

Giovanni Gavetti

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Brookline, MA 02448
617-642-2297

EDUCATION

- 2000 Ph.D., Management, The Wharton School, University of Pennsylvania
- 1998 M.A., The Wharton School, University of Pennsylvania
- 1993 Bachelor of Economics, Cum Laude & Thesis with Honors, Universita' Bocconi – Milano, Italy

POSITIONS HELD

- 2012 – Present Associate Professor of Business Administration (with tenure), Tuck School of Business at Dartmouth
- 2006 - 2012 Associate Professor of Business Administration, Harvard Business School
- 2000 - 2006 Assistant Professor of Business Administration, Harvard Business School
- 1997 – 1998 Instructor, Wharton School, University of Pennsylvania: Introduction to Management (undergraduate required course)
- 1994 – 1995 Lecturer, Bocconi University, Milan: Intermediate Economics (undergraduate required course)
- 1993 – 1994 Teaching Associate, Bocconi University, Milan: Industrial Economics (undergraduate elective course)

ASSIGNMENTS

- 2013 – Present Second-year MBA: The Psychology of Strategic Leadership (Elective; 2 sections)
- 2012 – Present First-year MBA: Competitive and Corporate Strategy (Core; 2 sections)
- 2009 – 2012 Second-year MBA: The Psychology of Strategic Leadership (Elective)
- 2008 – 2012 Executive: Program for Leadership Development (Strategy module)
- 2006 – 2009 Second-year MBA: The Strategic Reasoning Laboratory (Elective)
- 2001 – 2005 First-year MBA: Strategy (Core)

2001 - 2007 Doctoral: The Foundation of Strategy (6 sections)

WORK EXPERIENCE

1993 – 1995 Research Fellow, Bocconi University

PUBLICATIONS

With Massimo Warglien. “A Model of Collective Interpretation,” *Organization Science*, forthcoming.

With William Ocasio, *Advances in Strategic Management*, edited volume on “Cognition and Strategy,” forthcoming.

With William Ocasio, “Introduction,” *Advance in Strategic Management*, volume on “Cognition and Strategy,” forthcoming.

“Toward a Behavioral Theory of Strategy.” *Organization Science*, 23 (January/February 2012): 267-285. (with commentaries of Adam Brandenburger/Natalya Vinorukova and Sidney Winter).

With Henrich Greve, Daniel Levinthal, and William Ocasio. “The Behavioral Theory of the Firm: Assessment and Prospects.” *Academy of Management Annals* (Forthcoming, 2012).

“The New Psychology of Strategic Leadership.” *Harvard Business Review* (July-August 2011).

With Daniel A. Levinthal and Jan. W. Rivkin. “Response to Farjoun’s ‘Strategy Making, Novelty, and Analogical Reasoning: A Commentary on Gavetti, Levinthal, and Rivkin (2005).’” *Strategic Management Journal* 29 (September, 2008): 1017-1021.

With Jan W. Rivkin. “Seeking Strategy the Right Way at the Right Time.” *Harvard Business Review*, 86 (January 2008): 22-23.

With Daniel A. Levinthal, and William Ocasio. “Neo-Carnegie: The Carnegie School’s Past, Present, and Reconstructing for the Future.” *Organization Science*, 18 (May-June 2007): 523-536.

With Jan W. Rivkin. “On the Origin of Strategy: Action and Cognition over Time.” *Organization Science*, 18 (May-June 2007): 420-439.

“Cognition and Hierarchy: Rethinking the Microfoundations of Capabilities’ Development.” *Organization Science*, 16 (November-December 2005): 599-617.

With Daniel A. Levinthal, and Jan W. Rivkin. “Strategy-Making in Novel and Complex Worlds: The Power of Analogy.” *Strategic Management Journal*, 26 (August 2005): 691-712.

With Jan W. Rivkin. “How Strategists Really Think: Tapping the Power of Analogy.” *Harvard Business Review*, 84 (April 2005): 54-63.

With Jan W. Rivkin. "Teaching Students to Reason Well by Analogy." *Journal of Strategic Management Education*, 1 (2004): 431-450.

With Daniel A. Levinthal. "The Strategy Field from the Perspective of Management Science: Divergent Strands and Possible Integration." *Management Science*, 50 (October 2004): 1309-1318.

With Daniel A. Levinthal. "Bringing Cognition Back In and Moving Forward." *Journal of Management and Governance*, 5, 3/4 September 2001: pp. 213-216.

With Mary Tripsas. "Capabilities, Cognition and Inertia: Evidence from Digital Imaging." *Strategic Management Journal* 21 (October-November 2000): 1147-1161. (Reprinted in Tushman, M., and P. Anderson (eds.). *Managing strategic innovation and change: a collection of readings*. 2nd ed.: xix, 635, Chapter 2 pp. 18-32. (2004). New York: Oxford University Press; Reprinted in C. Helfat (ed.) *The SMS Blackwell Handbook of Organizational Capabilities*, Chapter 23, pp. 393-412. Blackwell Publishing: Malden, MA.)

With Daniel A. Levinthal. "Looking Forward and Looking Backward: Cognitive and Experiential Search." *Administrative Science Quarterly*, 45 (March 2000): 113-137.

"The Innovative Firm: Strategy and Organization." In Franco Malerba (ed.) *The Innovative Firm*. (2000) NIS Milan, Italy. [in Italian]

"The Non-Sustainability of Sustainability: Schumpeterian Dynamics and Organizational Capabilities." In A. Lipparini (ed.) *Organizational Competencies*. 1998. Carocci: Rome, Italy. [in Italian]

With Franco, Malerba. "The Italian Innovative System in Europe." *Economia e Politica Industriale*, 89 (September 1996): 231-260.

"Organizational Competencies, Technological Strategy and Evolutionary Dynamics: Some Observations." *Economia e Politica Industriale*, 87 (October 1996): 185-207.

WORKING PAPERS

With Massimo Warglien. "Recognizing the New: A Multi-Agent Model of Analogy in Strategic Decision-Making." Harvard Business School Working Paper Series, No. 08-028, October 2007.

"Evolutionary Theory Revisited: Cognition, Hierarchy, and Capabilities." Harvard Business School Working Paper Series, No 04-028, October 2003.

WORK IN PROGRESS

With Anoop Menon. "A Model of Foresight."

Giovanni Gavetti. "Administrative Behavior and Behavioral Strategy."

Giovanni Gavetti. "Cognition and Value."

With Anoop Menon: "Strategic Foresight and the Nature of Strategic Opportunities."

Giovanni Gavetti. "Cognition." Entry for the Palgrave Encyclopedia of Strategic Management, edited by David Teece and Mie Augier.

Giovanni Gavetti. "Micro-foundations." Entry for the Palgrave Encyclopedia of Strategic Management, edited by David Teece and Mie Augier.

CASES AND NOTES

Under the supervision of Giovanni Gavetti: "The Minerva Project." Tuck School of Business Case (2014), (written by Eduardo Alexander, Sarah Bell, Clancy Cashion, Jessica Ji, John Kirk, and Stephanie O'Brien).

Under the supervision of Giovanni Gavetti: "Competing in the Evolving U.S. Healthcare Industry." Tuck School of Business Case (2014), (written by Byron T. Anderson, Ahmed Darwish, Ashley N. Hovey, Ralph A. Riedel, Emile F. Santos, Kumar Sumeeta).

Giovanni Gavetti. "The Psychology of Strategic Leadership." Harvard Business School Course Note 711-524 (2011) [34].

Giovanni Gavetti. "Strategic Foresight: Module Teaching Note." Harvard Business School Teaching Note 711-521 (2011).

Giovanni Gavetti. "Persuasion: Module Teaching Note." Harvard Business School Teaching Note 711-522 (2011).

Giovanni Gavetti. "Cognitive Biases and Strategy: Module Teaching Note." Harvard Business School Teaching Note 711-523 (2011).

Giovanni Gavetti, Kate Dowd, and Anoop Menon. "Charlie Merrill and the Financial Supermarket Strategy." Harvard Business School Case 711-518 (2011) [12].

Giovanni Gavetti. "Confirmatory Traps and Group Dynamics (DVD)." Harvard Business School Video 711-802 (2011).

Giovanni Gavetti. "Obama Inauguration Speech (DVD)." Harvard Business School Video 711-801 (2011). (*In Progress*)

Giovanni Gavetti. "A Persuasion Strategy for Bocconi: An Exercise." Harvard Business School Exercise 711-517 (2011) [2].

With John Lufkas. "Online Portals: Searching and Shaping Opportunities," 711-524 (2011) [17].

Giovanni Gavetti. "Strategic Foresight: An Exercise." Harvard Business School Exercise 711-516 (2011) [3].

Giovanni Gavetti and Francesca Gino. "The Future of BioPasteur." Harvard Business School Case 711-508 (2011) [4].

Giovanni Gavetti and Francesca Gino. "BioPasteur: Instructions for Group Discussion." Harvard Business School Case 711-510 (2011) [1].

Giovanni Gavetti and Francesca Gino. "The Future of BioPasteur: Supplement" Harvard Business School Case 711-509 (2011) [1].

Giovanni Gavetti. "Fleet Oil Company: An Exercise." Harvard Business School Case 711-512 (2011) [4].

Giovanni Gavetti. "Raptor Oil Company: An Exercise." Harvard Business School Case 711-511 (2011) [4].

Giovanni Gavetti. "De-biasing Discussion." Harvard Business School Case 711-519 (2011) [3].

With Anna Canato. "Università Bocconi: Transformation in the New Millennium." Harvard Business School Case 709-406 (2008) [32].

With Mary Tripsas and Yaichi Aoshima. "Fujifilm: A Second Foundation." Harvard Business School Case 807-137 (2007) [32].

With Mary Tripsas: "Polaroid: Entering Digital Imaging." Harvard Business School Case 706-459 (2005) [18].

"Strategy Formulation and Inertia." Harvard Business School Note 705-468 (2005) [14].

With Jan W. Rivkin. "The Use and Abuse of Analogies." Harvard Business School Note 703-429 (2003) [12].

With Rebecca Henderson and Simona Giorgi. "Kodak (A)." Harvard Business School Case 703-503 (2003) [28].

With Rebecca Henderson and Simona Giorgi. "Kodak (B)." Harvard Business School Supplement 704-489 (2004) [5].

With Rebecca Henderson and Simona Giorgi. "Kodak and The Digital Revolution (A)." Harvard Business School Case 705-448 (2004) [19].

"Kodak and The Digital Revolution (A)." Harvard Business School Teaching Note 5-705-488 (2005) [16].

Kodak: Interview with Dr. George Fisher (DVD). Harvard Business School Video Supplement 706-802.

With Jan W. Rivkin and Elizabeth Johnson. "Lycos (A): The Tripod Decision." Harvard Business School Case 702-435 (2002) [19].

With Jan W. Rivkin. "Lycos (A): The Tripod Decision." Harvard Business School Spreadsheet Supplement 703-758 (electronic link).

"Ducati." Harvard Business School case 701-132 (2001) [25].

"Ducati." Harvard Business School Teaching Note 5-705-489 (2005) [11].

Ducati: Federico Minoli. Harvard Business School Video Supplements 705-804 (2005).

ACADEMIC PRESENTATIONS

“Microfoundations: A Historical Perspective.” The Wharton School of Business, Emerging Scholars Workshop, June 2013.

“Attention and Organizations.” Academy of Management Meetings, Boston, August 2012.

“Microfoundations II.” The Wharton School of Business, Emerging Scholars Workshop, June 2012.

“Microfoundations I.” The Wharton School of Business, Emerging Scholars Workshop, June 2012.

“A Model of Collective Interpretation.” The Wharton School of Business, February 2012.

“A Model of Collective Interpretation.” Tuck School of Business, January 2012.

“A Model of Collective Interpretation.” London Business School, January 2012.

“The Psychology of Strategic Leadership.” Horizon Series, Association of Management Consulting Firms, New York, September 2011.

“Is There a Future for Neuro-Strategy?” Academy of Management Meetings, San Antonio, Texas, 2011.

“Representations and Strategy,” Strategic Management Society, Venice, September 2010.

“Representations and Strategy,” Academy of Management, Montreal, August 2010.

“Toward a Behavioral Theory of Strategy,” University of Chicago, Chicago, May 2010.

“Toward a Behavioral Theory of Strategy,” Harvard Business School, Annual Research Symposium, May 2009.

“A Behavioral Approach to Strategy,” Medici Summer School, Florence, July 2009.

“Toward a Behavioral Theory of Strategy,” BYU Strategy Research, March 2009.

“Toward a Behavioral Theory of Strategy,” Israel Strategy Research, Tel Aviv, December 2008.

“A Behavioral Approach to Strategy,” IRI Summer School, Volterra, July 2008.

“Toward a Behavioral Theory of Strategy,” IRI Summer School, Volterra, July 2008.

“From Markets to Neurons: Microfoundational Footnotes to a Behavioral Theory of Strategy,” Washington University, March 2008.

“From Markets to Neurons: Microfoundational Footnotes to a Behavioral Theory of Strategy,” Dartmouth College, March 2008.

“From Markets to Neurons: Microfoundational Footnotes to a Behavioral Theory of Strategy,” DRUID, Copenhagen, June 2008.

“On the Origin of Strategy and Microfoundational Issues,” Copenhagen School of Business, Copenhagen, December 2006.

“Rethinking the Microfoundations of Capabilities’ Development: Implications for the Architecture of Search,” Academy of Management Meetings, Atlanta, August, 2006.

“On the Origin of Strategy: Action and Cognition over Time,” Carnegie Mellon University, Pittsburgh, May 2006.

“On the Origin of Strategy: Action and Cognition over Time,” Kellogg, Northwestern University, Evanston, December 2005.

“Rethinking the Microfoundations of Capabilities’ Development: A Research Agenda,” Informs Conference, San Francisco, October 2005.

“On the Origin of Strategy: Action and Cognition over Time,” Academy of Management Meetings, Honolulu, August 2005.

“Thinking About the Frontiers of the Strategy Field: A Personal Journey,” Academy of Management Meetings, Honolulu, August 2005.

“On the Origin of Strategy,” Panel on the Origin of Strategy (panel organizer), Organization Science Winter Conference, Steamboat Springs, February 2005.

“On the Origin of Strategy: Action and Cognition over Time,” Harvard Business School, Organizational Behavior seminar series, Boston, October 2004.

“On the Origin of Strategy,” (Invited talk) Workshop on Organizational Forms and Functions, University of Bologna, Bologna, Italy, September 2004.

“On the Origin of Strategy: Action and Cognition over Time,” London Business School, London, May 2004.

“On the Origin of Strategy: Action and Cognition over Time,” The Wharton School, Philadelphia, May 2004.

“On the Origin of Strategy: Action and Cognition over Time,” Harvard Business School, Boston, May 2004.

“On the Origin of Strategy: Action and Cognition over Time,” Boston University, Boston, May 2004.

“Strategy-Making in Novel and Complex Worlds: The Power of Analogy,” (Invited talk), Brigham Young University Strategy Conference, Park City, March 2004.

“Toward a Grounded Theory of the Origin of Strategy,” Fuqua School of Business, Duke University, Durham, November 2003.

“Strategy-Making in Novel and Complex Worlds: The Power of Analogy,” MIT Sloan of Management, Cambridge, MA, November 2003.

“Beyond Routines: Cognition, Case-Based Reasoning, and Strategy,” (Invited talk) Conference in honor of Sidney Winter, The Wharton School, Philadelphia, October 2003.

“Toward a Grounded Theory of the Origin of Strategy,” AiSM/INSEAD Strategy Process Workshop, Fontainebleau, August 2003.

“Complexity, Cognition, and Adaptation: Toward a Grounded Theory of the Origin of Strategy,” Academy of Management Meeting, Seattle, August 2003.

“Analogy in the Origin of Strategy,” Workshop on Cognition and Capabilities, Harvard Business School, Boston, September 2002.

“Complexity, Cognition and Adaptation: Toward a Grounded Theory of the Origin of Strategies,” Strategy Research Forum Meeting, Solomon Island, May 2002.

“Complexity, Cognition and Adaptation: Toward a Grounded Theory of the Origin of Strategies,” Academy of Management Meeting, Denver, August 2002.

“Cognition, Capabilities and Corporate Strategy Making,” Academy of Management Meeting, Washington, August 2001.

“Looking Forward and Looking Backward: Cognitive and Experiential Search,” presented in the showcase symposium on “*Search and Creation of Organizational Capabilities: the Evolution of Tacit, Articulated and Codified Knowledge*,” Academy of Management Meeting, Chicago, August 1999.

“Cognition and the Evolutionary Dynamics of Organizations,” EGOS Conference, Warwick, July 1999.

“Cognition and the Evolutionary Dynamics of Organizations,” Annual CCC Consortium, New York, March 1999.

“Looking Forward and Looking Backward: Cognitive and Experiential Search,” Strategic Management Society Conference, Orlando, October 1998.

PROFESSIONAL ACTIVITIES

2013 – Present Senior Editor, *Strategy Science*
2012 – Present Senior Editor, *Organization Science*
2007 - Present Member, Editorial Board, *European Management Review*
2007 - 2009 Member, Executive Committee, Academy of Management, BPS Division
2007 - Present Member, Editorial Board, *Strategic Management Journal*
2006 - 2008 Member, Editorial Board, *Organization Science*
2005 - Present Member, Editorial Board, *Industrial and Corporate Change*.
2000 - 2007 Member, Editorial Board, *Journal of Management and Governance*.
2001 - Present Member, Strategy Research Forum.
2001 - Present Executive committee CCC Doctoral Consortium.
1999 - Present Member, Strategic Management Society.
1999 - Present Ad hoc reviewer, *Academy of Management Journal*, *Academy of Management Review*, *Industrial and Corporate Change*, *Journal of Economics and Management*, *Journal of Management and Governance*, *Management Science*, *Administrative Science Quarterly*, *Organization Science*

