

**DAVID R. CLOUGH**

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**ACADEMIC POSITIONS**

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**Assistant Professor**

2017 –

Organizational Behavior &amp; Human Resources Division

Entrepreneurship &amp; Innovation Group

**Sauder School of Business, University of British Columbia****EDUCATION**

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**INSEAD**

2012 – 2017

**PhD in Management** (Entrepreneurship & Family Enterprise Area)**Dissertation: “Coordination and Inter-organizational Networks in Innovation Ecosystems”**

- Committee: Philip Anderson (Chair), Henrich Greve, Henning Piezunka, Jason Davis
- Dissertation proposal awards:  
Strategy Research Foundation Dissertation Scholarship (2015-16)  
Finalist in the Organization Science/INFORMS Dissertation Proposal Competition (2016)

**The Wharton School, University of Pennsylvania**

Fall 2013

**Visiting PhD Student****King’s College, University of Cambridge**

2005 – 2009

**BA, MEng in Manufacturing Engineering**1<sup>st</sup> Class Honours (BA), Distinction (MEng)**RESEARCH**

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**Refereed conference proceedings**

“Untangling the Behavioral and Relational Antecedents of Learning Traps in Inter-Organizational Ties”

David Clough and Philipp Reineke. In Guclu Atinc (Ed.), Proceedings of the Seventy-seventh Annual Meeting of the Academy of Management. Online ISSN: 2151-6561

**Papers under review**

“Tie Dissolution in Market Networks: A Theory of Vicarious Performance Feedback”

David Clough and Henning Piezunka.

“Turning Lead Into Gold: How do Entrepreneurs Mobilize Resources to Exploit Opportunities?” with Andy

Wu, Balagopal Vissa, and Tommy Pan Fang.

**Working papers**

“How do Entrepreneurial Founding Teams Form? A Behavioral Theory of Aspiration-driven Co-founder Search” David Clough and Balagopal Vissa.

“How Joint Component Usage Among Competitors Affects Organizational Learning”

Henning Piezunka and David Clough.

“Do Alliance Networks Solve the Ecosystem Timing Dilemma? Theory and Evidence from the Global Mobile Telecommunications Industry”

“A Network-Based Theory of Firm Scope in Innovation Ecosystems”

**Works in progress**

“Macro-network Structure and Firm and Industry Performance”

## GRANTS AND AWARDS

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- 2017 Finalist for Best Paper Award, OMT Division, Academy of Management Annual Meeting  
Nominated for Best Paper Prize, Strategic Management Society Annual Conference
- 2016 Finalist for Organization Science/INFORMS Dissertation Proposal Competition (one of eight finalists)  
Finalist for the St. Gallen Symposium Wings of Excellence Award (one of six finalists)
- Essay title: “Alternatives to Growth? Platforms, Modularity and the Circular Economy”
- Finalist for Best Symposium Award, OMT Division, Academy of Management Annual Meeting
- 2015 Strategy Research Foundation Dissertation Scholarship (includes \$10,000 research funding)  
Finalist for Best PhD Paper Prize, Strategic Management Society Annual Conference, Denver  
Best Reviewer Award, TIM Division, Academy of Management Annual Meeting
- 2013 INSEAD Faculty and Research Grant for work with Professor Bala Vissa on a project entitled “*The Social Embeddedness of Entrepreneurial Discovery: How do Aspiring Entrepreneurs Generate, Select and Enact New Business Ideas?*”. The funds supported two months of field research in an entrepreneurial accelerator.
- 2012 INSEAD PhD Fellowship
- 2009 King’s College, Cambridge, Richards Scholarship for academic excellence

## PRESENTATIONS

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“Untangling the Behavioral and Relational Antecedents of Learning Traps in Inter-Organizational Ties”

Co-authored with Philipp Reineke

- 2017 Academy of Management Annual Meeting (*scheduled*)
  - Included in the Academy of Management Best Paper Proceedings
  - Finalist for Best Paper Prize, OMT Division
- 2017 Strategic Management Society Annual Conference, Houston (*scheduled*)
  - Nominated for Best Paper Prize

“Do Alliance Networks Solve the Ecosystem Timing Dilemma? Theory and Evidence from the Global Mobile Telecommunications Industry” (sole authored; some presentations were under older title)

- 2016 Dartmouth College
- 2016 University of Texas at Austin
- 2016 Sungkyunkwan University Graduate School of Business
- 2016 University of British Columbia
- 2016 Academy of Management Annual Meeting, Anaheim, part of a symposium I organized:
  - Showcase+ Symposium sponsored by BPS, OMT, and TIM Divisions: “Collaboration in Innovation Ecosystems: Firm Strategy and Inter-Organizational Ties”  
(+indicates it was among the top 10% of proposals accepted by the Division)
- 2016 Strategic Management Society Annual Conference, Berlin

“Tie Dissolution in Market Networks: A Theory of Vicarious Performance Feedback”

Co-authored with Henning Piezunka

- 2016 Academy of Management Annual Meeting, Anaheim, OMT Division
- 2016 SMS Special Conference on Innovation, Entrepreneurship and Coopetition, Rome

“How Joint Component Usage Among Competitors Affects Organizational Learning”

Co-authored with Henning Piezunka. Some presentations were under older title.

- 2017 Organization Science Winter Conference, Park City, Utah
- 2016 INSEAD Network Evolution Conference
- 2016 SMS Special Conference on Innovation, Entrepreneurship and Coopetition, Rome
- 2016 Copenhagen Business School
- 2016 University of Southern Denmark
- 2015 Strategic Management Society Annual Conference, Denver
  - Finalist for Best PhD Paper Prize (one of ten finalists)
- 2015 Academy of Management Annual Meeting, Vancouver, TIM Division
- 2015 Vienna Conference on Strategy, Organizational Design, and Innovation
- 2015 Warwick Business School

“If at first you don’t succeed: Learning and Aspiration Level Adjustment in Venture Fundraising on Kickstarter”  
Co-authored with Hallie S. Cho (INSEAD)

- 2015 Academy of Management Annual Meeting, Vancouver, part of a symposium I co-organized with Andy Wu (Harvard Business School):
  - Joint Symposium sponsored by OMT and ENT Divisions: “Entrepreneurial Resource Mobilization: Evidence from MOOCs, Incubators, Angels and Crowdfunding”
- 2015 INFORMS Annual Meeting, Philadelphia

“Microfoundations of Organizational Birth: a Behavioral Theory of Founding Team Formation”

- 2014 SMS Special Conference on Microfoundations for Strategic Management Research, Copenhagen
- 2014 Academy of Management Annual Meeting, Philadelphia, part of a symposium I co-organized with Andy Wu (Harvard Business School):
  - Showcase+ Symposium for ENT Division: “Origins and Outcomes of Entrepreneurs’ Network Ties” (\*indicates it was among the top 10% of proposals accepted by the ENT Division)
- 2014 Mack Institute Emerging Scholar Workshop (poster presentation)

“Technological Uncertainty and the Use of M&A to Externalize Innovation” (sole authored)

- 2014 Academy of Management Annual Meeting, Philadelphia, BPS Division Paper Presentation

## **OTHER CONFERENCES AND WORKSHOPS ATTENDED**

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- 2017 Social Enterprise @ Goizueta Research Colloquium, Emory University  
Complexity Winter School at Nanyang Technological University, Singapore
- 2016 Consortium for Cooperation and Competition (CCC), Bocconi University  
Trans-Atlantic Doctoral Consortium, London Business School  
INSEAD Network Evolution Conferences, Fontainebleau (also attended 2014 & 2012)
- 2015 TIM Division Doctoral Consortium, Academy of Management Annual Meeting, Vancouver  
Medici Summer School in Management Studies, University of Bologna  
Kauffman Doctoral Consortium and 11<sup>th</sup> Annual Smith Entrepreneurship Conference, U. of Maryland  
1<sup>st</sup> INSEAD Randomized Controlled Trials Day, Abu Dhabi  
Asian Management Research Consortium, INSEAD Singapore
- 2014 Open and User Innovation Conference, Harvard Business School  
Mack Institute Emerging Scholar Workshop, The Wharton School, U. of Pennsylvania

## **TEACHING EXPERIENCE**

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- 2017 Teaching assistant for PhD seminar in *Social Network Analysis*, for Prof. Martin Gargiulo
- 2016 Teaching assistant for *New Business Ventures*, an MBA elective, for Prof. Henning Piezunka  
Microsoft Excel Tutorials for MBA students
- 2015 Tutor for course *Prices and Markets*, the core MBA course in microeconomics, for Prof. Vlad Mares
- 2014 Teaching assistant for *Your First Hundred Days*, an MBA elective course in entrepreneurship
- 2013 Teaching assistant on an Exec Ed Leadership Development Program, for Prof. Schon Beechler

## **PROFESSIONAL SERVICE AND MEMBERSHIPS**

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### **Reviewing**

Strategic Management Society Annual Conference  
Academy of Management Annual Meeting

### **Professional memberships**

Strategic Management Society  
Academy of Management

### **Workshops organized**

- 2016 “Lean Startups and Innovation Strategy: Towards a New Paradigm?” Professional Development Workshop co-organized with Andy Wu for the 2016 Academy of Management Annual Meeting, Anaheim (sponsored by TIM, ENT and BPS Divisions; attendance was c.150 people).  
Details of the workshop are online at [www.innovationstrategyresearch.com](http://www.innovationstrategyresearch.com)

**Institutional Service**

2015 – 17 Entrepreneurship and Family Enterprise Area representative on the PhD contact group

2015 – 17 Social coordinator for the INSEAD PhD community in Singapore

2006 – 07 Chairperson of the Cambridge University Students' Union

**PROFESSIONAL EXPERIENCE**

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**Wikistrat**

2014 –

**Contributing Analyst.** Contributor to Wikistrat's crowd consulting projects on a freelance basis; primarily addressing technological trends affecting business strategy.

**Credo Business Consulting**

2010 – 2012

**Associate Consultant.** Commercial due diligence, organic growth strategy, cost reduction, and B2B marketing strategy. Focus on mobile telecommunications and the support service industries.

**Oliver Wyman Financial Services Consulting**

July – Sept 2008

**Summer Consultant.** Commercial due diligence in the clearing and depository industry, and strategic planning for a program on rural electrification in sub-Saharan Africa.

**PROFESSIONAL QUALIFICATIONS**

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Completed Level 1 and Level 2 of Chartered Financial Analyst (CFA) Exams

2011 – 2012

Diploma in Financial Management, Association of Chartered Certified Accountants (ACCA)

2007 – 2008

**PRACTITIONER-ORIENTED PUBLICATIONS**

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“Alternatives to Economic Growth: Perspectives from the St. Gallen Symposium Leaders of Tomorrow”

Co-authored with Constantin Aichelburg, Luis Espinoza, Alexandra Ettlin, Nicolas Hartmann, Schima Labitsch, and Colin Miller.

Position paper published by the St. Gallen Symposium TOM-LAB, in collaboration with Harvard University's Center for International Development, August 2016. Online at: <http://bit.ly/SGStomlab>

**PERSONAL INTERESTS**

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Distance running, travel, and blogging about business, finance, and technology ([www.changemyworldview.com](http://www.changemyworldview.com))

**REFERENCES** *(listed alphabetically)*

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**Philip Anderson\***

The INSEAD Alumni Fund Chaired Professor of Entrepreneurship

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**Jason Davis**

Associate Professor of Entrepreneurship and Family Enterprise

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**Henrich Greve**

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The John H. Loudon Chaired Professor of International Management

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**Henning Piezunka**

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*\*Dissertation committee chair*