

# DAVID R. CLOUGH

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## ACADEMIC POSITIONS

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**Sauder School of Business, University of British Columbia** 2017 –

### Assistant Professor

Organizational Behaviour and Human Resources Division

Entrepreneurship & Innovation Group

## RESEARCH INTERESTS

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

## EDUCATION

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**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

**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

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### Publications

Clough, D. R., & Wu, A. Dialogue: Artificial Intelligence, Data-Driven Learning, and the Decentralized Structure of Platform Ecosystems. *Academy of Management Review*, Forthcoming.

Fang, T. P., Wu, A., & Clough, D. R. (2021) Platform Diffusion at Temporary Gatherings: Social Coordination and Ecosystem Emergence. *Strategic Management Journal*, 42(2): 231-232.

Clough, D. R., & Piezunka, H. (2020). Tie Dissolution in Market Networks: A Theory of Vicarious Performance Feedback. *Administrative Science Quarterly*, 65(4): 972-1017.

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 ‘best paper’ 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*.

### 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” (solo authored).

“Untangling the Behavioral and Relational Antecedents of Learning Traps in Interorganizational Ties”  
David R. Clough, Henning Piezunka, and Philipp Reineke.

## GRANTS AND AWARDS

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- 2020 Principal Investigator on a SSHRC Insight Development Grant  
Principal Investigator on a SSHRC Insight Grant (Co-investigator: Marc-David Seidel)
- 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  
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

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“Alliance Networks and Value Capture in Innovation Ecosystems”

- 2020 Academy of Management Annual Meeting, Online

“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**

- 2020 “Using Sport Data to Advance Management Theory: Broadening our Sight and Developing Future Direction” Professional Development Workshop, AOM Virtual Conference
- 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

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- 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  
1<sup>st</sup> INSEAD Randomized Controlled Trials Day, Abu Dhabi

## TEACHING MATERIALS PUBLISHED

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“Nascent Platform Strategy: Overcoming the Chicken-or-Egg Dilemma” (2019)  
Andy Wu, David R. Clough, Sasha Kaletsky. HBS Industry and Background Note

## TEACHING

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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

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### 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

- 2020 “Lean Startups and Innovation Strategy: A Lacuna for Emergent Research” Professional Development Workshop co-organized with Sourobh Ghosh and Andy Wu for AOM’s TIM Division. Details of the workshop are online at [www.innovationstrategyresearch.com](http://www.innovationstrategyresearch.com). Previous workshops have drawn ~250 audience members.
- 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

- 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<sup>+</sup> 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<sup>+</sup> Symposium co-organized with Andy Wu at the AOM Annual Meeting, Philadelphia

<sup>+</sup> indicates it was among the top 10% of proposals accepted by the Division

### Professional Memberships and Roles

Strategic Management Society

- Contribution coordinator for 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

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**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

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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

## PERSONAL INTERESTS

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