

Overview

My research interests lie at the intersection of collaborative strategy, technological innovation and entrepreneurship. Fundamentally, I am interested in understanding how enterprising firms use multilateral collaboration to create new technological resources. Because of technological change, organizations need to continuously search for and create opportunities to maintain their portfolio of products and services. As these products and services become more complex, the capabilities to develop, produce and market them become distributed across more firms. In response, multipartner alliances form where more than two firms enter into agreements to collaborate and to pool technological resources.

I integrate theories from strategy and economics (e.g., agency, transaction cost) with social exchange and network concepts to examine innovation management and technology entrepreneurship in these complex collaborative environments. Specifically, I seek to better understand (1) what determines the outcomes of multilateral inter-organizational collaborations and (2) how these collaborations impact the competitive position of participating firms over time. In my dissertation, I pursued the first question by examining the factors that make a multilateral collaboration more stable than others. I am currently concentrating on the second question by analyzing knowledge flow patterns among collaborating firms.

Dissertation Summary

In my first dissertation paper, *The influence of interorganizational embeddedness on multipartner alliance stability*, I show that the influence of social embeddedness on multipartner alliances is more complex than in two-party alliances. I find that while higher average embeddedness improves multipartner alliance stability, an unequal distribution of social embeddedness across partners decreases stability.

In my second dissertation paper, *Embedded dependence and collaborative stability*, I find that the partners' relative technological resource positions influence collaborative stability, and that social embeddedness alters these relationships. My results suggest that while technology collaborations that include resource-rich and resource-poor partners often suffer from an imbalance of power, the negative influence of this imbalance on collaborative stability may be mitigated by the social embeddedness of the partners.

Research Pipeline & Future Work

Building on the findings of my dissertation research, the working paper, *Knowledge spillover in multipartner collaborations*, asks what factors increase the likelihood of a firm's intellectual property becoming appropriated by its partners in a multilateral collaboration.

Laying the foundation for a cohesive research program, the review paper, *Knowledge, networks, and knowledge networks: A literature review* (joint work with Corey Phelps and Anu Wadhwa), identifies promising areas for future research based on a novel conceptual model of extant empirical research pertaining to the influence of social networks on knowledge creation, diffusion and use.

Linking collaborative strategy and innovative process, the project, *Explorative and exploitative learning in strategic alliances* (joint work with Corey Phelps), assesses how characteristics of collaboration affect the type of organizational learning.

Throughout, I concentrate on phenomena that are important and relevant to organizations and their managers. I incorporate insights from my professional experience into my research to make meaningful contributions to practical knowledge.