

DAVID R. CLOUGH

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ACADEMIC POSITIONS

Assistant Professor 2017 –
Organizational Behaviour & Human Resources Division
Entrepreneurship & Innovation Group
Sauder School of Business, University of British Columbia

EDUCATION

INSEAD 2012 – 2017
PhD in Management (Entrepreneurship & Family Enterprise Area)
Dissertation: “Coordination and Interorganizational Networks in Innovation Ecosystems”

- Committee: Philip Anderson (Chair), Jason Davis, Henrich Greve, Henning Piezunka
- 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

RESEARCH

Publications

Clough, D. R., Pan Fang, T., Vissa, B., & Wu, A. (2019). Turning Lead Into Gold: How do Entrepreneurs Mobilize Resources to Exploit Opportunities? *Academy of Management Annals*, 13(1): 240-271.

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.

Working papers

“How do Founding Teams Form? Towards a Behavioral Theory of Founding Team Formation”
David Clough and Balagopal Vissa.

“How Joint Component Usage Among Competitors Affects Organizational Learning”
Henning Piezunka and David Clough.

“An Organizational Perspective on Platforms: Mobilizing Complementors By Creating Social Foci”
Tommy Pan Fang, Andy Wu, 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”

GRANTS AND AWARDS

- 2018 University of British Columbia Sauder Exploratory Grant
- 2017 Honorable Mention for Best Conference Paper Prize, Strategic Management Society Special Conference
 Finalist for Best Paper Award, OMT Division, Academy of Management Annual Meeting
 Nominated for Best Conference Paper Prize, Strategic Management Society Annual Conference
 University of British Columbia Hampton Fund Research Grant
 University of British Columbia Centre for Innovative Data in Economics Research Grant
- 2016 Finalist for Organization Science/INFORMS Dissertation Proposal Competition
 Finalist for the St. Gallen Symposium Wings of Excellence Award
 - 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
 Finalist for Best PhD Paper Prize, Strategic Management Society Annual Conference, Denver
 Best Reviewer Award, TIM Division, Academy of Management Annual Meeting
 INSEAD Faculty and Research Grant for work with Professor Philip Anderson
- 2013 INSEAD Faculty and Research Grant for work with Professor Balagopal Vissa
- 2012 INSEAD PhD Fellowship
- 2009 King’s College, Cambridge, Richards Scholarship for academic excellence

PRESENTATIONS

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

Co-authored with Tommy Pan Fang, Balagopal Vissa, and Andy Wu

- 2018 Academy of Management Annual Meeting, Chicago

“How do Founding Teams Form? Towards a Behavioral Theory of Founding Team Formation”

Co-authored with Balagopal Vissa

- 2018 Academy of Management Annual Meeting, Chicago
- 2018 Strategic Management Society Annual Conference, Paris

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

Co-authored with Philipp Reineke

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

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

- 2017 SMS Special Conference on Collaborative Strategies, Costa Rica
 - Honorable Mention for Best Conference Paper Prize
- 2017 West Coast Research Symposium, University of Alberta
- 2017 Academy of Management Annual Meeting, Atlanta
- 2017 University of British Columbia (AIS Division)
- 2016 Dartmouth College
- 2016 University of Texas at Austin
- 2016 Sungkyunkwan University Graduate School of Business
- 2016 University of British Columbia (OBHR 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 (symposium presentation)
- 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 (symposium presentation)
- 2014 Mack Institute Emerging Scholar Workshop (poster presentation)

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

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

OTHER CONFERENCES AND WORKSHOPS ATTENDED

- 2018 Carnegie School of Organizational Learning, Asilomar, CA
Social Enterprise @ Goizueta Research Colloquium, University of Oregon
- 2017 Complexity Winter School at Nanyang Technological University, Singapore
Social Enterprise @ Goizueta Research Colloquium, Emory University
INSEAD Doriot Entrepreneurship Conference (IDEC)
SMS Special Conference on Transforming Entrepreneurial Thinking into Dynamic Capabilities, Banff
- 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 11th Annual Smith Entrepreneurship Conference, U. of Maryland
1st 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

University of British Columbia, Sauder School of Business

2018- Introduction to Entrepreneurship (COMM280), an undergraduate elective

2018- Advanced Topics in Organizational Theory (COMM626), a PhD seminar

2017- Co-instructor for International MBA students' Vancouver Residency, teaching Corporate Innovation

INSEAD

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

Reviewing

- Ad hoc reviewer for: Academy of Management Journal; Administrative Science Quarterly; California Management Review; Entrepreneurship Theory & Practice; Strategic Entrepreneurship Journal; Strategic Management Journal
- Conference reviewer for: Academy of Management Annual Meetings, Strategic Management Society Annual Conferences and Special Conferences
- Reviewer of research grant applications for Canada's Social Science and Humanities Research Council (SSHRC)

Professional memberships and roles

Strategic Management Society

- Contributor to the Strategic Management Society blog

Academy of Management

Workshops and symposia organized

2018 "Lean Startups and Innovation Strategy: A Lacuna for Emergent Research" Professional Development Workshop co-organized with Sourobh Ghosh and Andy Wu for the AOM Annual Meeting, Chicago Co-sponsored by TIM, ENT, STR Divisions; attendance was ~250 people
Details of the workshop are online at www.innovationstrategyresearch.com

2017 "Lean Startups and Innovation Strategy: Towards a New Paradigm?" Professional Development Workshop co-organized with Andy Wu for the AOM Annual Meeting, Atlanta

2016 "Lean Startups and Innovation Strategy: Towards a New Paradigm?" Professional Development Workshop co-organized with Andy Wu for the AOM Annual Meeting, Anaheim

"Collaboration in Innovation Ecosystems: Firm Strategy and Inter-Organizational Ties" Showcase⁺ Symposium organized at the AOM Annual Meeting, Anaheim

- Jointly sponsored by the BPS, OMT and TIM divisions.
- Finalist for Best Symposium Award from the OMT division.

2015 "Entrepreneurial Resource Mobilization: Evidence from MOOCs, Incubators, Angels and Crowdfunding" Symposium co-organized with Andy Wu at the AOM Annual Meeting, Vancouver

2014 "Origins and Outcomes of Entrepreneurs' Network Ties" Showcase⁺ Symposium co-organized with Andy Wu at the AOM Annual Meeting, Philadelphia

⁺ indicates it was among the top 10% of proposals accepted by the Division

Institutional Service

2018 – 19 UBC Sauder Research Advisory Committee

2017 – 19 UBC Sauder OBHR Recruiting Committee

2015 – 17 INSEAD 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

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

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

“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

Distance running, travel, and blogging about business, finance, and technology
(www.changemyworldview.com)

REFERENCES (*listed alphabetically*)

Philip Anderson*

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**Dissertation committee chair*