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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, Università' Bocconi – Milano, Italy

POSITIONS HELD

- 2022 – present Area Chair, Strategy and Management area, Tuck School of Business at Dartmouth
- 2019 – present Professor of Business Administration, Tuck School of Business at Dartmouth
- 2012 – 2019 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)

PUBLICATIONS

With Joe Porac: “Pankaj Ghemawat’s *Commitment* and the Job of the Strategist,” *Strategy Science*, 7 (2), 2022: 138-142.

With Dan Lovallo, Martin Huber, and Magdalena Smith: “Bias Busters: Don’t Steer Your Strategy by the Wrong Star,” *McKinsey Quarterly*, 2021.

With Ramon Lecuona Torras: “A Neo-Carnegie Approach to the Agency Question: Bridging the Evolutionary and Cognitive Views of Strategy,” *Strategy Science*, 6 (4), 2021: 265-273.

With Joe Porac: Co-editor of the special issue of *Strategy Science* “Where do great strategies come from?” *Strategy Science*, 3 (1), 2018: 352-365.

With Constance Helfat and Luigi Marengo. “Shaping, Searching, and the Quest for Superior Performance,” *Strategy Science*, 2 (3), 2017: 194-209.

With Anoop Menon. “Conceptual Models of Strategic Foresight,” *Strategy Science*, 1 (3), 2016: 207-233.

With Massimo Warglien. “A Model of Collective Interpretation,” *Organization Science*, 26, 2015: 1263-1283 (lead article).

With William Ocasio: Co-editor of *Advances in Strategic Management*, “Cognition and Strategy,” Volume N. 32, 2015. Emerald Group Publishing.

With William Ocasio “Introduction,” *Advances in Strategic Management*, “Cognition and Strategy,” Volume N. 21, 2015. Emerald Group Publishing.

“Representing Is Not the Same Thing as Changing Organizations: Cyert and March Versus Simon,” *Journal of Management Inquiry*, 24, 2015: 327-328.

“Toward a Behavioral Theory of Strategy.” *Organization Science*, 23, 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*, 6, 2012: 1-40.

“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 Ramon Lecuona Torras. "The Expertise of the Strategist" (under development).

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.

CASES AND NOTES

With Ramon Lecuona Torras: "Strategy: Conceptual Notes," Tuck School of Business Class Notes.

Under the supervision of Giovanni Gavetti: “Patagonia,” Tuck School of Business Case (written by: Marina Brenna, Holly Ceplikas, Sam Humbert, Beckey Kettering, Maddie Oliver, Kristin Unruh).

Under the supervision of Giovanni Gavetti: “NPR: Identity and Technological Change,” Tuck School of Business Case (written by: Andrew Anderson, Benjamin Chandler, Evan Coates, Danielle Musa, Hunter Tuttle).

Under the supervision of Giovanni Gavetti: “Uber in India,” Tuck School of Business Case (written by: Ravi Darda, Jimmy Fowose, Mark Kelso, Nnamdi Ugwu, Nancy Xu).

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 Lafkas. “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).

WORK IN PROGRESS

With Ramon Lecuona Torras: “The Expertise of the Strategist.”

With Sebastiano Massaro: “Expertise and Creativity in Strategy.”

With Joe Porac: “On the Origin of Great Strategies: A Theoretical Framework.”

Guest Co-Editor of the Special issue on Uncertainty, *Academy of Management Review* (expected publication 2019)

TEACHING EXPERIENCE

Tuck School of Business at Dartmouth

2020 – Present Elective Curriculum: How to become an expert strategist.

2012 – Present First-year MBA: Strategy (Core; currently 2 sections)

2017 – 2017 Undergraduate: Competitive and Corporate Strategy

2013 – 2015 Second-year MBA: The Psychology of Strategic Leadership (Elective; 2 sections)

Harvard Business School

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)

AWARDS AND HONORS

Recipient of the 2022 inaugural Strategy Science best paper award for the paper: “Evolution cum Agency: Toward a Model of Strategic Foresight” (with Anoop Menon).

Recipient of the 2015 Dan and Mary Lou Schendel Best Paper Prize for the paper: “Capabilities, Cognition, and Inertia: Evidence from Digital Imaging” (with Mary Tripsas).

Recipient of the 2014 Tuck Teaching Excellence Award for the core class “Competition and Corporate Strategy.”

JOURNAL SERVICE

2014 – 2022	Senior Editor, Strategy Science
2012 – 2020	Senior Editor, Organization Science
2005 – Present	Associate Editor, Industrial and Corporate Change.
2007 – Present	Member, Editorial Board, European Management Review
2007 – 2013	Member, Editorial Board, Strategic Management Journal
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.

PROFESSIONAL ACTIVITIES - SERVICE

2017	Reps at large, SMS Behavioral Strategy Interest Group
2016	Co-organizer of the BPS Junior Faculty Consortium, AOM
2015	Co-organizer of the BPS Junior Faculty Consortium, AOM
2007 - 2009	Member, Executive Committee, Academy of Management, BPS Division
2006 - 2008	Member, Editorial Board, Organization Science
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

PROFESSIONAL ACTIVITIES – SERVICE*

* Informal service (recruiting, seminar organization, etc.) not listed.

- Tuck School Core Curriculum Implementation Committee, 2019
- Tuck School Core Curriculum Review Committee, 2018
- Tuck School Strategy Committee, 2018 – Present
- Tuck School Dean Search Committee, 2014