

Andrew A. King

Tuck School of Business at Dartmouth
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ACADEMIC POSITIONS

- 2002 – Tuck School of Business at Dartmouth College – Hanover, NH
Professor of Business Administration (tenure: 2005)
- 2007-2009 Harvard Business School – Boston, MA
Marvin Bower Fellow (2007-08)
Visiting Associate Professor (2008-09)
- Fall 1999 University of Michigan – Ann Arbor, MI
Visiting Assistant Professor of Business Administration
- Fall 1997 Massachusetts Institute of Technology – Cambridge, MA
Visiting Assistant Professor of Management
- 1993 – 2002 New York University, Stern School of Business – New York, NY
Assistant Professor of Management and Operations Management

EDUCATION

- PhD 1994 Massachusetts Institute of Technology, Sloan School of Management – Cambridge, MA
Zannetos Prize for Sloan thesis of the highest scholarly excellence
- MS 1984 University of California – Berkeley, CA
Mechanical Engineering, Dynamics and Controls
- BA 1981 Brown University – Providence, RI
Mechanical Engineering

WORK EXPERIENCE

- 1989 – 1990 Arthur D. Little, Inc. – Cambridge, MA
Consulting Engineer and Analyst
- 1985 – 1988 Honeywell Corporate Laboratory – Golden Valley, MN
Research Engineer, Principal Investigator, and Project Manager
- 1984 – 1985 University of California Electronics Research Laboratory – Berkeley, CA
Research Specialist
- 1981 – 1982 Malcolm Lewis Associates – Laguna Beach, CA
Engineer

MANAGEMENT JOURNAL ARTICLES, ANNALS, AND PROCEEDINGS

- Bergquist, AK, Cole S., Ehrenfeld, J, King, A & Schendler, A. Understanding and overcoming roadblocks to environmental sustainability, Forthcoming at *Business History Review*
- King, A. (2019) Thinking critically about the wisdom of experts. *MIT Sloan Management Review*, Winter Issue.
- Lyon, T. P... King, A...Wijen, F. (2018). CSR Needs CPR: corporate sustainability and politics. *California Management Review*, Vol. 60(4) 5 –24
- Goldfarb, B., King, A., & Simcoe, T. S. (2018). Heritability of trust and distrust remains unknown. *Proceedings of the National Academy of Sciences*, 115(10), 2149-2150.
- King, A. (2017). The Theory of Disruptive Innovation: science or allegory? *Entrepreneur & Innovation Exchange*. October 26 2017, 1-4
- Berchicci, L., Dowell, G. and King, A. (2017) Environmental performance and the market for corporate assets, *Strategic Management Journal*, 38(12), 2444–2464
- Di Stefano, G., King, A., & Verona, G. (2017). Too many cooks spoil the broth? Geographic concentration, social norms, and knowledge transfer. In *Advances in Strategic Management* (pp. 267-308). Emerald Publishing Limited.
- Goldfarb, B., & King, A. (2016). Scientific Apophenia in strategic management research: significance tests & mistaken inference. *Strategic Management Journal*, 37(1), 167-176.
- King, A., & Baatartogtokh, B. (2015). How useful is the theory of disruptive innovation? *MIT Sloan Management Review*, 57(1), 77-90.
- Di Stefano, G., King, A., & Verona, G. (2015). Sanctioning in the wild: rational calculus and retributive instincts in gourmet cuisine. *Academy of Management Journal*, 58(3), 906-931.
- King, A. (2015). Why it pays to become a rule maker. *MIT Sloan Management Review*, 56(2), 11-13.
- Di Stefano, G., King, A., & Verona, G. (2014). Hell’s Kitchen: sanctioning violations of norms of knowledge use in gourmet cuisine. In *Academy of Management Proceedings* (Vol. 2014, No. 1, p. 15118).
- Berchicci, L., & King, A. (2014). Do managers systematically miss opportunities for waste reduction? A Goal Setting Approach. In *Academy of Management Proceedings* (Vol. 2014, No. 1, p. 15466).
- Di Stefano, G., King, A. & Verona, G. (2014) Kitchen confidential? Norms for the use of Transferred Knowledge in Gourmet Cuisine, *Strategic Management Journal*, 35(11), 1645-170
- Dutt, N. & King, A. (2014) The judgment of waste: end-of-pipe treatment and waste reduction, *Management Science*, 60(7), 1812-1828
- King, A. & Lakhani, K., (2013) Using open innovation to identify the best ideas, *MIT Sloan Management Review*, 55(1), 41-48

- Berchicci, L., Dowell, G. & King, A. (2012) Environmental performance and corporate strategy: Exploring acquisitions among us manufacturing firms, *Strategic Management Journal*, 33(9), 1053–1071
- Berchicci, L., King, A. & Tucci, C. (2011) Does the apple always fall close to the tree? Evaluating when spin-offs stay close to their parents, *Strategic Entrepreneurship Journal*, 5(2),120-136
- Barnett, M. & King, A. (2008) Good fences make good neighbors: An institutional explanation of the benefits of industry self-regulation. *Academy of Management Journal*, 51(6), 1150-1170. (AMJ award for the best paper published in 2008.)
- Berchicci, L., King, A. & Tucci, C. (2008) No place like home? Spin-off's strategy and location choice. In *Academy of Management Proceedings*, 2008(1) 1-6.
- Pe'er A., Vertinsky I. & King, A. (2008) Who enters, where, and why? The influence of capabilities and initial resource endowments on the location choices of de novo enterprises. *Strategic Organization*, 6(2), 119-149
- Berchicci, L., & King, A. (2007) Postcards from the edge: a review of the business and environment literature. *Annals of the Academy of Management*. 1(1), 513-547.
- Terlaak, A. & King, A. (2007) Follow the small? Information-revealing adoption bandwagons when observers expect larger firms to benefit more from adoption. *Lead article in the Strategic Management Journal*, 28(12), 1167-1185
- King, A. (2007) Cooperation between corporations and environmental groups: a transaction cost perspective. *Academy of Management Review*, 32 (3), 889-900
- Barnett, M. & King, A. (2006) Good fences make good neighbors: An institutional explanation of industry self-regulation. In *Academy of Management Proceedings* (Vol. 2006, No. 1, pp. M1-M6). Academy of Management.
- Terlaak, A. & King, A. (2006) The effect of certification with the ISO 9000 quality management standard: A signaling approach. *Journal of Economic Behavior and Organization*, 60 (4), 579-602
- King, A., Lenox, M. & Terlaak, A. (2005) The strategic use of decentralized institutions: Exploring certification with the ISO 14001 management standard. *Academy of Management Journal*, 48(6), 1091-1106
- Lenox, M. & King, A. (2004) Prospects for developing absorptive capacity through internal information provision. *Strategic Management Journal*, 25(4), 331-345
- King, A. & Lenox, M. (2002) Exploring the locus of profitable pollution reduction. *Management Science*, 48(2), 289-299
- King, A. & Tucci, C. (2002) Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities. *Management Science*, 48(2), 171-186
- King, A. & Shaver, M. (2001) Are aliens green? Assessing foreign establishments' environmental conduct in the U.S. *Strategic Management Journal*, 22(11): 244-256

- King, A. & Lenox, M. (2001) Lean and green? An empirical examination of the relationship between lean production and environmental performance. *Production and Operations Management*, 10(3), 244-257
- King, A. & Lenox, M. (2001) Does it *really* pay to be green? *The Journal of Industrial Ecology*, 5(1), 105-116
- King, A. & Lenox, M. (2001) Who adopts management standards *early*? An examination of ISO 14001 certifications. *Best Paper Proceedings of the Academy of Management*, ONE: A1-A6
- King, A. & Lenox, M. (2000) Industry self-regulation without sanctions: The chemical industry's responsible care program. *Academy of Management Journal*, 43(4), 698-716
- King, A. (2000) Organizational response to environmental regulation: Punctuated change or autogenesis? *Business Strategy and the Environment*, 4 (9), 224-238
- Lenox, M., King, A. & Ehrenfeld, J. (2000) An assessment of design-for-environment practices in leading U.S. electronics firms, *Interfaces*, 30(3), 83-94
- King, A., & Tucci, C. L. (2000). Responding to technology-created market niches: Do industry-specialized capabilities facilitate or hamper entry? In *Academy of Management Proceedings* (Vol. 2000, No. 1, pp. D1-D6). Academy of Management.
- King, A. (1999) Retrieving and transferring embodied data: Implications for management of interdependence within organizations. *Management Science*, 45(7): 918-935
- King, A. & Tucci, C. (1999) Can old disk drive companies learn new tricks? *Proceedings of International Product Development Conference on New Approaches to Development and Engineering*, ELASM, Cambridge, England, July, 1999.
- King, A. (1997) The social performance uncertainty principle. *Corporate Reputation Review*, 1(1&2), 43-46
- King, A. (1995) Avoiding ecological surprise: Lessons from long standing communities. *Academy of Management Review*, 20(4), 961-985
- King, A. (1992) Innovation from differentiation: Pollution control departments and innovation in the printed circuit industry. *IEEE Transactions on Engineering Management*, 42(3), 270-277

BOOK CHAPTERS

- King, A. & Prado, A. & Rivera, J. 2011. Industry Self-regulation, in Pratima Bansal and Andrew Hoffman (ed.), *Oxford University Handbook on Business and Environment*. Oxford University Press, Oxford, UK
- King, A. & Toffel, M. 2009. Self-regulatory institutions for solving environmental problems: Perspectives and contributions from the management literature, in Magali Delmas and Oran Young (ed.), *Governing the Environment: Interdisciplinary Perspective*. Cambridge University Press, Cambridge, UK
- King, A. 2006. The role of management systems in stakeholder partnerships, in Cary Coglianese and Jennifer Nash (ed.), *Leveraging the private sector: Management-based strategies for improving environmental performance*, Harvard University Press, Cambridge, MA

King, A., Lenox, M., & Barnett, M. 2002. Strategic responses to the reputation commons Problem, in A. Hoffman & M. Ventresca (eds.), *Organizations, policy and the natural environment*, Stanford University Press, Stanford, CA

King, A. & Baerwald, S. 1998. Using the court of public opinion to encourage better business decisions, in K. Sexton et al (ed.) *Better environmental decisions: Strategies for governments, businesses and communities*, Island Press, Wash. D.C.

RESEARCH PROJECTS

King, A., Goldfarb B., & Simcoe T. Learning from testimony on quantitative research in management, Revise and Resubmit at the *Academy of Management Review*.

King A. & Bergquist, AK. Hope and false hope for sustainable business. Undergoing revision for submission to *Stanford Social Innovation Review*

King A. The ignorance of experts: questioning authority in a complex world. Book project.

MAJOR RESEARCH GRANTS

2006 Principal Investigator on a \$350,000 winning grant proposal to the NSF & EPA to investigate governance of community property (with Mark Borsuk and Richard Howarth)

2005 Principal Investigator of a winning \$345,000 proposal to the EPA: Environmental Behavior and Decision Making -- Determining the Effectiveness of Environmental Information Disclosure

1999 Author and Principal Investigator of a winning \$250,000 proposal to the National Science Foundation to study examples of industry self-regulation

1994 Author and Principal Investigator on \$200,000 NSF grant to study the diffusion of DFE practices. Michael Lenox was my graduate student on this project.

SELECTED ACADEMIC AWARDS

2017 Schulze Award for contributions of exceptional merit.

2015 Distinguished Scholar Award from the Academy of Management's ONE Division

2013 Teaching Excellence Award (teacher of the year in a Tuck School core course)

2009 Academy of Management Journal – Best Paper of the Year

2007 Marvin Bower Fellow – Harvard Business School.

2001 Faculty Pioneer Award – World Resources Institute.

1998 AT&T Faculty Fellow of Industrial Ecology.

1994 Zannetos Thesis Prize – Recognizes the Sloan PhD thesis with the highest level of scholarly excellence.

SELECTED THESES SUPERVISED

Andrea Prado, PhD. NYU. Thesis: *Industrial organization of competing environmental standards*. Received 2012. Now Assistant Professor at INCAE, Costa Rica.

DiStefano Giada, PhD. Bocconi. Thesis: *The role of social norms in the exchange and diffusion of innovations*. Received, April 2011. Now Assistant Professor at HEC Paris.

Brad Staats, PhD. Harvard Business School. Thesis: *Microfoundations of organizational capabilities: empirical evidence from Indian software services*. Now Assistant Professor, University of North Carolina.

Michael Barnett, Ph.D. Stern, NYU. Thesis: *Three essays on the antecedents, process, and outcome of cooperation amongst rival firms in pursuit of institutional change*. Now Professor of Strategy at Oxford and Research Director of the Oxford University Centre for Corporate Reputation

Michael Lenox, Ph.D. MIT. Thesis: *Agency and information costs in the intra-firm diffusion of practice*. Now Samuel L. Slover Professor of Business and Associate Dean at Darden School of Business, University of Virginia.

CHAired CONFERENCES

2013 The ARCS Forum, UC Berkeley, Berkeley, CA, April 29

2012 The ARCS Forum, Yale University, New Haven, CT, May 16

2007 Institutional Foundations for Industry Self-Regulation, Harvard Business School, Boston, MA, Feb. 16-17.

2006 Institutional Foundations for Industry Self-Regulation, Hanover, NH, Feb. 24-25

2004 College on Organization Science Fall Conference, Hanover, NH, Nov. 6 & 7.

2003 College on Organization Science Fall Conference, Program Chair, Philadelphia, PA, November 8 & 9

TEACHING

Emeritus Institute of Management

Online blended strategy course.

Tuck School of Business, Dartmouth College – Hanover, NH

Business Management and Strategy (2018-)

Competitive and Corporate Strategy (2009 - 2017)

Sustainable Business (2009 -)

Strategic Analysis of Technological Systems (2002-2008).

Strategic Response to Market Failure (2003-2008)

Harvard Business School, Boston, MA

Technology and Operations Management (Fall 2008)

New York University, Stern School of Business – New York, NY

Competitive Advantage from Operations (1994-2002)
Environmental Assessment, Management and Strategy (1994- 2001)

University of Michigan Business School – Ann Arbor, MI

Strategies for Environmental Management (1999)
Strategies for Sustainable Development (1999)

SELECTED COURSE DEVELOPMENT

Games and Simulations

Web-based games

Sterman, J. Meadows, D. and King, A "Fishbanks." (2011) This is a common property game. It allows experience with the dynamics of renewable resources, competitive interaction in an open access resource, self-regulation, and government regulation of different types.

Excel-based games

King, A. "The Symbol Game." This game simulates the adoption of new technologies when there are significant network externalities. It provides experience with game theory, excess inertia (lock in), and strategic pricing.

King, A. "The Market for Wine." This is a simulation of market dynamics under different types of asymmetric information. It can be used to teach concepts addressing the market for lemons and potential solutions, including regulation, reputation, third party auditing, and signaling/screening.

Cases and Teaching Notes

King A and Sterman, J. **Fishbanks: A Renewable Resource Management Simulation: Instructors Guide & Teaching Note**

King, A. Di Stefano, G, & G. Verona, **Innovation at Play: The Case of High-End Cuisine** (Bocconi Case No. 311-063-08, June 2010)

Andrew King, Giada Di Stefano, **Gianmario Verona, Protecting Innovation in Low-IPR Regimes: The Case of Fine Fashion (A & B)**

Shih, W and King A. **Tokyo Electron Ltd.** (5-609-096)

Shih, W, Pisano G. and King A. **Radical Collaboration: IBM Microelectronics Joint Development Alliances.** (5-608-121)

Shih, W and King, A. Teaching Note. **Radical Collaboration: IBM Microelectronics Joint Development Alliances.** (5-608-122)

Shih, W and King, A. **Advanced Micro Devices: Competing in the Shadow of a Giant A & B** (5-609-002).

Shih, W and King, A. **Teaching Note. Advanced Micro Devices: Competing in the Shadow of a Giant (A & B).**