

THOMAS KLUETER
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Nationality: German

RESEARCH INTERESTS

Innovation, Entrepreneurship, Technological Change

EDUCATION

PhD:

Wharton School of the University of Pennsylvania (Philadelphia, USA) in Management (2013)

Master of Science:

Wharton School of the University of Pennsylvania (Philadelphia, USA) in Management (2011)

University College Dublin (Dublin, Ireland) in Business Administration (2007)

Bachelor of Arts:

University of Cooperative Education (Mannheim, Germany) in IT and Business Administration (2002)

ACADEMIC APPOINTMENT

IESE Business School, Assistant Professor of Entrepreneurship (start Sep. 2013) (Barcelona, Spain)

RESEARCH AND PUBLICATIONS

Publications and Papers under Review

Kapoor, R. and T. Klueter "Decoding the Adaptability-Rigidity Puzzle: Evidence from Biopharmaceutical Incumbents' Pursuit of Gene Therapy and Monoclonal Antibodies" *Academy of Management Journal* 58(4): 1180-1207.

Dushnitsky, G. and T. Klueter (2011). "Is there an eBay for ideas? Insights from online knowledge marketplaces." *European Management Review* 8(1): 17-32.

"Linking Technologies to Applications – Insights from Online Markets for Technology" (with G. Dushnitsky) (*Forthcoming in Advances in Strategic Management, Volume 35*)

"No Strings Attached - When do firms benefit from loosely coupled research partnerships?" (with Felipe Monteiro, Denise Dunlap), *AoM Best Paper Proceedings 2014, Winner SMS Special Conference Singapore Best Paper Prize, 2012 (R&R Research Policy)*

"In Harsh - and Slack Times: How Does Prior Performance Affect the Intensity, the Structure and the Direction of knowledge seeking boundary spanning??" (with Felipe Monteiro), *AoM Best Paper Proceedings 2014. (3rd round R&R Journal of Management Studies)*

"Formation of a Marketplace for Ideas: An Industry Analysis" (with Gary Dushnitsky), (*R&R: Research Policy*)

"Opening Up But Staying Local - Insights from Partnership Formations by Established Firms", *AoM Best Paper Proceedings 2013. (Target SMJ)*

„Progress and Setbacks: The Two Faces of Technology Emergence?“ (with Rahul Kapoor)

"Swimming Against the Current - Examining the Relationship between Technological Disruptiveness and Market Value for Startup Firms" (*Target SMJ*)

„Licensing out under uncertainty: For which of their technologies do established firms use external markets?“ (with Susanne Koster)

PRESENTATIONS

Refereed Paper Presentations

„Licensing out under uncertainty: For which of their technologies do established firms use external markets?“ (with Susanne Koster)

- AoM 2016

„Progress and Setbacks: The Two Faces of Technology Emergence?“ (with Rahul Kapoor)

- AoM 2016

“An Ebay for Inventions: Insights from Online Knowledge Markets” (with G. Dushnitsky), presented at:

- Strategic Management Society, 2009, Academy of Management, 2009, Israel Strategy Conference 2009, DIME Conference - Organizing for Networked Innovation 2009

“In Harsh - and Slack Times: How Does Firm Performance Affect the Intensity and the Direction of External Technology Sourcing?” (with Felipe Monteiro), presented at:

- Strategic Management Society, 2010, Academy of Management, 2011, MASC Conference, 2011

“Unleashing Inventions - How do Firms Link Technologies to Applications in the Market for Technology” (with G. Dushnitsky), presented at:

- EURAM, 2012, Academy of Management, 2012, Druid, 2012, Special Issue Redeployment Conference Strasbourg 2015

“No Strings Attached - When Do Firms Benefit from Loosely Coupled Research Partnerships?”

- MASC Conference, 2011, Academy of Management, 2014, EURAM, 2012, Druid, 2013

“Formation of a Marketplace for Ideas: An Industry Analysis” (with G. Dushnitsky), presented at:

- Academy of Management, 2012

“Opening Up but Staying Local: Insights from Partnership Formations by Established Firms”

- Strategic Management Society, 2013, Academy of Management, 2013, Druid, 2013

“Swimming Against the Current -Examining the Relationship between Technological Disruptiveness and Market Value for Startup Firms”

- Strategic Management Society, 2013, Academy of Management, 2014

Invited Talks:

Third Annual Katz - Echo Global R&D and Collaboration Forum, 2013, Research Seminars at BI Norway (2012), Copenhagen Business School (2013), IESE (2012), Rotterdam School of Management (RSM), Temple University (2013), Tilburg (2013), Leuven (2016), ESMT (2016)

TEACHING EXPERIENCE

MBA – Core Entrepreneurship Course (2013-2016)

EMBA - , EMBA and Customer Program Core Courses in Entrepreneurship (2013-2016)

Recitation Instructor: Wharton School, “Introduction to Management,” 2011,2012

Teaching Assistant (Wharton School): Head Teaching Assistant for Management 101, undergraduate (Fall 2011, Spring 2012)

AWARDS AND FELLOWSHIPS

Finalist AMJ Best Article Finalist 2015 (Top 3 Papers)	2016
AoM TIM Division Best Reviewer Award	2015
Fellow Mack Institute for Technology	2014-2016
Winner AOM TIM Division Best Student Paper Award	2013
Finalist AOM TIM Division Best Paper Award	2013
Finalist DRUID Best Young Scholar Paper Award	2013
Grant - Mack Centre for Technology and Innovation (with Lori Rosenkopf)	2013
Nokia Siemens Networks Award for Best Paper in Technology Management, EURAM	2012
Winner Special Conference SMS Singapore Best Paper Prize	2012
Grant - Mack Centre for Technology and Innovation (with Felipe Monteiro)	2011
Winner SMS Best Conference PhD Paper Prize	2010
Finalist SMS Best Conference Paper Prize for Practice Implications	2010
Wharton Doctoral Council and GAPSAs travel grant	2009, 2010
The Wharton School Doctoral Fellowship	2008-13

RESEARCH EXPERIENCE

Graduate Research Assistant for Prof. Gary Dushnitsky (2008-2009)
 Graduate Research Assistant for Prof. Felipe Monteiro (2009-2010)

PROFESSIONAL ACTIVITIES

Case Studies:

“Building the Virtual Lab: Global Licensing at Merck.” - Insead Case Number 31691 (with Felipe Monteiro)

Service to the discipline:

BPS Track Chair (Competitive Heterogeneity): AoM 2014

Doctoral student representative (PhD recruitment for 2010, PhD brownbag seminar organizer) 2009/2010

Organizer PDW: Towards an Integrated View of External Knowledge Sourcing at AoM, 2010

Co-Organizer PDW: Towards an Integrated View of Global Knowledge Sourcing at AiB, 2010

Co-Organizer PDW: External Knowledge Sourcing in the Global Pharmaceutical Industry at AiB, 2012

Co-Organizer PDW: BPS Junior Faculty Paper Development Workshop AoM, 2015, 2016

Reviewer Conferences: Academy of Management Annual Meeting, 2010, 2011, 2012, SMS Annual Meeting, 2012, EURAM Annual Meeting, 2012

Ad hoc reviewer for Academy of Management Journal, Organization Science, Strategic Entrepreneurship Journal, Advances in Strategic Management (2013-today)

Editorial Review Board: Strategic Entrepreneurship Journal (2014-today)

Memberships:

- Academy of Management (2008-Present), Strategic Management Society (2007-Present).

INDUSTRY EXPERIENCE

Analyst for Operations and Management, JP Morgan (UK, Germany)	2007-2008
Financial Analyst, Project Manager, IBM (Germany)	2002-2006