



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**

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10:15-12:00
Room 5

Organizations, People and Performance

Systematizing Serendipity: Constructing Need- and Solution Spaces to Facilitate 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

Flladina 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*



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Marvin Lieberman, *UCLA*
Andrew Shipilov, *INSEAD*

17:00 **ISC Bus departs from Technion to hotels**

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*

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

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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 TMT 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*

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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?**

Elihan 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*

Unpacking the Era of Ferment

Sandeep Devanatha Pillai, *University of Maryland*
Brent Goldfarb, *University of Maryland*
David Kirsch, *University of Maryland*

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

Ying-Ying Hsieh, *Ivey Business School*

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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*

Atypical Team or a Typical Team: Team Composition and Startup Performance

Sarit Markovich, *Northwestern University*

Shai Harel, *Hebrew University*

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*

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*

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

15:15

Coffee Break

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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

Daniel (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*

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22:30

ISC Bus departs from Social Event to Hotels

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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**

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10:30-11:45

Lobby

Research Bazaar III: Cooperative and Competitive Strategies and Organizational Learning

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*

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*

Facilitator: Patrick Reinmoeller, *Cranfield University*

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*

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

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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?"

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

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

Closing Reception

18:15

ISC Bus departs from Technion to Hotels

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

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