



The 7th Israel Strategy Conference
December 17-19, 2017
Technion, Israel Institute of Technology, Haifa, Israel
Taub Building of Computer Science

Conference Program

Sunday, December 17, 2017: Doctoral Consortium

(Requires early registration)

Organizers

Gino Cattani, *New York University*
Niron Hashai, *Interdisciplinary Center, Herzliya*

Panelists

Aharon Cohen Mohliver, *London Business School*
Brent Goldfarb, *University of Maryland*
Dovev Lavie, *Bocconi University*
Marvin Lieberman, *UCLA*
Andrew Shipilov, *INSEAD*
Ithai Stern, *INSEAD*
Georg von Krogh, *ETH Zurich*
Shaker Zahra, *University of Minnesota*

- 07:45 **ISC Bus departs from Hotels to Technion**
- 08:00-08:30 **Reception and Conference Registration**
Lobby
- 08:30-10:00 **Knowledge Search and Innovation**
Room 5 **The Curse of Knowledge: How Knowledge of Nth Best Solutions Affects Organizational Search**
João Duarte, Università della Svizzera italiana
- Essays on the Impact of Competitive Strategy on Industry Composition and Firm Performance**
Aldona Kapacinskaite, London Business School
- When the Going Gets Tough, Will the Stars Get Going? Investigating the Interdependencies Between Strategic Human Capital Utilization and Retention**
Arianna Marchetti, INSEAD
- Creating Innovation Enabling Controls: A Longitudinal Case Study**
Christian Wedl, ETH Zurich
- 10:00-10:15 **Coffee Break**



- 10:15-12:00
Room 5
- Organizations, People and Performance**
Systematizing Serendipity: Constructing Need- and Solution Spaces for Facilitating Serendipitous Opportunities
Burcu Kucukkeles, *ETH Zurich*
- Coopetition and Sustainability: What Lies Beneath**
Lilach Trabelsi, *Bocconi University*
- It Takes Two to Tango: How Peer Performance Information Affects Search Performance**
Thorsten Wahle, *Università della Svizzera italiana*
- The Rise of Decentralized Autonomous Organizations: An Exploratory Study of Task Coordination Within Cryptocurrencies**
Ying-Ying Hsieh, *Ivey Business School*
- Impacts of Entrepreneurial Experience on Lifetime Earnings and Careers Prospects**
Adrian Merida, *Copenhagen Business School*
- 12:00-13:00
Lunch
- 13:00-14:30
Room 5
- Industry Evolution and Internationalization**
Unpacking the Era of Ferment
Sandeep Devanatha Pillai, *University of Maryland*
- Stages and Triggers of Industry Emergence**
Assaf Amit, *The Hebrew University of Jerusalem*
- CEO Overconfidence and Implication for Long-term FDI Performance**
Filladina Zilja, *BI Norwegian Business School*
- Essays on the internal markets of Business Groups**
Sai Chittaranjan Kalubandi, *Indian Institute of Management Ahmedabad*
- 14:30-14:45
Coffee Break
- 14:45-15:45
Room 5
- Panel Session 1: Current and Future Research Themes in Strategy**
Panelists:
Michaël Bikard, *London Business School*
Aharon Cohen Mohliver, *London Business School*
Georg von Krogh, *ETH Zurich*
Ithai Stern, *INSEAD*
Shaker Zahra, *University of Minnesota*
- 15:45-16:45
Room 5
- Panel Session 2: Getting Published in Top Journals**
Panelists:
Brent Goldfarb, *University of Maryland*
Dovev Lavie, *Bocconi University*
Marvin Lieberman, *UCLA*
Andrew Shipilov, *INSEAD*
- 17:00
ISC Bus departs from Technion to hotels
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Sunday, December 17, 2017: Welcome Reception and Keynote Speech

18:45 **ISC Bus departs from hotels to Technion**

19:00 **Welcome Notes, Keynote and Dinner**

Lobby

Zur Shapira, *ISC Advisory Committee, New York University*

Shiko Ben-Menahem, *ISC organizing Committee, ETH Zurich*

Avishai Mandelbaum, *Dean, The William Davidson Faculty of Industrial Engineering and Management*

Keynote Speech: Shaker Zahra, *University of Minnesota*

Introduction: **Uriel Stettner**, *ISC Organizing Committee, Tel Aviv University*

22:00 **ISC Bus departs from Technion to Hotels**



Monday, December 18, 2017

08:00 **ISC Bus departs from hotels to Technion**

08:15-08:45 **Coffee Reception and Conference Registration**
Entrance

08:45-10:15 **Paper Session I: Organizational Boundaries**
Room 5 **The Routines of Creativity: How Business Group Affiliation Impacts Member Firm Performance**
Andrew Shipilov, INSEAD
Evan Rawley, Columbia University
Frederic Godart, INSEAD

Outsourcing and Firm Performance in Business Group Affiliated and Standalone Firms

Rakesh Pati, University of Minnesota
Niron Hashai, Interdisciplinary Center, Herzliya
Shaker Zahra, University of Minnesota

Creating Collective Advantage through Catalytic Coordination in Innovation Ecosystems: A Study of Innovation Ecosystems in Chinese Automotive Industry

Zheng Zhao, University of Kansas

Hybrid Organizations as Bridges at the Public Science – Private Industry Interface

Andrew Earle, University of New Hampshire
Dante Leyva-de la Hiz, Montpellier Business School
Yusi Turell, University of New Hampshire

Discussant: Chris Rider, *Georgetown University*

08:45-10:15 **Paper Session II: Exploration and Cognition**
Room 6 **Embracing Paradox: The Mediating Role of TM Paradoxical Cognition on the Relationship Between TMT Reflexivity and Ambidexterity**
Pepijn van Neerijnen, University of Amsterdam
Michiel Tempelaar, University of Amsterdam
Vareska van de Vrande, Erasmus University

Should I Stay or Should I Go? The Cognition of Exploration and Exploitation

Sheen Levine, University of Texas Dallas
Charlotte Reypens, University of Warwick
Christoph Riedl, Northeastern University

What Drives Exploration? Convergence with the Exploration Tendencies of Alliance Partners and Competitors

Geert Duysters, Tilburg University
Dovev Lavie, Bocconi University
Anna Sabidussi, Tilburg University
Uriel Stettner, Tel Aviv University

Multiple Goals and Performance Feedback in R&D

Thomas Keil, University of Zurich
Konstantinos Kostopoulos, University of Piraeus
Evangelos Syrigos, University of Zurich
Felix Meissner, University of Zurich

Discussant: Michael Ehrlich, *New Jersey Institute of Technology*



10:15-10:30 **Coffee Break**

10:30-11:45
Room 7

**Research Bazaar I: Sensemaking and Organizational Resilience
Strategic Decision Making with Artefacts: An Embodied Sensemaking
Perspective**

Patrick Reinmoeller, *Cranfield University*
Mikko Arevuo, *Regents University*

Sensemaking and Sensegiving in an Emerging Healthcare Network

Laura Galuppo, *Università Cattolica del Sacro Cuore di Milano*
Mara Gorli, *Università Cattolica del Sacro Cuore di Milano*
Benjamin Alexander, *California Polytechnic State University*;
Abraham (Rami) Shani, *California Polytechnic State University*;
Giuseppe Scaratti, *Università Cattolica del Sacro Cuore di Milano*

Hedging Strategies: Managing Risk and Uncertainty in the Oil and Gas Industry

Alfred Marcus, *University of Minnesota Carlson School*

**The Moderating Effect of the Environment on the Relationship Between Firm
Age and Organizational Failure: A Meta-analysis**

Christopher Steinert, *EBS University of Business and Law*
Christian Landau, *EBS University of Business and Law*

Antecedents of Firm Resilience for Ethnic Minority-Owned SMEs

Melike Findikoglu, *Ozyegin University*
Ari Dothan, *IDC Herzliya*

Facilitator: Shlomo Tarba, *University of Birmingham*

10:30-11:45
Lobby

**Research Bazaar II: Governance and Start-Ups
"Smart Money" in Technological Start-Ups: Why does the Angels' Act Seem to
Fail?**

Eliran Solodoha, *Ben-Gurion University of the Negev*

Strategic Use of Voluntary Governance Rating Disclosures

Birgul Arslan, *Koc University*
Ugur Celikyurt, *Koc University*

**When Start-Up Brain Meets Corporate Brawn – Understanding Open Innovation
between Corporates and Start-Ups**

Annika Lorenz, *Utrecht University*
Henry W. Chesbrough, *University of California, Berkeley*

Corruption, Political Discretion and Entrepreneurship

Ilan Alon, *University of Agder*
Alfredo Jimenez, *KEDGE*

**The Rise of Decentralized Autonomous Organizations: An Exploratory Study of
Task Coordination within Cryptocurrencies**

Ying-Ying Hsieh, *Ivey Business School*
Jean-Philippe Vergne, *Ivey Business School*

Facilitator: Vareska van de Vrande, *Erasmus University*

11:45-12:30
Taub 2

Keynote Speech: Javier Gimeno, INSEAD
Introduction: **Ithai Stern**, *ISC Advisory Committee, INSEAD*

12:30-13:45
Lobby

Lunch



13:45-15:15
Room 5

Paper Session III: Entrepreneurial Finance

Venture like a Woman? The Influence of Gender and Venture Type on Investment Decisions

Isabelle Solal, *INSEAD*

Does Language Affect Economic Behaviour? An Analysis of the Relationship Between Language Typologies and Crowdfunding in Switzerland

Francesca Masciarelli, *Università D'Annunzio Chieti-Pescara*

Francesca Di Pietro, *LUISS University*

Andrea Prencipe, *LUISS University*

Five is a Company: The Effect of Founding Team Composition on Funding Prospects and Performance

Sarit Markovich, *Northwestern University*

Shai Harel, *Hebrew University*

The Architecture of Attention: Group Structure and Subsidiary Autonomy

Sharon Belenzon, *Duke University*

Niron Hashai, *Interdisciplinary Center Herzliya*

Andrea Pataconi, *University of East Anglia*

Discussant: Violetta Gerasymenko, *Oregon State University*

13:45-15:15
Room 6

Paper Session IV: Corporate Governance

Unsettling Settling-Up? Corporate Fraud and Heterogeneity in the Reputational Penalties to Directors*

Ivana Naumovska, *INSEAD*

Georg Wernicke, *Copenhagen Business School*

Edward Zajac, *Kellogg School of Management*

The Usual Suspect: After Misconduct, Using CEO Replacement as a Substitute for Legislative Certification

Aharon Cohen Mohliver, *London Business School*

Jo-Ellen Pozner, *Santa Clara University*

Celia Moore, *Bocconi*

Corporate Governance and the Rise of Integrating Corporate Social Responsibility Criteria in Executive Compensation*

Caroline Flammer, *Boston University*

Bryan Hong, *University of Western Ontario*

Dylan Minor, *Northwestern University*

A Behavioral Perspective on CEO Compensation in Family Firms

Elisabeth Mueller, *University of Passau*

Miriam Flickinger, *Aarhus University*

Discussant: Ronald Klingebiel, *Frankfurt School of Finance & Management*

15:15

Coffee Break



15:30-17:00
Room 5

Paper Session V: Entrepreneurial Behavior

From Labor to Management: Examining Entrepreneurs' Fundamental Transitions on an Online Platform*

Moshe Barach, *Georgetown University*
Christopher Rider, *Georgetown University*

Name, Name, but Different: How Novice and Serial Entrepreneurs Legitimize Their Ventures

Yuval Engel, *University of Amsterdam*
Ruben van Werven, *Cass Business School*
Annelice Keizer, *University of Amsterdam*

Do Entrepreneurs' Disruptive Visions Pay Off? Evidence from Israeli Startups

Timo Van Balen, *Erasmus University*
Murat Tarakci, *Erasmus University*
Ashish Sood, *University of California Riverside*

Tell Me What You Want and We'll Support it with a Model: Experimental Evidence for Entrepreneurial Business Planning

Benson Honig, *McMaster University*

Discussant: Annamaria Conti, *Georgia Tech*

15:30-17:00
Room 6

Paper Session VI: Innovation Process and Outcomes

Stage-Gate Processes and Selection in Innovation

Ronald Klingebiel, *Frankfurt School of Finance and Management*

Formal Organization, Informal Organization, and Innovative Outcomes

Brian Silverman, *University of Toronto*
Nicholas Argyres, *Washington University in St. Louis*; Luis Rios, *University of Pennsylvania*

What is Innovation Anyway? The Cocreation of Innovation Narratives and Controls

Christian Wedl, *ETH Zurich*
Shiko Ben-Menahem, *ETH Zurich*
Georg von Krogh, *ETH Zurich*
Vivianna He, *ETH Zurich*

Is Bad Governance Always Bad? Dynamics of Risk Aversion and Firm Innovation

Dongil Keum, *Columbia University*

Discussant: Michaël Bikard, *London Business School*

17:15

ISC Bus departs from Technion to Hotels

18:30

ISC Bus departs from Hotels to Social Event

18:45-22:00

ISC Social Event (Requires early registration)

Haifa highlights walking tour and dinner with live music on Mount Carmel
Host: **Amir Sasson**, *ISC Organizing Committee, BI Norwegian Business School*

22:30

ISC Bus departs from Social Event to Hotels



Tuesday, December 19, 2017

08:30 **ISC Bus departs from Hotels to Technion**

08:45 **Coffee Reception**
Entrance

09:00-10:15 **Paper Session VII: Strategic Human Capital**
Room 5 **When the going gets tough, will the stars get going? Investigating the interdependencies between strategic human capital utilization and retention**
Arianna Marchetti, *INSEAD*
Ithai Stern, *INSEAD*

Goldilocks and the Three Programmers: Unpacking the Relationship between Online Contributions and Productivity at Work
Hila Lifshitz-Assaf, *New York University*
Frank Nagle, *University of Southern California*

Up to no Good? Gender, Social Impact and Promotions
Christiane Bode, *Bocconi University*
Jasjit Singh, *INSEAD*
Michelle Rogan, *INSEAD*

Discussant: Amir Sasson, *BI Norwegian Business School*

09:00-10:15 **Paper Session VIII: Strategy Process and Emotions**
Room 6 **A Science of Disciplined Imagination: An Intrapersonal Process Model of Strategy Making**
Gabriel Szulanski, *INSEAD*
Noah Askin, *INSEAD*
Sorah Seong, *INSEAD*

When Old Truths Become New Falsehoods: Learning, Unlearning, and Adapting to Environmental Discontinuities*
Thomas Keil, *University of Zurich*
Dirk Martignoni, *Università della Svizzera Italiana*

The Influence of Anger on Cooperative Strategic Interactions: An Interdisciplinary Experimental Study
Alessandro Castagnetti, *University of Warwick*
Sebastiano Massaro, *University of Warwick*
Eugenio Proto, *University of Warwick*

Discussant: Kerstin Neumann, *University of Innsbruck*

10:15 **Coffee break**



10:30-11:45
Room 7

Research Bazaar III: Organizational Learning

Learning from Failure across Products

Johanna Glauber, *Ludwig-Maximilians-University Munich*

Tobias Kretschmer, *Ludwig-Maximilians-University Munich*

The Influence of Success and Failure on Entrepreneurial Trajectory

Barak Aharonson, *Tel-Aviv University*

Shmuel Ellis, *Tel-Aviv University*

Noa Fogel, *Tel-Aviv University*

Israel Drori, *Vrije Universiteit Amsterdam*

Unpacking the Era of Ferment

Sandeep Devanatha Pillai, *University of Maryland*

Brent Goldfarb, *University of Maryland*

David Kirsch, *University of Maryland*

Structural Integration vs. Autonomy—Impacts on Post-M&A Innovative Output

Sigal Tsherniak-Katzir, *Tel-Aviv University*

Barak Aharonson, *Tel-Aviv University*

Shmuel Ellis, *Tel-Aviv University*

Facilitator: Patrick Reinmoeller, *Cranfield University*

10:30-11:45
Lobby

Research Bazaar IV: Cooperative and Competitive Strategies

Multimarket Competition and Alliance Formation

Yaron Amir, *Technion - Israel Institute of Technology*

Dovev Lavie, *Bocconi University*

Niron Hashai, *Interdisciplinary Center, Herzliya*

Competitive Learning in Alliances: Revisiting the Role of Repeated Collaborations

Victor Cui, *University of Manitoba*

Haibin Yang, *City University of Hong Kong*

Ilan Vertinsky, *University of British Columbia*

Embeddedness and Growth: The Case of SMEs in Rural Regions in Israel

Eli Gimmon, *Tel-Hai College*

Zeev Greenberg, *Tel-Hai College*

Yanay Farja, *Tel-Hai College*

Does the Past Inform the Future? Business Group Affiliation and Internationalization of New Venture Affiliates

Sai Chittaranjan Kalubandi, *Indian Institute of Management Ahmedabad*

The Power of Community: Organizational Founding and Strategic Philanthropy

Tao Wang, *Grenoble Ecole de Management*

Maggie-Qiuzhu Mei, *Grenoble Ecole de Management*

Facilitator: Stefan Haefliger, *Cass Business School*



11:45-12:30
Taub 2

Keynote Speech: Marvin Lieberman, UCLA

"Is Competitive Advantage Intellectually Sustainable?"

Introduction: **Zur Shapira**, *ISC Advisory Committee, New York University*

12:30-13:45
Lobby

Lunch

13:45-15:15
Room 5

Paper Session IX: Performance Feedback and Failure

Do We Try Again One More Time? Organizational Failure Experience and Reentry into a Market after Initial Exit*

Archita Sarmah, *ESSEC*

Badge of Honor or Scarlet Letter? Unpacking Investors' Perception of Failure in Venture Teams

Diego Zunino, *Copenhagen Business School*

Mirjam van Praag, *Copenhagen Business School*

Gary Dushnitsky, *London Business School*

A Decision Failure in Formula 1: Devising a Practice-Based Research Agenda for Decision Support Systems Using Big Data

Paolo Aversa, *Cass Business School*

Laure Cabantous, *Cass Business School*

Stefan Haefliger, *Cass Business School*

Transforming Performance Feedback into a Sustainable-Oriented and Resilient Organizational System: A Socio-Cognitive Perspective

Ari Dothan, *IDC Herzliya*

Avi Carmeli, *Tel Aviv University*

Discussant: Meir Russ, *University of Wisconsin*

13:45-15:15
Room 6

Paper Session X: Renewal and Venture Capital

Survival of the Fittest – A Configurational Analysis on Corporate Venture Capital Units' Survival Conditions

Daniel Fischer, *Leibniz University of Hanover*

Deniz Philipp Kruse, *Leibniz University of Hanover*

Hannes Leonardy, *Leibniz University of Hanover*

Christiana Weber, *Leibniz University of Hanover*

Envisioning Value: Certification, Matchmaking, and Returns to Brokerage

Christopher Rider, *Georgetown University*

Sampsa Samila, *National University of Singapore*

Inside the Opportunity Funnel: A Micro-Analysis of Target Selection Processes

Xena Welch Guerra, *University of St.Gallen*

Tomi Laamanen, *University of St.Gallen*

Fabian Schober, *University of St.Gallen*

What is so Unique about Intrapreneurship? Rethinking the Organizational Context

Chen Fleisher, *Utrecht University School of Economics*

Sanne van Wetten, *Maastricht University*

Discussant: Ari Ginsberg, *New York University*

15:15

Coffee Break



- 15:30-16:15
Taub 2 **Keynote Speech: Christopher L. Tucci, EPFL Lausanne**
“Can we end the endless debate about business model and strategy research?”
Introduction: **Amir Sasson**, *ISC Organizing Committee, BI Norwegian Business School*
- 16:15-17:00
Taub 2 **Award Ceremony**
Dana Sheffer, *ISC Organizing Committee, Technion*
- Announcement of the Best PhD Proposal Award Winner**
Sponsored by Israel Strategy Conference
- Gino Cattani**, *New York University*
Niron Hashai, *ISC Advisory Committee, Interdisciplinary Center, Herzliya*
- Announcement of the Fiegenbaum Best Paper Award Winner**
Sponsored by Rotem Strategy
- Gabriel Szulanski**, *ISC Advisory Committee, INSEAD*
Zeev Rotem, *Rotem Strategy*
- Closing Statements**
Uriel Stettner, *ISC Organizing Committee, Tel Aviv University*
Dovev Lavie, *ISC Advisory Committee, Bocconi University*
- 17:00-18:00
Lobby **Closing Reception**
- 18:15 **ISC Bus departs from Technion to Hotels**

Presenting authors are underlined.
* ISC Best Paper Award nominee.