

STEVEN J. KAHL

Tuck School of Business at Dartmouth College
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Academic Positions

Tuck School of Business at Dartmouth College

Hanover, NH

Associate Professor, 2012 – Present

University of Chicago Booth School of Business

Chicago, IL

Assistant Professor of Organizations and Strategy, 2007 - 2012

Education

Massachusetts Institute of Technology Sloan School of Management

Cambridge, MA

PhD in Management (Technology, Innovation and Entrepreneurship), June 2007

Core discipline – sociology

University of Minnesota

Minneapolis, MN

Masters in Philosophy (logic and epistemology), 1995

Dartmouth College

Hanover, NH

BA in Philosophy (magna cum laude, Phi Beta Kappa, Senior Fellow), 1991

Papers

1. The Process of Schema Emergence: Assimilation, Deconstruction, Unitization and the Plurality of Analogies (with Christopher Bingham), 2013, *Academy of Management Journal*, Vol. 56: 14-34
2. Services and the Business Models of Product Firms: An Empirical Analysis of the Software Industry (with Michael Cusumano and Fernando Suarez), 2013 *Management Science*, Vol. 59: 420-435
3. How to Use Analogies to Introduce New Ideas (with Chris Bingham), 2013 *Sloan Management Review*
4. Audience Structure and the Failure of Institutional Entrepreneurship (with JoAnne Yates and Greg Leigel), 2012, *Advances in Strategic Management*, Vol 29
5. Identity Sequences and the Early Adoption Pattern of the Jazz Canon (1920-1929)

- (with Young-Kyu Kim and Damon Phillips), 2010 *Research in Sociology of Organizations*, Vol. 31
6. Anticipatory Learning: The Avoidance of Negative Outcomes in Entrepreneurial Firms (with Christopher Bingham), *Forthcoming Strategic Entrepreneurship Journal*

Book Chapters, Book Reviews, Other Papers

1. Programmers and Professionalism: Bringing Technology, Organizations, and Work Back In (with Greg Liegel), Forthcoming in Annotated Volume From UC Davis Qualitative Conference
2. Book Review of *Platforms, Markets, and Innovation*, ed. Annabelle Gawer; *Organization Studies* (2011)
3. A Primer on the Internet Supply Chain (with Tom Berquist), *Supply Chain Management Review*: Sept./Oct. 2000, 40-51.
4. What is the Value of Supply Chain Management Software? *Supply Chain Management Review*: Winter 1999, 59-67.

Working Papers

1. Intraorganizational Struggles for Jurisdictional Control: Technology Innovation and Occupational Change in Manufacturing Firms, 1954 - 1980 (with Brayden King and Greg Liegel)
2. A Theory of Services in Product Firms (with Michael Cusumano and Fernando Suarez)
3. The Logic and Structure of Category Formation (with Christopher Bingham)
4. 'The Hard-Working Obedient Moron': The Role of Power and Authority In Computer Use in Insurance, 1947 – 1960s (with JoAnne Yates)
5. Market Crises and the (Re)establishment of Market Order: A Sociological Investigation of the "Fair Market" Rule Implementation in Financial Markets (with Damon Phillips)

Presentations

Academic

- 2012 *Intraorganizational Struggles for Jurisdictional Control: Technology Innovation and Occupational Change in Manufacturing Firms, 1954 – 1980*, UNC, Boston University
- 2012 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, Duke, Boston University, LBS, Cornell, Tuck
- 2011 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, University of Texas at Austin
- 2011 *Intraorganizational Struggles for Jurisdictional Control: Technology Innovation and Occupational Change in Manufacturing Firms, 1954 – 1980*, Innovation, Organizations, and Society Conference, October
- 2011 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, Wharton, EOI Workshop, October
- 2011 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, Academy of Management Annual Meeting, August
- 2011 *Market Crises and the (Re)establishment of Market Order: A Sociological Investigation*

- of the “Fair Market” Rule Implementation in Financial Markets, Academy of Management Annual Meeting, August
- 2011 *‘The Hard-Working Obedient Moron’: Power and Use of the Computer in Insurance, 1947 – 1960s*, American Sociological Association Annual Meeting, August
- 2011 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, University of Chicago, May
- 2011 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, Wharton Technology Conference, April
- 2011 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, University of Illinois, April
- 2011 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, Northwestern University Communications Group, January
- 2010 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, Stanford University, WTO and SCANCOR, November
- 2010 *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*, University of Michigan Ross School of Business, December
- 2010 *‘The Hard-Working Obedient Moron’: Power and Use of the Computer in Insurance, 1947 – 1960s*, Northwestern, Department of Industrial Engineering and Management Sciences
- 2010 *Structural Position and Social Movement Strategies*, University of Chicago Booth School of Business
- 2010 *Structural Position and Social Movement Strategies*, Northwestern University Kellogg School of Management
- 2010 *Structural Position and Social Movement Strategies*, UC Davis Qualitative Conference
- 2010 *Structural Position and Social Movement Strategies*, American Sociological Association Annual Meeting
- 2010 *Fitting in New Concepts: How the Insurance Industry Assimilated the Computer, 1945-1955*, University of Maryland, Robert H. Smith School of Business Entrepreneurship Conference
- 2010 *Market Crises and the (Re)establishment of Market Order: A Sociological Investigation of the “Fair Market” Rule Implementation in Financial Markets*, University of Chicago, Department of Sociology
- 2010 *Market Crises and the (Re)establishment of Market Order: A Sociological Investigation of the “Fair Market” Rule Implementation in Financial Markets*, American Sociological Association Annual Meeting
- 2009 *Market Crises and the (Re)establishment of Market Order: A Sociological Investigation of the “Fair Market” Rule Implementation in Financial Markets*, EGOS Annual Meeting
- 2009 *Concept Creation, Coherence, and Cohesion*, Academy of Management Annual Meeting
- 2009 *Concept Creation, Coherence, and Cohesion*, Innovation, Organizations, and Society Conference, sponsored by University of Chicago Booth School of Business and Northwestern University School of Communication
- 2009 *Concept Creation, Coherence, and Cohesion*, MIT Sloan School of Management
- 2009 *Concept Creation, Coherence, and Cohesion*, London Business School
- 2009 *Concept Creation, Coherence, and Cohesion*, University of Chicago Booth School of Business
- 2008 *The Dynamics of Categorization*, Nagymoras Conference (annual Population Ecology conference)
- 2008 *The Dynamics of Categorization* Harvard Business School Strategy Conference
- 2008 *The Dynamics of Categorization* American Sociological Association Annual Meeting
- 2007 *Social Beliefs and Markets: The Problem of Categorization, Justification, and Innovation*, University of Chicago Graduate School of Business Emergence Conference

- 2007 *Considering the Customer: Determinants and Impact of Using Technology*, University of Chicago Graduate School of Business
- 2007 *Considering the Customer: Determinants and Impact of Using Technology*, Harvard Business School
- 2007 *Considering the Customer: Determinants and Impact of Using Technology*, University of Minnesota Carlson School of Management
- 2007 *Considering the Customer: Determinants and Impact of Using Technology*, Academy of Management Annual Meeting
- 2006 *Radical Incrementalism: Factoring Customer Use into Technological Change*, Academy of Management Annual Meeting
- 2006 *The Role of Demand in Technological Change and Industry Evolution*, Lausanne, Switzerland, CCC Doctorial Consortium
- 2005 *Dominant Use*, MIT, Annual International User Innovation Workshop

Industry Speaking / Conferences

- 2011 Accenture Management Consulting Strategy Practice
- 2007 MIT Center for Digital Business
- 2007 Fidelity Investments
- 2001 Energy Investment Conference
- 2001 Risk Assessment Conference
- 1999 i2 User Conference

Dartmouth College

- 2013 Mitosis Conference – Keynote Speaker
- 2013 Entrepreneurship Initiative – Moderated entrepreneur discussions

University of Chicago Booth School of Business MBA-Sponsored Conferences

- 2011 University of Chicago MBA TechVision Conference (February), Moderator
- 2010 University of Chicago MBA Media, Entertainment, and Sports Conference, Moderator
- 2010 Intel Student Case Competition, Judge
- 2010 “Who is the Next Google?” Moderator, Part-time MBA Entrepreneurship Panel
- 2010 University of Chicago MBA TechVision Conference, Moderator
- 2009 University of Chicago MBA TechVision Conference, Moderator

Teaching Experience

MBA Courses

Leading Entrepreneurial Organizations (Tuck School of Business), 2013 -
Technology Strategy (University of Chicago Booth School of Business), 2007 – 2012

Independent Study (MBA Level)

Managed independent studies in technology strategy

Course Creation

Supply Chain Management (APICS – Course Creation Committee)

Awards

- 2011 Best Paper Proceedings Academy of Management, OMT Division, *The Process of Schema Development: How the Insurance Industry Conceptualized the Computer: 1947 – 1975*
- 2010 Best Paper (co-winner) for Structural Positions paper at UC Davis Qualitative Conference
- 2008 Booth Scholar (2008-2009 school year)
- 2007 Best Paper Proceedings Academy of Management, TIM Division, *Considering the Customer: Determinants and Impact of Using Technology*
- 2006 Best student paper finalist for TIM Division, Academy of Management, *Radical Incrementalism: How the Insurance Market Understood and Used the Early Computer* (JoAnne Yates)
- 2003 Presidential Fellowship (MIT, 2003-2007)

Academic Service

Tuck School of Business

- *Faculty Advisor Board, Entrepreneurship Initiative*, (2013-)
- *Admissions Committee* (2013-)
- *Faculty Affiliate, Center for Digital Strategies and Private Equity and Entrepreneurship Center*

Journals

- *Editorial Board*, Strategic Management Journal
- *Advances in Strategic Management* – co-editor with Brian Silverman and Michael Cusumano on 2012 volume on “History and Strategy”
- *Ad hoc Reviewer* – Administrative Science Quarterly, American Journal of Sociology, Management Science, Organization Science, Organization Studies, Research Policy, Strategic Management Society (Dissertation Proposals), Theory and Society

Conferences

- *Innovation, Organizations, Society Conference* (Co-organizer with Pablo Boczkowski, Northwestern University School of Communication), Oct, 2009, Oct 2011. Cross-disciplinary conference including scholars from sociology, strategy, economics, communications, and social studies of technology and science
- *EGOS*, Co-convenor, 2012, 2012 Conferences
- *Charles River Seminar* (PhD Liaison), Helped coordinate MIT/Harvard seminar series that focuses on technology and innovation, 2006 - 2007
- *Innovation and Entrepreneurship Seminar* (Co-organizer with Karim Lakhani & Ramana Nanda), MIT Sloan School of Management, 2005 – 2007

University of Chicago

- *University of Chicago Technology Transfer Faculty Advisory Committee* (Member: 2008-2010)

- *Booth, MBA High-Tech Group, Faculty support (2011 – 2012)*

Doctoral Committees

Daniela Lup (LSE)
Aleksios Gotsopoulos (Post-doc Boston University)
Ayelet Ben-David (PhD University of Chicago Booth School of Business)
Greg Liegel (PhD Candidate Sociology University of Chicago)
Eunjung Hyun (PhD Candidate University of Chicago Booth School of Business)

Work Experience

Goldman, Sachs & Co, 1999 – 2002

Boston, MA

Associate; Vice President in Global Investment Research
Equity research analyst covering companies in Enterprise Software Sector

US Bancorp Piper Jaffray, Inc., 1997 – 1999

Minneapolis, MN

Research Analyst, Web and Enterprise Software Research Team

Deloitte & Touche LLP, 1995 – 1997

Minneapolis, MN

IT consulting projects primarily in manufacturing sector

Andersen Consulting (now Accenture), 1991 – 1993

Washington, D.C.

Systems Analyst primarily for telecommunications companies