

MICHAEL W. LAWLESS

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EDUCATION

PhD, Anderson School, UCLA

Economics, Management Science, Policy Analysis

MBA, Anderson School, UCLA

BS, St. John's University, Economics

ACADEMIC EXPERIENCE

Visiting Professor, Entrepreneurship and Family Enterprise

INSEAD Singapore

July 2006 to August 2007

- Designed and teach the MBA courses, "Private Equity," and "Building Business in India" (4.1+ of 5 ratings)
- Executive Development teaching, to include Siam Cement Group and PWC. (3.9+ of 5 ratings)
- Developed original course materials, to include eight new teaching cases, several are being prepared to submit to ECCH
- Research and project oversight for INSEAD's InnovAsia contract research program
- "Venture Capitalists' Conduct in Selecting Portfolio Companies and Early-Stage Technologies" paper submitted to AoM 2007 meetings

Visiting Professor, Management and Entrepreneurship

Babcock Graduate School and Calloway School of Management

Wake Forest University

August 2003 to July 2006

- Executive MBA teaching: Leading Change, Managing Change, Organization Behavior and Leadership

Principal Investigator, "Strategy and Organization in Multi-Generational Technology Markets," **NSF Grant SES-0218016** . \$200,627 funding.

Two complementary studies:

- market-structure effects where several generations of product technology co-exist in a market. It helps explain why markets are heterogeneous -- how multiple technology generations affect the emerging variety of firms and patterns of competition in time
- a complementary project using case studies to describe in-depth the co-evolution of organizational forms and strategies with technology and market conditions

Visiting Scholar

INCAE, Costa Rica and Nicaragua

June 2003 to 2005

- Taught AMP and Executive MBA courses in Managing Technology and Innovation
- Advise the Dean on technology management in Latin countries

Associate Professor, Management

The Fuqua School of Business, Duke University

August 1996 to December 2003

- Director of the conference, “Innovation and Inertia: Impacts of New Technology on Organizational Forms and Strategies,” May 2002
- Designed and taught CCMBA “Managing Innovation and Technology;” Day MBA “Managing E-Commerce Enterprise,” “Managing Technical Transitions,” “Foundations of Strategy,” “Corporate Strategy;” GEMBA “Corporate Strategy,” “Models of Markets” PhD seminar, Strategy module in MBA Integrated Learning Experiences 2 and 3
- Executive Education teaching for ABB, TRW, and open enrollment programs
- Taught in both Distance MBA programs: GEMBA and CCMBA
- Developed first case-supplement videotape, interactive Web-based case, and many teaching cases

Visiting Fellow

Warwick Business School, University of Warwick, Coventry, UK

1996

- Taught Exec Ed Strategic Management
- Initiated research on US / UK / AU cross-national market evolution
- Lectured at London Business School and New College, Oxford University

Associate Professor, Strategic Management

Graduate School of Business, University of Colorado, Boulder

September 1982 to April 1996

- Taught PhD, MBA Strategic Management, Small Business, Regulation and Anti-Trust
- Lectured on case teaching in the University Teaching Excellence Program
- Competitive University and College research grants awarded regularly
- Promoted and tenured in 1990

Associate Dean, MBA and PhD Programs

- Led design and implementation of a new Cohort MBA program, and directed it in 1993
- Significantly enhanced recruiting and placement rates, entering class qualifications, student satisfaction, and faculty morale through curriculum and administrative reforms; led to the program’s first ranking by Princeton Review

Director, Technology and Innovation Management Research Center

- Director, “Strategic Leadership in High Technology Organizations,” conference, 1990
- Director, “Managing the High Technology Firm,” conference, 1988
- Principal investigator, IBM-funded research project on market structure in printers
- Founding Editor, *Journal of High Technology Management Research*

Visiting Associate Professor, Technology and Strategy

Amos Tuck School of Business Administration at Dartmouth College

1991

- Taught Strategic Management of Technology

**Visiting Assistant Professor, Organization and Strategic Studies
Anderson School, UCLA**

1985

- Taught Strategic Management, Competitive Market Analysis

CONSULTING EXPERIENCE

Principal, Michael Lawless, Inc, Chapel Hill, NC

January 2000 to present

- Consultant in strategic management, technology management, new product development
- Litigation consulting: expert witness on technology market structure and firm strategies
- Engagements with Philips Electronics, US West Corporation, Phillips Petroleum, Compaq, Coopers and Lybrand, AT Kearney Technology Corporation; Storage Technology Corporation; First Interstate Bank; US Department of Defense; Synergen, Inc.; IBM Corporation, Tennessee Valley Authority, ABB
- Previously, Principal in Minton Lawless Associates, Ltd, 1990-1999

Consultant

Anderson School, UCLA and UCLA School of Public Health

January 1978 to December 1980

- Policy analyst on international and domestic technology and strategic planning projects

System Development Corporation, Santa Monica, CA

January 1978 to January 1981

- Member of planning and program analysis teams for US federal agency projects

Rand Corporation, Santa Monica, CA

September 1970 to December 1975

- Analyzed development, diffusion, and implementation of emergency services models
- Staff member, New York City-Rand Institute, 1970-1972'

PROFESSIONAL SERVICE

Editorial

- Senior Editor, *Organization Science*, 1996 to 2000; editorial board, 1990 to 2000
- Editor, *Organization Science* special issue on "Management of Technology," 1992
- Editorial Advisory Board, *Journal of Management Inquiry*, 1991 to present
- Editorial Board, *Academy of Management Journal*, 1993 to 1996
- Editorial Board, *Journal of Management*, 1989 to 1992
- Associate Editor, *Journal of High Technology Management Research*, 1989 to present

Academy of Management

- International Theme Committee 2005, 2006
- Organization and Management Theory Division, Research Committee, 2004 - 2005
- Business Policy and Strategy Division, Research Committee 2001 - 2004
- Doctoral Consortium Faculty, Business Policy and Strategy Division, 1993, 1999
- Division Chair, Technology and Innovation Management Division, 1992
- Professional Division Policy Committee, 1992
- Program Committee, Western Academy of Management, 1991
- Program Chair, Technology and Innovation Management Division, 1990
- Doctoral Consortium Chair, Technology and Innovation Management Division, 1990

- Doctoral Consortium Faculty, Technology and Innovation Management Division, 1989
- Referee: Business Policy and Strategy, Technology and Innovation Management, Organization and Management Theory Divisions, Western Academy

Ibero-American Academy of Management

- Program Chair, IAM Annual Meeting, New Orleans 2004
- Track Chair, Strategy, IAM Annual Meeting, Soa Paulo, Brazil, 2003

Strategic Management Society

- Best Paper judge, Strategic Management Society Annual Meeting, 2000

INFORMS

- Convenor, *Organization Science* Winter Conference, 1997; Program Chair, 1996
- Doctoral Dissertation Competition Judge, *Organization Science/INFORMS*, 1994, 1995
- Other memberships: Strategic Management Society, American Economic Association

National Science Foundation Consultant on program development and proposal evaluation, occasionally 1991 to present

Ad hoc referee *Academy of Management Review, Administrative Science Quarterly, Sloan Management Review, Decision Sciences, Human Relations, Journal of International Business Studies, Journal of Information Systems Management, IEEE Transactions, Journal of Engineering and Technology Management, The Leadership Quarterly, Journal of Technology Transfer*

RECOGNITION

- National Science Foundation Grantee, 2003
- “Daimler-Chrysler Teaching Award” nomination, Fuqua School, 1999
- “Professor of the Year,” University of Colorado MBA Association, 1996, 1987
- Dean’s Commendation for Distinguished MBA Teaching, University of Colorado, 1993
- “President’s Teaching Scholar” nomination, University of Colorado, 1993
- “Outstanding Service,” as TIM Division Chairman, Academy of Management, 1992
- “Ascendant Scholar,” Western Academy of Management, 1990
- “Dean’s Service Award,” Graduate School of Business, University of Colorado, 1989
- Beta Gamma Sigma, Blue Key Honor Society, Gold Key Honor Society
- “Who’s Who in the World,” “Who’s Who in the West,” “Who’s Who in American Education”
- Dictionary of International Biography
- International Dictionary of Business and Management Scholars and Research

PUBLICATIONS

Refereed Articles

Bergh, D. and Lawless, M. 1998. "Portfolio Restructuring and Limits to Hierarchical Governance: Effects of Environmental Uncertainty and Diversification Strategy," *Organization Science*, 9:1, 87-102.

Lawless, M. and Anderson, P. 1996. "Generational Technological Change: Effects of Innovation and Local Rivalry on Performance." *Academy of Management Journal*, 39:5. 1185-1217

Lawless, M. and Price, L. 1992. "An Agency Perspective on New Technology Champions," *Organization Science*, 3:3. 342-355.

Lawless, M. and Finch Tegarden, L. 1991. "A Test of Performance Similarity Among Strategic Group Members in Conforming and Non-conforming Industry Structures." *Journal of Management Studies*, 28:6. 645-664.

Lawless, M. 1991. "Commodity Bundling for Competitive Advantage: Strategic Implications." *Journal of Management Studies*, 28:3. 267-280.

Lawless, M. and Finch Tegarden, L. 1990. "Choice & Determinism: Reply." *Strategic Management Journal*, 11:7. November/December. 575-577.

Lawless, M. and Fisher, R. 1990. "Sources of Durable Competitive Advantage in New Products." *Journal of Product Innovation Management*, 7:1. 35-44. abstracted in *Inside R&D*.

Lawless, M. and Moore, R. 1990. "Interorganizational Systems in Public Service Delivery: A New Application of the Dynamic Network Framework." *Human Relations*, 43:1. 1167-1184, abstracted in *Sociological Abstracts*.

Lawless, M., Bergh D., and Wilsted, W. 1989. "Performance Variations Among Strategic Group Members: An Examination of Individual Firm Capability." *Journal of Management*, 15:4. 649-661.

Lawless, M. and Finch Tegarden, L., 1989. "Choice & Determinism: A Test of Hrebiniak & Joyce's Framework of Strategy-Environment Fit." *Strategic Management Journal*. 10:4, July/August. 351-366.

Lawless, M. 1987. "Institutionalization of a Management Science Innovation in Police Departments." *Management Science*, 33:2, 244-252, abstracted in *Police & Security Bulletin*.

Lawless, M. 1982. "A Policy and Process Analysis of the Implementation of Computer Models in Criminal Justice Agencies." *Applications of Management Science*, 2. 217-231.

Lawless, M., et. al. 1982. "Enhancing the Chances of Successful OR/MS Implementation: The Role of the Advocate." *Omega*, 10.107-114.

Chaiken, J., Lawless, M., and Stevenson, K. 1974. "The Impact of Police Activity on Subway Crime." *Journal of Urban Analysis*, 3. 173-205.

Invited Article

Gephart, R., Frayne, C., Boje, D., White, J., Lawless, M. 2000. "Genres at Journal of Management Inquiry: Breaking Frames and Changing Fields," *Journal of Management Inquiry*, September.

In Preparation (working title and target journal)

Lawless, M., Miller, C, Sitkin, S., See, K., and "Stretch goals: Management Interventions into Successful Organizations," *Academy of Management Review*.

Lawless, M. and Anderson, P. "Managing Initiatives," *Academy of Management Review*

Lawless, M. "Diversification by Innovating: Strategy and Organization for Several Product Technology Generations" *Strategic Management Journal*.

Lawless, M. Entrepreneurship in Latin America: Panamanian Firms in the Technology Supply Chain." *Journal of International Business Strategy*.

Lawless, M. and Anderson, P. "Multinational from Birth: Evolution in Startups," *Journal of Business Venturing*

Lawless, M, "Ecology of Venture-Capital Investing" *Journal of Business Venturing*

Chapters in Edited Volumes

Lawless, M.2001. Strategy and Organization in Multi-Generational Technology Markets "Strategy Configurations in the Evolution of Markets," in Volberda, H. and Elfring, T. (eds) *Rethinking Strategy*, Thousand Oaks, CA: Sage.

Lawless, M.1994. "R&D Management" and "Project Management." in Nicholson, N., (ed.) *Dictionary of Organizational Behavior*, Oxford, UK: Basil Blackwell.

Lawless, M.1994. "Technology and Strategic Management." in Souder, W. and Sherman, J., (eds.) *Managing Technology and Innovation*, NY: McGraw Hill.

Goodman, R. and Lawless, M. 1984. "A Cascading Matrix Method for Development of a Technological Figure of Merit." in Goodman, R. and Pavon, J., (eds.), *Planning for National Technological Policy*, NY: Praeger, 25-46.

Chaiken, J., et al. 1977. "Summary of Criminal Justice Models," *Modeling the Criminal Justice System*, Sage Annuals, 7. 29-40.

Reviews and Commentary

Lawless, M. 1992. "A Market for Ideas: Diversity and Progress in the Management of Technology," *Organization Science*, 3:3. 300 and 442.

Lawless, M. 1992. "Commentary: 'Integrating Organizational Behavior and Strategy Formulation Research: A Resource-based Analysis,' by Jay Barney" in Shrivastava, P., Huff, A. and Dutton, J., (eds.) *Advances in Strategic Management*. 8. Greenwich, CT: JAI Press. 63-67.

Lawless, M. 1991. "Review of *Technology Management in Organizations*, by Gattiker, U., " Newbury Park: Sage, 1990, *Academy of Management Review*, 16:4. 827-829.

Lawless, M. 1991 "Review of *Technology and Organizations*, Goodman, P. and Sproull, L. (eds.), San Francisco: Jossey Bass, 1990." *Journal of Technology Transfer*.

Teaching Cases

Lawless, M. 2006. "TPG Newbridge and Matrix Laboratories"
Lawless, M. 2006. "AXA Private Equity and Phoenix China Growth Fund"
Lawless, M. 2006. "Intersouth Partners and Integrian"
Lawless, M. 2006. "Allen & Buckeridge and Hitwise"
Lawless, M. 2006. "Sanjay Chakrabarty and MobiApps "
Lawless, M. 2006. "International Heatco"
Lawless, M. 2004. "New pass-card technology at Citibank"
Lawless, M. 2004. "Integrity Music"
Lawless, M. 2002. "Odd Couple: Collier-Sierra LLC (A) Innovator's Challenge"
Lawless, M. 2002. "Odd Couple: Collier-Sierra LLC (B) Report from the Trenches"
Lawless, M. 2001. "ColumbiaHouse.com"
Lawless, M. 2001. "Sports Endeavors"
Lawless, M. 2000. "Boo.com and Ready2.com"
Lawless, M. 2000. "Land's End Internet"
Lawless, M. 2000. "Consentsys.com"
Lawless, M. 2000. "O'Neill on the Internet"
Lawless, M. 2000. "Ford E-commerce in Europe"
Lawless, M. 2000. "Cephren/E-bricks/Citadon"
Lawless, M. 1996. "Edge of the Envelope: KIT's Intranet Venture"
Lawless, M. 1996. "Atlantic Crossing: Psion, PLC."
Lawless, M. 1995. "Gathering Storm: US WEST Multimedia" (Interactive HTML version)
Lawless, M. 1995. "Superstore Wars: Gart Sports." (HTML version)
Lawless, M. and Sarason, Y. 1995. "Boom Times in Microbrewing: Rockies Brewing Company"
Lawless, M. 1995. "Shiley Heart Valve."
Lawless, M., Tegarden, L., and Feldman, H., 1991. "Xerox's Competitive Dilemma in the High-end Non-impact Printer Industry," in Montanari, J., Morgan, C., and Bracker J., *Strategic Management--A Choice Approach*, (second edition) and *Cases in Strategic Management*, NY: Dryden.

Book

Goodman, R. and Lawless, M. 1994. *Technology and Strategy: Conceptual Models and Diagnostics*, New York: Oxford University Press.

Edited Volumes

Gomez-Mejia, L., and Lawless, M.(eds.) 1995. *Implementation Management in High Technology*, Greenwich, CN: JAI Press.

Gomez-Mejia, L., and Lawless, M., (eds.) 1995. *Strategic Alliances in High Technology*. Greenwich, CN: JAI Press.

Lawless, M. and Gomez-Mejia, L., (eds.) 1994. *Management of Competitive Strategy in High Technology*. Greenwich, CN: JAI Press.

Lawless, M. and Gomez-Mejia, L., (eds.) 1994. *International Management of High Technology*. Greenwich, CN: JAI Press.

Lawless, M. and Gomez-Mejia, L., (eds.) 1993. *High Technology Venturing*. Greenwich, CN: JAI Press.

Gomez-Mejia, L., and Lawless, M., (eds.) 1992. *Top Management and Effective Leadership in High Technology*. Greenwich, CN: JAI Press.

Gomez-Mejia L. and Lawless, M., (eds.) 1992. *Human Resource Management Strategy in High Technology*. Greenwich, CN: JAI Press.

Lawless, M. and Gomez-Mejia, L., (eds.) 1990. *Strategic Management in High Technology Firms*. Greenwich, CN: JAI Press.

Gomez-Mejia, L. and Lawless, M., (eds.) 1990. *Organizational Issues in High Technology Management*. Greenwich, CN: JAI Press. Reviewed in *Administrative Science Quarterly*, September 1992, 498-501.

Lawless, M. and Gomez-Mejia., L., (eds.) 1990. *Strategic Leadership in High Technology Organizations*, Graduate School of Business, University of Colorado.

Gomez-Mejia, L. and Lawless, M., (eds.) 1988. *Managing the High Technology Firm*, Graduate School of Business, University of Colorado.

PAPERS, PRESENTATIONS, AND PROCEEDINGS

Competitive Papers and Symposia

- “The Paradox of Stretch Goals,” Academy of Management Annual Meeting, Anaheim, 2008.
- “Venture Capitalists’ Conduct in Selecting Portfolio Companies and Early-Stage Technologies,” Academy of Management Annual Meeting, Philadelphia, 2007.
- “Managing multiple generations of product technology,” Ibero-American Academy of Management Annual Meeting, Sao Paulo, 2003.
- “Emerging Forms and Strategies Among New Internet-based Organizations,” Symposium, Strategic Management Society Meeting, Paris 2002
- “Modeling Legacies and Shocks,” Symposium, Academy of Management Annual Meeting, Denver, 2002
- “E-Organizations: Emerging Forms and Strategies in the Internet Era,” Symposium, Academy of Management Annual Meeting, Washington, DC, 2001
- “Transitions Toward E-organization Forms and Strategies by Established Companies,” Academy of Management Annual Meeting, Washington, DC, 2001
- “Notcom to Dotcom: Transitions of Established Companies to the Internet,” Academy of Management Annual Meeting, Washington, DC, 2001
- “Technological Innovation and Market Evolution,” Strategic Management Society Annual Meeting, Vancouver 2000
- “Technology and the Business School Curriculum” Academy of Management Annual Meeting, Toronto, 2000
- “Evolution in Strategy, Organization, and Technology,” Academy of Management Annual Meeting, Toronto, 2000
- “Evolutionary Models: Prospects for Empirical Research and Conceptual Development,” Iberoamerican Academy of Management, Madrid 1999
- “Organizational decay: How innovation causes dysfunction,” Strategic Management Society Meeting, Berlin, 1999
- “Stretch goals in the evolution of firms strategies,” Academy of Management National Meeting, Chicago, 1999
- “Evolutionary Models of Organizations,” Meso-theory Conference, Duke University, March 1999.
- “Evolution of the US Personal Computer Market.” Academy of Management National Meeting, Cincinnati, 1996

“Costs of Changing to Exploit R&D: An Evolutionary View,” Academy of Management National Meeting, Academy of Management National Meeting, Vancouver, 1995

“Strategic Learning vs. Imitation,” Academy of Management National Meeting, Vancouver, 1995

“Firms’ Efficiency and Introduction Order of Products that Embody Technology Advancements,” Strategic Management Society Annual Meeting, Paris 1994

“Follower Strategies in Complex, Dynamic Environments: Local Rivalry in the US Microcomputer Market, 1985-1991” SMJ Conference on the New Competitive Landscape, Chapel Hill, NC, 1994

Configurations and Change: Explaining Firms’ Strategies, Mobility, and Performance,” Academy of Management National Meeting, Dallas, 1994

“Configurations and Niches: A New Perspective on Intra-industry Groups and Performance,” Academy of Management National Meeting, Atlanta, 1993

“The Strategic Groups/Performance Question: Lumpy Market Conditions and Profit-Seeking Conduct,” Academy of Management National Meeting, Atlanta, 1993

“An Examination of Environmental, Relatedness, and Ownership Effects in Corporate Restructuring,” Academy of Management National Meeting, Las Vegas, 1992

“Commentary on Management and Operations Causes of Differential Performance in Technology Intensive Industries,” Summer Conference on Industrial Organization, Strategic Management, and International Competitiveness, Vancouver, BC, 1991

“Competitive Conformity Under Regimes of Standardization” Academy of Management National Meeting, Miami, 1991

Evolution of Research on Technology and Strategic Management” Western Academy of Management Meeting, Santa Barbara, 1991

“Technological Opportunity and Competitive Success” Strategic Management Society Conference, San Francisco, 1989

“Applying Miles and Snow’s Dynamic Networks to the Public Sector” Academy of Management National Meeting, Washington, DC, 1989

“Directed Interorganizational Systems in Public Policymaking” Southwestern Academy of Management, New Orleans, 1989

“The Performance Impact of Strategic Group Membership” Strategic Management Society Annual Meeting, Amsterdam, 1988

“Strategic Groups & Individual Firm Capability: Performance Effects” Academy of Management National Meeting, Anaheim 1988

“Choice and Determinism: A Test of Hrebiniak and Joyce’s Framework on Strategy-Environment Fit,” Western Academy of Management Meeting, Big Sky, 1988

Strategic Groups and Competitive Advantage,” Strategic Management Society Annual Meeting, Boston, 1987

“Strategic Group Homogeneity: Investigation of Variation within Strategic Groups,” Strategic Management Society Annual Meeting, Boston, 1987

“The Structure of Strategy: A Taxonomic Study of Competitive Strategy and Technology Substrategy” Academy of Management National Meeting, New Orleans, 1987

Strategy Classification for Competitive Analysis: Using Model-Based Constructs in Numerical Taxonomy,” Western Academy of Management Meeting, Los Angeles, 1987

“Integrating Technology with Competitive Strategy: A Review and Prescription,” for Western Academy of Management Meeting, Los Angeles, 1987

“A Model of Competitive Strategy Based on Buyer Value,” Western Academy of Management Meeting, Reno, 1986

“The Performance Impact of Strategic Group Membership” Strategic Management Society Annual Meeting, Amsterdam, 1988

“The Adaptive Rationality Model: Managing Strategy/Technology Integration,” Strategic Management Society Annual Meeting, Barcelona, 1985

“The Impact on Financial Performance of Integrating Corporate Strategy with Technological Functions,” Strategic Management Society Annual Meeting, Philadelphia, 1984

“Long Term Patterns of Computer Model Use in Police Departments: the PCAM Class of ‘77,” Academy of Management Annual Meeting, Dallas, 1983

“Issue-Oriented Strategies for Development of Directed Interorganizational Systems,” Academy of Management Annual Meeting, New York, 1982

“MODELTEC: An Approach to National Planning for Technology Development for Spain,” (co-authored) Academy of Management Annual Meeting, New York, 1982

“A Follow-on Analysis of Management Science Implementation Outcomes,” EURO V: Fifth European Congress on Operations Research, Lausanne, 1982

“A Planning Model for Industry-Specific National Technology Policy Making,” Annual Meeting of the American Society for the Advancement of Science, Washington, DC, 1982

Invited Papers

“Asian Innovation.” Asian Venture Capital Journal Conference, Hong Kong, 2006

“Organization and New Technology Generations,” London Business School, 2003

“Evolution of Configurations,” University College, Dublin, 1998

“Using New Technology to Teach an MBA Strategy Course,” London Business School, 1997

“New Technology for Teaching Advances in Local and Remote MBA Programs,” New College, Oxford University, 1996

“Generational Technological Change,” University of Warwick Business School, 1996

“Competing with Technology,” University of the Andes Conference on Technology Management, Cartagena, 1995

“Status and Prospects for Configurational Research,” Conference on Schools of Strategic Management Thought, Rotterdam School of Business, 1994

“Colliding Worlds: The Convergence of Telecommunications, Computers, and Consumer Electronics, respondent, Harvard Business School, 1994

“Re-evaluating Strategic Groups: An Evolutionary Model,” University of North Carolina at Chapel Hill, 1993

“An Agency Perspective on New Technology Champions,” Sloan School of Management, MIT, 1992

“A Test of Performance Similarity Among Strategic Group Members in Conforming and Nonconforming Industry Structures” Tuck School of Business Administration, Dartmouth College, Hanover, NH, 1991

“Technology, Similarity and Competitive Conduct,” Conference on Strategic Leadership in High Technology Firms, University of Colorado, Boulder, 1990

“Agency Perspectives on Champion-User Relations in Technology Diffusion” TIMS/ORSA National Meeting, Vancouver, 1989

“High Technology Management” TIMS/ORSA National Meeting, Vancouver, 1989

“Strategic Group Membership and the Differential Profit Hypothesis: Empirical Results,” Graduate School of Business, University of Tennessee, 1988

“Using Champions to Implement New Technologies: An Agency Theoretic Perspective” TIMS/ORSA National Meeting, Denver, 1988

“Profit Contributions of Individual Firm Asymmetries and Firm Aggregates,” INSEAD, Fontainebleau, France, 1988

“Technology Strategy and Competitive Advantage,” TIMS/ORSA National Meeting, Washington, DC, 1988

“Success Conditions for Technology Assisted Strategies,” Conference on Managing the High Technology Firm, Boulder, 1988

“The Academic Consultant: Expectation and Reality,” TIMS/ORSA National Meeting, Toronto, 1981

“Policy Analysis and Strategic Decision Making in Multi-organizational Systems,” TIMS/ORSA National Meeting, Houston, 1981

“The Role of the Change Agent in Management Science Implementation,” TIMS/ORSA National Meeting, Washington, DC 1980

“Implementation in Criminal Justice Modeling,” Implementation II, University of Pittsburgh, 1976

“Overview of Computer Models in Criminal Justice,” TIMS/ORSA National Meeting, Chicago, 1975