2011 |
| <i>Best Paper of the Conference</i> , 2011 Academy of Marketing Science Annual Conference | 2011 |
| <i>Best Marketing Strategy Paper</i> , 2009 American Marketing Association Summer Conference | 2009 |
| <i>Best Research Method Paper</i> , 2009 American Marketing Association Winter Conference | 2009 |
| <i>Best Research Method Paper</i> , 2008 Academy of Marketing Science Annual Conference | 2008 |
| <i>Best Sales Management Paper</i> , 2008 American Marketing Association Winter Conference | 2008 |
| <i>Distinguished Student Paper</i> , Academy of Management 2007 Annual Meeting | 2007 |
| <i>Thesis Distinction "summa cum laude"</i> , Witten/Herdecke University | 2007 |
| <i>Best Paper of the Conference</i> , Fourth Annual International Business and Economy Conference | 2005 |

GRANTS & FELLOWSHIPS

<i>Research Grant</i> , Center for Management Innovations in Healthcare (\$4,500)	2017
<i>Faculty Seed Grant</i> , Office for Research & Discovery, University of Arizona (\$8,500)	2016
<i>Research Grant</i> , M&O Department, Eller College of Management, University of Arizona (\$3,240)	2015, 2016
<i>Small Research Grants</i> , Eller College of Management, University of Arizona (\$4,500)	2015, 2016
<i>Research Small Grants</i> , Center for Leadership Ethics, University of Arizona (\$8,000)	2014, 2016
<i>Doctoral Dissertation Research Improvement Grant</i> , National Science Foundation (NSF) (\$9,794)	2013
<i>Dissertation Year Fellowship</i> , Graduate Division, UCLA (\$20,000)	2013-14
<i>Graduate Summer Fellowship</i> , Department of Sociology, UCLA (\$5,000)	2013
<i>Travel Grants</i> , Graduate Division and Department of Sociology, UCLA (\$1,500)	2012-13
<i>Research Fellowship</i> , Deutsche Forschungsgemeinschaft (DFG) (€65,850)	2011-13
<i>Graduate Fellowship</i> , Department of Sociology, UCLA (\$36,000)	2009-10, 2011-12
<i>Research Grant</i> , Hasso Plattner Foundation (\$45,000)	2008-10
<i>Conference Scholarship</i> , Deutsche Forschungsgemeinschaft (DFG) (€1,750)	2008
<i>Feodor-Lynen-Stipend Research Scholarship</i> , Alexander-von-Humboldt Foundation (AvH) (€68,400)	2006-09
<i>Research Fellowship</i> , Institute for Research in the Social Sciences (IRiSS), Stanford University (\$30,000)	2006-08
<i>Conference Scholarship</i> , Deutsche Forschungsgemeinschaft (DFG) (€1,500)	2005

TEACHING EXPERIENCE

UNIVERSITY OF ARIZONA

<i>Instructor of Record</i> , Organizational behavior & management (Undergraduate)	2015-18
<i>Workshop Leader</i> , Experimental research (PhD)	2018
<i>Seminar Leader</i> , Organizational change (Executive education)	2017-18
<i>Seminar Leader</i> , Strategic growth (Executive education)	2018

UNIVERSITY OF CALIFORNIA, LOS ANGELES

<i>Teaching Assistant</i> , Entrepreneurship	2012
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TECHNICAL UNIVERSITY OF MUNICH, Germany

<i>Instructor of Record</i> , International management, Innovation & organizational creativity, and Social neuroscience	2007-13
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TECNOLÓGICO DE MONTERREY – EGADE BUSINESS SCHOOL, Mexico

<i>Instructor of Record</i> , Market-oriented strategy	2011
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RWTH AACHEN UNIVERSITY, Germany

<i>Instructor of Record</i> , Entrepreneurship	2008
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INVITED TALKS

DARTMOUTH COLLEGE <i>Tuck School of Business, Strategy and Management Group</i>	2017
RWTH AACHEN UNIVERSITY, Germany <i>School of Business and Economics</i>	2016
HARVARD UNIVERSITY <i>Harvard Business School, Organizational Behavior Unit</i>	2016
UNIVERSITY OF CALIFORNIA AT LOS ANGELES <i>Department of Sociology, Knowledge and Cognitive Systems Group</i>	2015
STANFORD UNIVERSITY <i>Graduate School of Business, OB Macro Lunch</i>	2015
UNIVERSITY OF ARIZONA <i>School of Sociology</i>	2015
NORTHWESTERN UNIVERSITY <i>Kellogg School of Management, Management and Organizations Department</i>	2014
GERMAN GRADUATE SCHOOL OF MANAGEMENT AND LAW, Germany <i>Investment Lab</i>	2014
UNIVERSITY OF ARIZONA <i>Eller College of Management, Department of Management and Organizations</i>	2013
CORNELL UNIVERSITY <i>Industrial and Labor Relations School, Department of Organizational Behavior</i>	2013
UNIVERSITY OF WASHINGTON <i>Foster School of Business, Department of Management and Organization</i>	2013
UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL <i>Kenan-Flagler Business School, Department of Strategy and Entrepreneurship</i>	2013
DREXEL UNIVERSITY <i>LeBow College of Business, Management Department</i>	2013
KARLSRUHE INSTITUTE OF TECHNOLOGY, Germany <i>Institute of Information Systems and Marketing</i>	2013
TECNOLÓGICO DE MONTERREY, Mexico <i>EGADE Business School, Campus Monterrey</i>	2010
<i>EGADE Business School, Campus Estado de México</i>	2006
UNIVERSITY OF MANNHEIM, Germany <i>Institute for Market-Oriented Management</i>	2008
UNIVERSITY OF WEIMAR, Germany <i>Department of Media Studies</i>	2007

CONFERENCE PRESENTATIONS

- "The theory-method gap in organizational legitimacy research: a critical review, synthesis, and directions for future research," Presented at the 2016 Annual Meeting of the American Sociological Association, Seattle, WA, Aug 20-23, 2016.
- "A micro-institutional inquiry into the effect of organizational identity on resistance to mimetic pressures," Presented at the 2016 Annual Group Processes Conference, Seattle, WA, Aug 19, 2016.
- "Acquiescent defiance: Tuscan wineries' partial reactivity to the Italian government's quality regulation system." Presented at the 2016 Academy of Management Meeting, Anaheim, CA, Aug 5-9, 2016.
- "Acquiescent defiance: Tuscan wineries' partial reactivity to the Italian government's quality regulation system." Presented at the 2015 Annual Meeting of the American Sociological Association, Organizations Track, Chicago, IL, Aug 22-25, 2015.
- "Organizational identity and resistance to environmental pressures." Presented at the 2015 Annual Meeting of the American Sociological Association, Organizations Track, Chicago, IL, Aug 22-25, 2015.
- "Organizational identity and resistance to environmental pressures." Presented at the 2015 Academy of Management Meeting, Vancouver, Aug 7-11, 2015 (*selected one of the Best Papers, OMT Division*).
- "Second-order dynamic capabilities: how do they matter?" Presented at the 2015 Academy of Management Meeting, Vancouver, Aug 7-11, 2015.
- "The double-edged effect of contracts on alliance performance." Presented at the 2014 Academy of Management Meeting, Philadelphia, PA, Aug 1-5, 2014.
- "Measuring market strategy through predicted values." Presented at the 2014 Academy of Management Meeting, Philadelphia, PA, Aug 1-5, 2014.
- "Sources of alliance partner trustworthiness: integrating calculative and relational perspectives." Presented at the National Science Foundation Workshop on Institutional Trust and Confidence, Lincoln, NE, Apr 26-27, 2014.
- "Integrating calculative and relational approaches to explaining trustworthiness in strategic alliances." Presented at the 2013 Strategic Management Society Annual Conference, Atlanta, GA, Sep 28-Oct 1, 2013.
- "Close, but no cigar: the bimodal rewards to prize-seeking." Presented at the 2013 Annual Meeting of the American Sociological Association, Popular Culture Track, New York, NY, Aug 10-13, 2013.
- "Close, but no cigar: the bimodal rewards to prize-seeking." Presented at the 2013 Academy of Management Meeting, Lake Buena Vista, FL, Aug 9-13, 2013.
- "When market information bifurcates fields." Presented at the 2012 Academy of Management Meeting, Boston, MA, Aug 3-7, 2012.
- "On the contingent relationship between dynamic capabilities and competitive advantage." Presented at the 2012 Academy of Management Meeting, Boston, MA, Aug 3-7, 2012.
- "Sources of organizations' trustworthiness as alliance partners." Presented at the 2011 Annual Meeting of the American Sociological Association, Organizations Track, Las Vegas, NV, Aug 20-23, 2011.
- "Interorganizational trust production contingent on product and performance uncertainty." Presented at the 2011 Annual Meeting of the American Sociological Association, Economic Sociology Track, Las Vegas, NV, Aug 20-23, 2011.
- "Sources of alliance partner trustworthiness: reconciling calculative and relational approaches." Presented at the 2011 Academy of Management Meeting, San Antonio, TX, Aug 12-16, 2011 (*selected one of the Best Papers, BPS Division*).
- "Embeddedness across governance modes: the link between pre-merger alliances and divestitures." Presented at the 2011 Academy of Management Meeting, San Antonio, TX, Aug 12-16, 2011.

CONFERENCE PRESENTATIONS (continued)

- "Competition-motivated sustainability: when corporate social responsibility increases marketing's effect on firm performance." Presented at the 2011 Academy of Marketing Science Annual Conference, Coral Gables, FL, May 24-26, 2011 (*selected Best Paper of the Conference*).
- "Understanding industry commoditization: its nature and role for marketing strategy effectiveness." Presented at the 2009 American Marketing Association Summer Marketing Educators' Conference, Chicago, IL, Aug 8-11, 2009 (*selected Best Marketing Strategy Paper*).
- "Triangulation of survey data in marketing and management research: concepts, findings, and guidelines." Presented at the 2009 American Marketing Association Winter Marketing Educators' Conference, Tampa, FL, Feb 20-23, 2009 (*selected Best Research Method Paper*).
- "Alliance management capability and alliance performance: the mediating effect of dynamic organizational routines." Presented at the Strategic Management Society 28th Annual Conference, Cologne, Germany, Oct 12-15, 2008.
- "Multi-level trust development in strategic alliances." Presented at the 2008 Annual Meeting of the Academy of Management, Anaheim, CA, Aug 8-13, 2008.
- "Applying neuroscience to marketing and consumer research: a review of functional magnetic resonance imaging studies." Presented at the 2008 Academy of Marketing Science Annual Conference, Vancouver, British Columbia, May 28-31, 2008 (*selected Best Research Method Paper*).
- "What role does customer relationship management play in marketing strategy?" Presented at the 2008 American Marketing Association Winter Educators' Conference, Austin, Texas, Feb 15-18, 2008 (*selected Best Paper in Track*).
- "Organizational routines as alliance capabilities: the missing link." Presented at the 2007 Academy of Management Annual Meeting, Philadelphia, Pennsylvania, Aug 3-8, 2007 (*selected Distinguished Student Paper*).
- "Organizational level determinants of alliance performance: assessing the mediating role of alliance capability." Presented at the 2007 Academy of International Business Meeting, Indianapolis, Indiana, Jun 25-28, 2007.
- "International mergers and acquisitions: diagnosis and management of cultural differences in post-merger integration." Presented at the 4th International Business and Economy Conference, Honolulu, Hawaii, Jan 6-9, 2005 (*selected Best Paper of the Conference*).

SERVICE

Service to the Profession

Member of the Editorial Board, Journal of Management, Journal of Trust Research, Strategic Organization
Adhoc Reviewer, Academy of Management Annual Meetings, Academy of Management Journal, Academy of Management Perspectives, Administrative Science Quarterly, American Journal of Sociology, American Sociological Review, California Management Review, European Management Journal, Journal of Business Ethics, Journal of Business Research, Journal of Business Venturing, Journal of Management Inquiry, Journal of Management Studies, Journal of Organizational Behavior, Journal of World Business, Long Range Planning, Management Science, Organization Science, Organization Studies, Poetics, PLOS One, Research Foundation Flanders, Research in the Sociology of Organizations, Routledge Research, Scientific Reports, SMS Annual International Conference, Social Forces, Social Psychology Quarterly, Social Science Research, Socio-Economic Review, Sociological Science, Strategic Management Journal, Strategic Management Review

Service to the Profession (continued)

Organizer, Professional Development Workshops (PDW) on "Trust between individuals and organizations," 2013-2018 Academy of Management Meetings

Organizer, Professional Development Workshops (PDW) on "Experiments in institutional theory and strategy research," 2014-2018 Academy of Management Meetings

Organizer, Panel Symposium on "Microinstitutionalism," 2018 Academy of Management Meeting

Facilitator, Doctoral Consortia, Organization and Management Theory (OMT) Division, 2015-2017 Academy of Management Meetings

Facilitator, Symposia on "Dynamic capabilities," 2015-2017 Academy of Management Meetings

Service to the University

Member, Faculty Hiring Committee 2014-2015, 2016-2017

Member, Comprehensive Exam Committee (Written and Oral) 2017

Faculty Advisor, Eller Management Association 2017-Present

Organizer, Departmental Research Workshop 2017-Present

Organizer, Departmental Speaker Series 2014-2017

Speaker, Professional Admissions Orientation (Management Major) 2015-2018

PROFESSIONAL EXPERIENCE

MUNICH MANAGEMENT CONSULTING, Germany 2003-06
Consultant, Business Development—E-Business

DAIMLERCHRYSLER AG, California Fuel Cell Partnership 2002
Consultant, Business Development—Fuel Cell Vehicles

SAL. OPPENHEIM, Germany 2002
Intern, Investment Banking/M&A—Utilities

NOVOSOM AG, Germany 2002
Consultant, Sales Management—Biotech

KPMG CONSULTING, Germany 2002
Intern, Working Capital Management—Chemicals

KRAEMER MARKTFORSCHUNG, Germany 2000-01
Freelancer, Market Research—Banking and Telecommunications

ABB, Germany 2000
Intern, Sales Management—Electronics

KOSTAL IRELAND, Ireland 1999
Intern, Finance Department—Automotive Supplies

OTHER SKILLS

Languages, English (fluent), German (native), French (literate)

Software, AMOS, E-Prime, LISREL, PLS-Graph, Qualtrics, SmartPLS, SPSS, Stata, UCINET