

## **Johann Peter Murmann**

Associate Professor Strategic Management  
Head, Strategy & Entrepreneurship  
Australian School of Business  
University of New South Wales  
Sydney NSW 2052  
Australia  
Phone: +61 (0)2 9385 9733 E-Mail: peter.murmann at unsw.edu.au  
Web: <http://professor-murmann.net>

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### **EMPLOYMENT**

AGSM - Australian School of Business  
University of New South Wales, Sydney  
Associate Professor, January 2006 -

Harvard Business School  
Boston, USA  
Visiting Scholar, October - December 2009

IFRIS & University of Paris EAST  
Paris, France  
Visiting Scholar, September 2009

University of Lille 1  
Lille, France  
Visiting Professor, October 2006

Helsinki University of Technology  
Helsinki, Finland  
Visiting Professor, July - December 2005

Max Planck Institute for Research into Economic Systems  
Germany  
Visiting Scholar, February - August 2002

Social Science Research Center  
(WZB), Berlin, Germany  
Visiting Scholar, September - December 2001

Kellogg School of Management  
Northwestern University  
Assistant Professor, 1997 - 2005

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### **EDUCATION**

Columbia University  
Ph.D. in Management of Organizations *with Distinction*  
Doctoral level course work included Organization Theory, Organizational Behavior, Business Strategy, Sociology, Social Psychology, Social and Cultural Anthropology, Marketing, and Econometrics 1998  
M. Phil. in Management of Organizations 1997

University of California at Berkeley  
B.A. in Philosophy with Honors  
Course work also in Physics, Chemistry, Molecular Biology and French Literature  
1990

Schule Schloss Neubeuern

Germany  
Abitur (high school examination)  
Major in Mathematics and Biology  
1986

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**RESEARCH AND TEACHING  
FOCUS**

Strategic Management, Evolutionary Theories in Management and Economics, Sociology of Organizations, Business History, Technical Change, Technology Management, International Business

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**HONORS AND AWARDS**

Carolyn Dexter Award of the Academy of Management  
2009

K. William Kapp Prize  
Awarded by the European Association for Evolutionary Political Economy for my article "*Ernst Abbe's Scientific Management: Theoretical Insights from a 19th century Dynamic Capabilities Approach.*"  
2006

Finalist for Stefan Schrader Best Paper Award of the Academy of Management's Technology and Innovation Management Division  
2005

Stanley Reiter Best Paper Award  
The award recognizes the best research publication during the previous four years at Kellogg School of Management. (Award was given for my book "Knowledge and Competitive Advantage")  
2004

Schumpeter Award from the International Joseph A. Schumpeter Society  
The prize is awarded every two years in recognition of a recent scholarly contribution related to Schumpeter's work. (Award was given for my book "Knowledge and Competitive Advantage")  
2004

Chairs' Core Course Teaching Award at the Kellogg School of Management  
2002-3

Finalist for Best Dissertation Award of the Business History Conference  
2000

Finalist for Best Dissertation Award of the Academy of International Business  
1999

Finalist for Best Dissertation Award of the International Management Division of the Academy of Management  
1999

Stefan Schrader Best Paper Award of the Academy of Management's Technology and Innovation Management Division  
1998

Ph.D. with Distinction  
Graduate School of Arts and Sciences, Columbia University  
1998

Roger Murray Fellow  
Columbia Business School  
1993 - 1994

**PUBLICATIONS**

"Alternative Paths to Competitive Advantage: A Fuzzy-Set Analysis of the Origins of Large Firms." *Industry and Innovation*. forthcoming. (With Joonas Järvinen, Juha-Antti Lamberg, and Jari Ojala)

"Alternative Paths to Competitive Advantage: A Fuzzy-Set Analysis of the Origins of Large Firms." Academy of Management Best Conference Paper 2009. (with Joonas Järvinen, Juha-Antti Lamberg, and Jari Ojala)

"Automatic Coding of Printed Materials." *International Journal of Humanities and Arts Computing*. 2007, Vol 1. No. 2. pp. 151-185. (With Ernst Homburg, Ruud Geven, Y. Sekou Bermiss, and Alfonzo Forgione)

"Toward a Systematic Framework for Research on Dominant Designs, Technological Innovations, and Industrial Change." *Research Policy*. 2006, Vol. 35., 925-952. (With K. Frenken).

"Intellectual Property Right Regimes." *The Economics of Patents*, edited by John Cantwell, Edward Elgar Publishing, 2006. pp. 60-70.

Review of Jochen Streb's book "Staatliche Technologiepolitik, und branchenübergreifender Wissenstransfer." *Business History*, 2006, pp. 301-2.

"New Directions in Research on Dominant Designs." Academy of Management Best Conference Paper 2005 TIM: G1-5. (with Koen Frenken)

"Ernst Abbe's Scientific Management: Theoretical Insights from a 19th Century Dynamic Capabilities Approach." *Industrial and Corporate Change*, 2005, Volume 14, No. 4. pages 543-578. (With Guido Buenstorf).

"Evolutionary Perspectives." *The Blackwell Encyclopedia of Management: Organizational Behavior*, 2005, Volume XI, pages 114-115.

"Knowledge and Competitive Advantage: The Coevolution of Firms, Technology, and National Institutions." Cambridge University Press, 2003.

"Chemical Industries after 1850." Article for the *Oxford Encyclopedia of Economic History*, edited by Joel Mokyr, 2003, Volume 1, pages 398-406.

"Bringing Managers into Theories of Multimarket Competition: CEOs and the Determinants of Market Entry," *Organization Science*, 2003, Volume 14, 4, pages 403-421. (With W. Boeker, J. Goodstein, J. Stephan).

"Evolutionary Thought in Management and Organization Theory at the Beginning of the New Millennium: A Symposium about the State of the Art and Opportunities for Future Research." *Journal of Management Inquiry*, 2003, Volume 12, 1, pages 22-40. (With Howard Aldrich, Daniel Levinthal and Sidney Winter).

"Comparing Evolutionary Dynamics Across Different National Settings: The Case of the Synthetic Dye Industry," 1857-1914. *Journal of Evolutionary Economics*, 2001, Volume 11, pages 177-205. (With E. Homburg).

"From the Technology Cycle to the Entrepreneurship Dynamic: The Social Context of Entrepreneurial Innovation." In *The Entrepreneurial Dynamic: Origins of Entrepreneurship and the Evolution of Industries*, edited by C.B. Schoonhoven and E. Romanelli. Stanford University Press, 2001. (With Michael Tushman).

"Knowledge and Competitive Advantage in the Synthetic Dye Industry, 1850-1914: The Coevolution of Firms, Technology, and National Institutions in Great Britain, Germany and the United States." *Enterprise & Society: The International Journal of Business History*, published by Oxford University Press, 2000, Volume 1, pages 699-704.

"Dominant Designs, Technology Cycles and Organizational Outcomes." *Research in Organizational Behavior*, 1998, Volume 20, pages 231-266. (With Michael Tushman). Also published in the 1998 Academy of Management Proceedings as the Best Paper for the Technology and Innovation Management Division. Reprinted in *Managing in the Modular Age: Architectures, Networks and Organizations*, edited by Raghu Garud, Arun Kumaraswamy, and Richard Langlois in honor of Herbert Simon. Blackwell Publishers, 2002.

"On the Making of Competitive Advantage: The Development of the Chemical Industries in Britain and Germany since 1850." In *The Dynamics of Long-Term Growth: The Case of the Chemical Industry*, edited by Ashish Arora, Ralph Landau, and Nathan Rosenberg. John Wiley & Sons, 1998. (With R. Landau).

"Competition in a Multipoint Environment: The Case of Market Exit." *Organization Science*, 1997, 2, pages 126-142. (With W. Boeker, J. Goodstein, J. Stephan).

"Organization Responsiveness to Environmental Shock as an Indicator of Organizational Foresight and Oversight: The Role of Executive Team Characteristics and Organization Context." In *Technological Innovation: Foresights and Oversights*, edited by Raghu Garud, Praveen Nayyar, and Zur Shapira. Cambridge University Press, 1997. (With Michael Tushman).

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#### **WORKING PAPERS**

The origins of success: A qualitative meta-analysis of the evolution of Nokia. Working Paper. (With Juha-Antti Lamberg, Arjo Laukia and Jari Ojala).

"The Road Less Traveled: Evolutionary Economics from a Business School Perspective." Working Paper.

"How Fast Can Firms Grow?" Working Paper. (With Hagen Worch and J. Korn )

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#### **CONFERENCE PRESENTATIONS**

Successful entrepreneurs are not risk-takers: A theory of entrepreneurial decision-making. Academy of Management Meeting in Anaheim, August 9-13, 2008.

The origins of success: A qualitative meta-analysis of the evolution of Nokia. Academy of Management Meeting in Anaheim, August 9-13, 2008.

Successful entrepreneurs systematically reduce risk. 12th International Joseph Schumpeter Conference, July 2-5, 2008. Rio de Janeiro, Brazil.

"A Cross-National Study Of Intellectual Property Rights Laws And Firm

Strategies A Science-Based Industry." Strategy Management Society Meeting, San Diego, October 14-17, 2007

Integrating Qualitative and Quantitative Approaches in the Comparative and in Longitudinal Studies. PDW on "The Power of Richness III: Crafting Qualitative Research Papers." Academy of Management Meeting in Philadelphia, August 2007.

"Coevolution." SASE - Society for the Advancement of Socio-Economics Conference, Copenhagen, Denmark, June 28-30, 2007.

The Complex Role of Patents in Creating Technological Competencies: A Cross-National Study of Intellectual Property Right Strategies in the Synthetic Dye Industry, 1857-1914. DRUID Conference, Copenhagen, June 18-20, 2007.

"The Need for a Comparative Industry Studies Framework." XIV International Economic History Congress in Helsinki, Finland, 21 to 25 August 2006.

"Commentary on Guillen, Rynes, Siggelkow, Wagner and Weick." PDW on "The Power of Richness II: Exploring Qualitative Research Methods." Academy of Management Meeting in Atlanta, August 2006.

"Commentary on Joel Mokyr's Paper 'The Great Synergy: The European Enlightenment as Factor in Modern Economic Growth'"  
American Economic Association Meeting, Boston, MA, January 7, 2006

"New Directions in Research on Dominant Designs."  
Academy of Management Meeting in Honolulu, HI, August 2005

"The Power of the Historical Comparative Method."  
Academy of Management Meeting in Honolulu, HI, August 2005

"Knowledge and Competitive Advantage: The Coevolution Firms, Industries and National Institutions."  
Strategic Management Society Meeting in San Juan, November 2004

"The Surprising Role of Patents in Creating Technological Competences: A Cross-National Study of the Synthetic Dye Industry, 1850-1914."  
Presentations at:  
Society for the History of Technology Meeting, Amsterdam, Netherlands, October, 2004  
Economic History Association Meeting, San Jose, CA, September 2004  
Academy of Management Meeting, New Orleans, LA, August 2004  
Schumpeter Society Meeting, Milan, Italy, June 2004

"Do Organizations Have Something Like Genes: A proposed Study of the Development of the Zeiss Company, 1846-2002."  
Organization Science Winter Conference, Steamboat, February 6, 2004

"Dynamic Capabilities in Early Science-based Industries: A comparative Study of the Bayer and Zeiss companies."  
Strategic Management Society Meeting in Baltimore, November 2003

"The Coevolution of Industries and National Institutions: Theory and Evidence."  
Academy of Management Meeting in Seattle, WA, August 2003

Ernst Abbe's Scientific Management: A 19th Century Forerunner of the Resource-Based Theory?  
Academy of Management Meeting in Seattle, WA, August 2003

"The Complex Role of Patents in the Development of Technological Competencies: A Cross-National Study of Intellectual Property Right Strategies in the Synthetic Dye Industry, 1850-1914."

Presentations at:

SMJ Special Issue Conference, University of Pittsburgh, October 2002

Annual Strategy Conference, Harvard Business School, October 2002

"Industry Development as a Coevolutionary Process: Was the Synthetic Dye Industry from 1857 until 1914 Already Part of the 'New Economy?'" Strategic Management Society Meeting in San Francisco, October 2001

"Evolutionary Theory in Management and Organization Theory at the Beginning of a New Millennium: A Symposium on the State of the Art and Opportunities for Future Research Evolutionary Theory."

Introductory Presentation and Discussant in a Symposium at the Academy of Management Meeting in Toronto, Canada, August 2000.

"The Social Environment as Origin of Firm Capabilities: Expanding the Resource-based Theory of the Firm." Presentation in a Symposium at the Strategic Management Society Meeting in Berlin, Germany, October 1999

"Coevolution and Competitive Advantage in the Synthetic Dye Industry, 1850-1914."

Presentations at:

Business History Conference Meeting in Palo Alto, CA, March 2000

Academy of International Business Meeting in Charleston, NC, November 1999

Academy of Management Meeting in Chicago, IL, August 1999

"The Dynamics of Long-Term Competitive Advantage: A Comparison of the Chemical Industries in the U.S., Britain, German, and Japan since 1850." Presentation in a Symposium at the Academy of Management Meeting in San Diego, California, August 1998

"The Effects of Executive Team Characteristics and Organization Context on Organization Responsiveness to Environmental Jolts." Academy of Management Meeting 1995, Vancouver, Canada. (With Michael Tushman).

"Determinants of Entry into Multihospital Systems: The Important Role of Hospital Boards." Academy of Management Meeting 1995, Vancouver, Canada.

"Market Exit and Multimarket Competition." Academy of Management Meeting 1994, Dallas, Texas. (With W. Boeker, J. Goodstein, J. Stephan).

"Strategic Change: Competition in a Multimarket Environment." Academy of Management Meeting 1993, Atlanta, Georgia. (With W. Boeker, J. Goodstein, J. Stephan).

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## **INVITED PRESENTATIONS**

"Designing Longitudinal Industry Studies." Doctoral Workshop. IRIS-University of Paris East. Paris, France, September 24, 2009.

"Varieties of Knowledge in the Economy." 12th International Joseph Schumpeter Conference, Rio de Janeiro, Brazil. July 2-5, 2008.

"Coevolution." Workshop on Evolutionary Theory and Policy, Center for Advanced Study at the Norwegian Academy of Science and Letters. Refsnes Gods, Norway, May 20-22, 2008.

"Towards a Framework for Comparative Industry Studies (CIS)."  
EAWAG, Zurich, Switzerland, June 21, 2007

"Automatic Coding of Printed Materials." Five Conference, Tuck,  
Dartmouth College, May 11-12, 2007.

Three Lectures at the University of Lille 1.

Lecture 1: The Nature of a Coevolutionary Explanation

Lecture 2: The Relationship Between Technological and Industrial  
Change

Lecture 3: Qualitative versus Quantitative Research Methods

Lille, France, Oct. 2006.

"Evolutionary Economics & History: Empirical Research as Detective  
Work." Key Note Presentation at the International Buchenbach  
Workshop on Evolutionary Economics, Buchenbach, Germany, Oct 4-8,  
2005.

"The Method of Comparative Industry Evolution Studies." 2nd Annual  
Conference on Emerging Frontiers in International Business, Michigan  
State University. September 17, 2004

"Knowledge and Competitive Advantage: The Coevolution Firms,  
Industries and National Institutions."

Presentations at:

Saïd Business School, Oxford University, December 13, 2004.

Swiss Federal Institute of Technology (EPFL), Lausanne, Switzerland,  
November 27, 2004.

Mitsubishi Conference, Japan, August 31, 2004.

Academy of Management Meetings, New Orleans, August 8, 2004.

Helsinki University of Technology, June 22, 2004.

University of California, Riverside May 21, 2004.

University of Illinois at Urbana-Champaign, April 30, 2004.

Rotterdam School of Business, Erasmus University, April 1, 2004.

Panel on the Managerial Implications of Coevolution at Organization  
Science Winter Conference, Steamboat, February 6, 2004

"Evolutionary Thought in Economics and Organization Theory."

Workshop on Evolutionary Processes in Biology, Language, and Culture  
at the University of Chicago. November 19, 2003.

"The Coevolution of Industries and Academic Disciplines."

Presentations at:

School of Economics, University of Queensland, Brisbane, Australia,  
February 10, 2006

Department of Business Studies, University of Uppsala, Sweden,  
December 6, 2005

Management and Organization Studies Seminar, Universitat Pompeu  
Fabra, Barcelona, October 27, 2005

School of Business, Simon Fraser University, Vancouver, March 11,  
2005

Eccles School of Business, University of Utah, Salt Lake City,  
March 8, 2005

The Australian Graduate School of Management, Sydney, February 15,  
2005

Management Department, Wharton School, February 8, 2005

Department of Strategy and Entrepreneurship, Southern Methodist  
University, Dallas, January 15, 2005

Management Department, Rutgers University, Newark,

December 14, 2004.

Schulich School of Business, York University, December 9, 2004.

Management Department, University of Central Florida,

December 3, 2004.

Hotel School, Cornell University, December 1, 2004.

Wharton Conference on Strategy and the Business Environment,  
March 26, 2004.

Management Seminar Series, Fuqua School, Duke University, November  
10, 2003.

Entrepreneurial Management Seminar Series, Harvard Business School,  
October 7, 2003.

"The Use of Simulations in Developing Robust Knowledge about Causal  
Processes: Methodological Considerations and an Application to  
Industrial Evolution."

Presentations at:

Organization Science Winter Conference, Steamboat, February 5, 2003.

Max Planck Institute for Research into Economic Systems, January 13,  
2003.

"The Coevolution of Industries and National Institutions: Theory and  
Evidence."

Presentations at:

BYU- University of Utah Winter Strategy Conference, March 8, 2003.

Organization Science Winter Conference, Steamboat, February 7, 2003

Max Planck Institute for Research into Economic Systems, February 12,  
2002.

"Interdisciplinary Research in the U.S: Opportunities and Challenges."

Social Science Research Center, Berlin (WZB). December 18, 2001.

"New Directions on Research on Dominant Designs." Conference on  
Reappraising Production Theory: Concepts, Cases, Models. Max Planck  
Institute for Research into Economic Systems, November 29-December  
1, 2001.

"Toward an Institutional Theory of Strategy: Industrial, Technological,  
and Institutional Coevolution in the Chemical Industry." Conference on  
The New Institutionalism in Strategic Management, Columbia University,  
April 21-22, 2001

"Evolutionary Economics: State of the Science." Conference on  
Evolutionary Economics: New Perspectives on Telecommunications and  
Pharmaceuticals in Europe and the United States. Johns Hopkins  
University, March 30-31, 2001.

"The Emergence of the Synthetic Dye Industry, 1857-1914: Creating a  
marketplace for dyes and its various inputs from raw materials and  
scientists." Conference on Market Relations and Competitive Processes  
at the CRIC Center, University of Manchester, UK, May 2000.

"Comparing Evolutionary Dynamics Across Different National Settings:  
The Case of the Synthetic Dye Industry, 1857-1914."

Presentations at: WZB, Berlin, Germany, Research Unit on

Competitiveness and Industrial Change October 1999

Department of Economics, Northwestern University, Economic History  
Seminar October 1999

"From the Technology Cycle to the Entrepreneurship Dynamic: Placing  
Dominant Designs in Social Context."

University of California at Irvine, October 1998

"The Coevolution of Patent Law and the Dye Industry in Great Britain and Germany, 1850-1914." American Bar Foundation, Chicago, May 1998

"Coevolution and Competitive Advantage in the Synthetic Dye Industry, 1850-1914."

Presentations at:

University of Chicago, November 1998

NIAS, Netherlands, October 1998

University of Pennsylvania, April 1998

Northwestern University, February 1997

University of California at Riverside, February 1997

University of Southern California, February 1997

Harvard Business School, February 1997

MIT, January 1997

INSEAD, January 1997

London Business School, January 1997

Georgetown University, January 1997

Southern Methodist University, November 1996

"Competitive Advantage of Firms viewed as the Coevolution of Technology, Firms, and Broader National Institutional Structures." Consortium on Competitiveness and Cooperation Doctoral Colloquium on R&D, Technological Change, Organizational Structure, and Market Evolution.

April, 1996. MIT, Cambridge, Massachusetts.

"The Coevolution of Technology, Firms, and Broader National Institutional Structures."

Consortium on Competitiveness and Cooperation Doctoral Colloquium on R&D, Technological Change, Organizational Structure, and Market Evolution. April, 1995. Wharton School, University of Pennsylvania.

"Impacts of Executive Team Characteristics and Organization Context on Organization Responsiveness to Environmental Shock."

Conference on Technological Oversights and Foresights. March, 1994.

Stern School of Business. New York University, New York. (With Michael Tushman).

"The Coevolution of Technology, Organizations, and Broader National Institutions."

Consortium on Competitiveness and Cooperation Doctoral Colloquium on R&D, Technological Change, Organizational Structure, and Market Evolution. January, 1994. Carnegie Mellon University, Pittsburg, Pennsylvania.

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**EDITOR**

Evolutionary Theories in the Social Sciences (1999 to present)  
Economic-Evolution.Net & EEpedia (2006 to present)

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**EDITORIAL BOARDS**

Strategic Management Journal (2006 to present)  
Journal of International Business Studies (1999 to 2007)

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**REVIEWER**

Academy of Management Journal  
Administrative Science Quarterly  
Business History  
Industrial and Corporate Change  
Journal of Economic Behavior and Organization  
Law and History Review

Organization Science  
Strategic Management Journal  
Transaction on Engineering Management  
Academy of Management Annual Meeting Program

Cambridge University Press  
Oxford University Press

Austrian Academy of Sciences  
National Science Foundation

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**DISSERTATION COMMITTEES**

Hong Jiang  
In Progress, Australian School of Business, UNSW

Sekou Bermiss  
2009. Northwestern University.

Antti Sillanpää  
2006. Helsinki University of Technology. (Was the Opponent at the Defense)  
Thesis Title: *Firm Strategies in the Competition for Dominance of Networked Business Systems.*

Ryon Lancaster  
2005. Northwestern University.  
Thesis Title: *The Office of St. Peter: The Emergence of Bureaucracy in the English Catholic Church, 1066-1250.*

Patricia Langohr  
2003. Northwestern University.  
Thesis Title: *Competitive Convergence and Equilibrium Industry Dynamics.*

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**ADMINISTRATIVE ROLES**

Academic Director of the Center for Innovation & Entrepreneurship  
April 2008-present

Department Chair (Head) for Strategy and Entrepreneurship  
2006-present

Academic Director of the Strategic Management Year of the AGSM EMBA  
October 2006-present

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**SERVICE TO PROFESSION**

Selection Committee Member for Technology and Innovation Management Best Dissertation Competition, Academy of Management  
February to July 2008

Presenter at Business Policy and Strategy New Faculty Consortium, Academy of Management Meeting, Anaheim, California  
August 2008

Co-organizer of Power of Richness PDWs at Academy of Management  
2005-2008

Member of Scientific Committee for 4th European Meeting on Applied Evolutionary Economics (EMAEE)  
2005

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**PROFESSIONAL MEMBERSHIPS**

Academy of Management  
Academy of International Business  
American Sociological Association  
American Society for the Advancement of Science

Business History Conference  
Institute for Operations Research and Management Science  
International Joseph A. Schumpeter Society  
Society for the History of Technology  
Strategic Management Society

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**LANGUAGES**

German, native tongue  
English, proficient  
French, satisfactory  
Spanish, rudimentary