

# STEVEN J. KAHL

Tuck School of Business at Dartmouth College  
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## Academic Positions

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### **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

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### **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

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1. Discursive Strategies and Radical Technological Change: Multi-Level Discourse Analysis of the Early Computer (1947-1958) (with Stine Grodal) *Forthcoming, Strategic Management Journal*
2. Services, Industry Evolution, and the Competitive Strategies of Product Firms (with Michael Cusumano and Fernando Suarez), 2015, *Strategic Management Journal*, Vol. 36: 559-575
3. 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
4. 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
5. Product Conceptual Systems: Toward a Cognitive Processing Model, *Forthcoming, Advances in Strategic Management*
  6. Associations, Jurisdictional Battles and the Development of Dual-Purpose Capabilities, 2014, *Academy of Management Perspectives*, Vol. 28: 381-394
  7. Audience Structure and the Failure of Institutional Entrepreneurship (with JoAnne Yates and Greg Liegel), 2012, *Advances in Strategic Management*, Vol 29
  8. Anticipatory Learning: The Avoidance of Negative Outcomes in Entrepreneurial Firms (with Christopher Bingham), 2014, *Strategic Entrepreneurship Journal*, Vol. 8: 101-127
  9. 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
  10. How to Use Analogies to Introduce New Ideas (with Chris Bingham), 2013 *Sloan Management Review*

## Book Chapters, Book Reviews, Other Papers

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1. Multi-Level Discourse Analysis: A Structured Approach to Analyzing Longitudinal Data (With Stine Grodal), *Forthcoming in The Handbook of Qualitative Organizational Research*
2. Programmers and Professionalism: Bringing Technology, Organizations, and Work Back In (with Greg Liegel), *Forthcoming in Annotated Volume From UC Davis Qualitative Conference*
3. Book Review of *Decoding Organization* by Christopher Grey, *Administrative Science Quarterly* (2014)
4. Book Review of *Platforms, Markets, and Innovation*, ed. Annabelle Gawer; *Organization Studies* (2011)
5. A Primer on the Internet Supply Chain (with Tom Berquist), *Supply Chain Management Review*: Sept./Oct. 2000, 40-51.
6. What is the Value of Supply Chain Management Software? *Supply Chain Management Review*: Winter 1999, 59-67.

## Working Papers

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1. Task Relations, Technological Innovation, and Jurisdictional Change (with Brayden King and Greg Liegel)
2. Conceptual Strategies of Firms
3. The Logic and Structure of Category Formation
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

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### Academic

- 2014 *The Relational Structure of Schemas*, AOM Meetings
- 2014 *Historical Method*, AOM Meetings
- 2014 *Multi-Level Discourse Analysis*, AOM Meetings
- 2013 *Development of Dynamic Capabilities*, Strategic Management Society Meetings
- 2013 *The Role of Power and Authority in Computer Use*, EGOS Meetings
- 2013 *The Logic and Structure of Category Formation*, AOM Meetings
- 2013 *History and Strategy*, AOM Meetings
- 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**

- 2015 Dartmouth Ventures – Workshop Leader
- 2015 Tuck School of Business, Sports and Entertainment Conference, Moderator
- 2015 Tuck School of Business – Board of Overseers Meeting
- 2014 Tuck School of Business – Tech Conference, Moderator
- 2014 Dartmouth Ventures - Moderator
- 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**

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### **MBA Courses**

- Leading Organizations* (Tuck School of Business), 2014 -
- 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 and entrepreneurship

### **Course Creation**

Supply Chain Management (APICS – Course Creation Committee)

## **Awards**

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- 2014 Paul E. Raether Fellowship
- 2014 3M Nontenured Faculty Grant (renewed in 2015)
- 2014 Best Symposium AOM OMT Division, Presenter
- 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

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### Tuck School of Business

- *Faculty Advisor Board, Entrepreneurship Initiative, (2013-)*
- *Admissions Committee (2013-)*
- *Tuck Representative, Council of Libraries Dartmouth College (2014-)*
- *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, Oct. 2014. Cross-disciplinary conference including scholars from sociology, strategy, economics, communications, and social studies of technology and science*
- *AOM, PDW on History and Strategy, 2013*
- *EGOS, Co-convenor, 2012, 2013 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**

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### **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