

DAVID R. CLOUGH

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ACADEMIC POSITIONS

Sauder School of Business, University of British Columbia 2017 –
Assistant Professor
Organizational Behaviour and Human Resources Division
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”

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

Journal publications

Clough, D. R., & Wu, A. (2022). Dialogue: Artificial Intelligence, Data-Driven Learning, and the Decentralized Structure of Platform Ecosystems. *Academy of Management Review*, 47(1): 184-192.

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. [lead article]

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.

Book chapters

Clough, D. R., & Vissa, B. (2022). How Do Founding Teams Form? Towards a Behavioral Theory of Founding Team Formation. In R. N. Eberhart, M. Lounsbury, H. E. Aldrich (Eds.), *Entrepreneurialism and Society: Consequences and Meanings (Research in the Sociology of Organizations*, Vol. 83. pp. 115-147). Bingley: Emerald Group Publishing.

Refereed conference proceedings

“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*.

“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*.

Working papers

Clough, D. R., Fang, T. P., & Wu, A. “Recombinant Search at Temporary Gatherings.”

Clough, D. R., Reineke, P. & Piezunka, H. “What Do Managers Change When Performance Falls Below Aspirations? The Role of Causal Interpretations in Problemistic Search.”

Clough, D. R., “Do Alliance Networks Solve the Ecosystem Timing Dilemma? Theory and Evidence from the Global Mobile Telecommunications Industry”

Work in progress

“Founding Team Formation Pathways: Assessing the Joint Evolution of Founding Team and Business Types” joint work with Charles Eesley, Zahra Hejrati, and Balagopal Vissa.

GRANTS AND AWARDS

- 2020 Principal Investigator on a SSHRC Insight Development Grant (\$43,275)
Principal Investigator on a SSHRC Insight Grant (\$91,090). 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
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

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

INSEAD

2017 Teaching assistant for PhD seminar in *Social Network Analysis*, for Prof. Martin Gargiulo

2016 Teaching assistant for *New Business Ventures*, MBA elective, for Prof. Henning Piezunka

2015 Tutor for course *Prices and Markets*, core MBA course in microeconomics, for Prof. Vlad Mares

2014 Teaching assistant for *Your First Hundred Days*, MBA elective course in entrepreneurship

2013 Teaching assistant on an Exec Ed Leadership Development Program, for Prof. Schon Beechler

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

PROFESSIONAL SERVICE AND MEMBERSHIPS

Doctoral Student Mentoring

- Dissertation committee member for Tommy Pan Fang. (Graduated Harvard Business School 2022; initial placement: Rice University)
- Mentor, TIM Division Doctoral Consortium, Academy of Management, 2022
- Guest lecturer, PhD seminar in Research Methods, UBC Sauder, 2021
- Organizer, workshops on writing and presentation skills, OBHR Division, UBC Sauder, 2020

Reviewing and Editorial Roles

- **Editorial Review Boards**
 - Administrative Science Quarterly (Jan 2022-)
 - Organization Science (May 2021-)
 - Strategic Management Journal (April 2022-)
- **Ad hoc reviewer:** Academy of Management Journal; Academy of Management Review; California Management Review; Entrepreneurship Theory & Practice; Journal of Business Venturing; Strategic Entrepreneurship Journal.
- **Conference reviewer:** Academy of Management Annual Meetings, Strategic Management Society Annual Conferences and Special Conferences
- **Research grant reviewer:** Canada's Social Science and Humanities Research Council (SSHRC)

Professional Memberships and Service Roles

Academy of Management

- Research Committee, STR Division (2022-24)
- Membership Engagement Committee, STR Division (2020-22)

Strategic Management Society

- Contribution coordinator for the Strategic Management Society blog (2018-2022)

Workshops and Symposia Organized

- 2016–2022 “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. Previous workshops have drawn ~250 audience members.
- 2016 “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.

Institutional Service

- 2018 – 22 UBC Sauder Research Advisory Committee
- 2017 – 21 UBC Sauder OBHR Recruiting Committee
- 2015 – 17 INSEAD Entrepreneurship and Family Enterprise Area rep 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 Interviews

- “Here’s why thousands of Etsy sellers are boycotting the platform” - CBC television. 11 April, 2022.
- “Adapting your business for the pandemic” - CBC radio. 3 May 2021.
- “How BC Could Get to COVID Zero” by Moira Wyton. The Tyee, 4 Feb 2021.
- “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.

SELECTED PRESENTATIONS (last five years)

- “Recombinant Search at Temporary Gatherings.”
- 2022 Rotterdam School of Management
 - 2022 Bayes Business School
 - 2022 Strategy Science Conference, New York University
- “Software Development Hackathons and Platform Strategy”
- 2021 Harvard Business School – Entrepreneurial Management Unit
- “Untangling the Behavioral and Relational Antecedents of Learning Traps in Interorganizational Ties”
Co-authored with Philipp Reineke and Henning Piezunka.
- 2021 Austin Technology and Entrepreneurship Conference, UT Austin
 - 2017 Academy of Management Annual Meeting, Atlanta
 - Finalist for Best Paper Prize, OMT Division
 - 2017 Strategic Management Society Annual Conference, Houston
 - Nominated for Best Paper Prize
- “Alliance Networks and Value Capture in Innovation Ecosystems”
- 2020 Academy of Management Annual Meeting
- “How do Founding Teams Form? Towards a Behavioral Theory of Founding Team Formation”
Co-authored with Balagopal Vissa
- 2020 “Reversing the Arrow,” Research in the Sociology of Organizations
 - 2018 Academy of Management Annual Meeting, Chicago
 - 2018 Strategic Management Society Annual Conference, Paris

“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
- 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

“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

Invited presenter or discussant on a conference panel

- 2021 2nd AI and Strategy Consortium, Indian School of Business (paper discussant)
- 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

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 2007 – 2008

PERSONAL INTERESTS

Running, cycling, and blogging about business, finance, technology (www.changemyworldview.com)