Andrew A. King

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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 (07-08)
Visiting Associate Professor (08-09)

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[i]

King, A, Baatartogtokh, B. How Useful is the Theory of Disruptive Innovation, ***Sloan Management Review***, Fall 2015, 77-90

Goldfarb B and King A., Popular Delusions in Strategic Management: A Case of Scientific Apophenia?. (forthcoming at the ***Strategic Management Journal***).

Di Stefano, G. King, A. and Verona, G. (2015) Sanctioning in the Wild: Rational Calculus and Retributive Instincts in Gourmet Cuisine ***Academy of Management Journal*** 58(3) 1-23

King, A. Why It Pays to Become a Rule Maker, ***Sloan Management Review*** Winter, 2015, 513-547

Di Stefano, G. King, A. and Verona, G. Hell's Kitchen: Sanctioning Violations of Norms of Knowledge Use in Gourmet Cuisine, ***Best Paper Proceedings of the Academy of Management,*** BPS

Berchicci, L. and King, A Do Managers Systematically Underestimate the Potential for Waste Reduction? ***Best Paper Proceedings of the Academy of Management,*** ONE

Di Stefano, G. King, A. and Verona, G. (2014) Kitchen Confidential? Norms for the use of Transferred Knowledge in Gourmet Cuisine, ***Strategic Management Journal*** 35(11) 1645-170

Dutt, N and King, A (2014) The Judgment of Waste: End-of-pipe Treatment and Waste Reduction, ***Management Science*** 60(7) 1812-1828

King, A. and Lakhani, K., (2013) Using Open Innovation to Identify the Best Ideas ***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. (*Winner of the 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. ***Best Paper Proceedings of the Academy of Management,*** TIM

Pe'er A., Vertinsky I. & A. King. 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.*** 513 - 547

[i] Name order on all papers is alphabetical unless the paper comes from a PhD thesis, in which case that author is first.

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 ***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. ***Best Paper Proceedings of the Academy of Management,*** OMT: M1-M6

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. & Tucci, C. 2002. Incumbent entry into new market niches: The role of experience and managerial choice in the creation of dynamic capabilities. *Lead article* in ***Management Science,*** 48(2):171-186

King, A. & Lenox, M. 2002. Exploring the locus of profitable pollution reduction. ***Management Science,*** 48(2):289-299

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. 2001c. Does it *really* pay to be green? ***The Journal of Industrial Ecology,*** 5(1): 105-116

King, A. & Lenox, M. 2001b. 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. 2001a. 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. 2000. Responding to technology-created market niches: Do industry-specialized capabilities facilitate or hamper entry? ***Best Paper Proceedings of the Academy of Management.*** TIM: D1-D6. ***Best Paper Award***

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,*** *EIASM, Cambridge, England, July, 1999.* ***Best Paper Award.***

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

PAPERS UNDER DEVELOPMENT

Under Review

King A. and Lakhani, K. Learning to copy or copying to learn: Unpacking the effect of experience on open source code adoption and invention. (Passed second round review ***Organization Science***)

Berchicci, L. Dowell, G. and King, A. Shining a Green Light on Changes at Recently Acquired Establishments, (under review at the ***Strategic Management Journal*****)**

King, A, Reconsidering the Application of Disruptive Innovation to Understanding Organizational Dynamic Capabilities, Under second round review for special issue on Dynamic Capabilities at the ***California Management Review***.

In Progress

Berchicci, L. and King, A. Aspiration formation: the asymmetric effect of past performance. Evidence from waste reduction. (Accepted at the 2013 ***Strategic Management Society Conference.*** Nominated for the SMS Best Conference Paper for Practice Implications.

BOOK CHAPTERS

King, A.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.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.

MAJOR RESEARCH GRANTS

2006 Coprincipal 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 Coprincipal 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 coprincipal 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

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

2014 Finalist for SMS Best Conference Paper Prize (Three separate papers)

2014 Finalist for AOM Best Conference Paper Prize (Two separate papers)

2013 Finalist for SMS Best Conference Paper Prize

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 ATT Faculty Fellow of Industrial Ecology.

1994 Zannetos Thesis Prize – Recognizes the Sloan PhD thesis representing 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.

SELECTED RESEARCH CONFERENCES OR SYMPOSIA ORGANIZED

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

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

2010 "The Market for Ideas: Understanding its Micro-Structure and Performance Implications", with Gary Dushnitski, Karim Lakhani, Marco Ceccagnoli, Ashish Arora. Showcase Symposium at the Academy of Management, Montreal Canada, Aug. 14

2009 "Regulating The Market For Ideas: The Role of Communities, Norms, and Networks", with Giada Di Stefano, Lee Fleming, Joshua S. Gans , Sonali K. Shah (Presenter), Brian S. Silverman, Timothy S. Simcoe, Scott Stern, Gianmario Verona, Showcase symposium of the Academy of Management, Chicago, IL Aug. 10.

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

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

1999 "Emerging Institutional Arrangements for Environmental Regulation." Participants: Franco Furger, Geoffrey C. Hazard Jr., Michael Lenox, Eric Orts, Michael Piori, Joe Rees. Academy of Management Meetings, San Diego, CA, August 11

1998 "Environmental Management Strategy and Competitive Advantage." Participants: Richard Bettis, Mark Cohen, Stuart Hart, Andrew King, Michael Lenox, Mark White. All Academy Symposium, Academy Of Management Meetings, San Diego, CA, August 11

1995 "Functional Versus Corporate Strategies for the Natural Environment: The Greening of Manufacturing." Participants: Linda Angel, Ken Baker, John Ettlie. Mark Hanna, Andrew King, Robert Klassen, Clay Whybark. All Academy Symposium, Academy Of Management Meetings, Vancouver, August 9

1994 "New Perspectives on Organizing and Strategy: The Case of Greening Business." Participants: Stuart Hart, Andrew King, Yiorgos Mylonadis, Francis Westley, Harrie Vrendenburg. Academy Of Management Meetings, Dallas, TX, August 16

TEACHING

Tuck School of Business, Dartmouth College – Hanover, NH

Competitive and Corporate Strategy (2009 -)
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 (1995-)
Global Environmental Resource Management (1994)

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. "Market Simulator." 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.

Recent Cases, Modules and Teaching Notes

King A and Sterman, John 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).**