

DAVID R. CLOUGH

david.clough@sauder.ubc.ca · +1 604 822 5413 · www.davidrclough.com · @David_Clough1
2053 Main Mall, Vancouver, BC Canada V6T 1Z2

ACADEMIC POSITIONS

Sauder School of Business, University of British Columbia 2017 –

Assistant Professor

OBHR Division and Entrepreneurship & Innovation Group

RESEARCH INTERESTS

Technology strategy, organization theory, organizational learning, social networks, entrepreneurship

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., & Piezunka, H. (2020). Tie Dissolution in Market Networks: A Theory of Vicarious Performance Feedback. *Administrative Science Quarterly*, Forthcoming.

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 R. Clough and Philipp Reineke. (2017). In Guclu Atinc (Ed.), *Proceedings of the Seventy-seventh Annual Meeting of the Academy of Management*.

“From Chicken-or-Egg to Platform Ecosystem: Mobilizing Complementors by Creating Social Foci”

Tommy Pan Fang, Andy Wu, and David R. Clough. (2019). In Guclu Atinc (Ed.), *Proceedings of the Seventy-ninth Annual Meeting of the Academy of Management*.

Papers under review

“Hatching the Platform Ecosystem: Mobilizing Complementors by Creating Social Foci”

Tommy Pan Fang, Andy Wu, and David R. Clough.

Working papers

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

David R. Clough and Balagopal Vissa.

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

GRANTS AND AWARDS

- 2019 Best Paper Proceedings, TIM Division, Academy of Management Annual Meeting
University of British Columbia Sauder Exploratory Grant
- 2018 University of British Columbia Sauder Exploratory Grant
- 2017 Honorable Mention for Best Conference Paper Prize, SMS Special Conference, Costa Rica
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

“Hatching the Platform Ecosystem: Mobilizing Complementors by Creating Social Foci”

Co-authored with Tommy Pan Fang and Andy Wu

- 2019 Simon Fraser University
- 2019 Wharton Technology Conference
- 2019 Strategy Science Conference, University of Utah
- 2019 Academy of Management Annual Meeting, Boston
 - Included in the Academy of Management Best Paper Proceedings
- 2019 Strategic Management Society Annual Conference, Minneapolis

“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
- 2016 Dartmouth College
- 2016 University of Texas at Austin
- 2016 Sungkyunkwan University Graduate School of Business
- 2016 University of British Columbia
- 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 Cooperation, 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 Cooperation, 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

Invited presenter on a conference panel

- 2019 “Managing Time as a Resource and Managing Resources over Time in Entrepreneurial Firms”
Professional Development Workshop, AOM Annual Meeting, Boston

OTHER CONFERENCES AND WORKSHOPS ATTENDED

- 2019 Carnegie School of Organizational Learning, Asilomar, CA
- 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 Smith Entrepreneurship Conference, U. of Maryland
1st INSEAD Randomized Controlled Trials Day, Abu Dhabi

TEACHING MATERIALS PUBLISHED

“Nascent Platform Strategy: Overcoming the Chicken-or-Egg Dilemma” (2019)

Andy Wu, David R. Clough, Sasha Kaletsky. HBS Industry and Background Note

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

2017-19 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; Journal of Business Venturing; Organization Science; 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)

Workshops and Symposia Organized

2019 “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, Boston. Co-sponsored by TIM, STR Divisions. Details of the workshop are online at www.innovationstrategyresearch.com. Previous workshops have drawn ~250 audience members.

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

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

- 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

Professional Memberships and Roles

Strategic Management Society

- Contributor to the Strategic Management Society blog

Academy of Management

- Membership Engagement Committee member, STR 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

Media Commentary

Interviewed for, "[Buying an established business? There are right ways and wrong ways to do a deal](#)" by Brenda Bouw. The Globe and Mail, 1 October 2018.

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 and strategic planning.

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 C. Aichelburg, L. Espinoza, A. Ettlin, N. Hartmann, S. Labitsch, and C. 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

The INSEAD Alumni Fund Chaired Professor of Entrepreneurship

INSEAD, 1 Ayer Rajah Avenue, 138676 Singapore

Email: philip.anderson@insead.edu | Phone: +65 6799 5447

Jason Davis

Associate Professor of Entrepreneurship and Family Enterprise

INSEAD, 1 Ayer Rajah Avenue, 138676 Singapore

Email: jason.davis@insead.edu | Phone: +65 6799 5257

Henrich Greve

Professor of Entrepreneurship

The John H. Loudon Chaired Professor of International Management

INSEAD, 1 Ayer Rajah Avenue, 138676 Singapore

Email: henrich.greve@insead.edu | Phone: +65 6799 5259

Henning Piezunka

Assistant Professor of Entrepreneurship and Family Enterprise

INSEAD, Boulevard de Constance, 77305 Fontainebleau, France

Email: henning.piezunka@insead.edu | Phone: +33 1 60 72 44 96