



Call for Applicants

Stakeholders, Partnerships, and Competitive Advantage

Co-sponsored by Competitive Strategy, Stakeholder Strategy, and Cooperative Strategies Interest Groups and Theme Track A: Strategic Management in 'Out of the Spotlight' Contexts

October 19, 2019, 09:00 – 12:00
(Lunch provided for all workshop participants: 12:00-13:00)
Workshop Application Deadline: August 7, 2019



The Competitive Strategy Interest Group, Cooperative Strategy Interest Group, and Stakeholder Strategy Interest Group and Theme Track - Strategic Management in Out of Spotlight Contexts are pleased to jointly offer a research-focused workshop, themed 'Stakeholders, Partnerships, and Competitive Advantage', at the 2019 Strategic Management Society Meeting in Minneapolis, Minnesota. The workshop is open to all levels, while prioritizing advanced doctoral students and junior faculty.

As firms navigate an increasingly polarized sociopolitical environment, strategy scholarship has come to pay growing attention to the ways in which firms engage with diverse stakeholders to achieve a sustainable competitive advantage. This research draws attention to firms' competitive and cooperative relationships with hitherto 'out of the spotlight' actors, studying how firms partner with a wide range of private and public actors to create and capture value. Key questions in this space include (but are not limited to): which stakeholders do firms build relationships with? How are these relationships governed? What are the sources of value creation from these relationships? How are these relationships shaped by the prevailing institutional environment? How do they complement or substitute firm strategies? And what are the performance implications of these relationships for firms, the stakeholders they engage with, and society at large?

Our workshop seeks to explore these and similar questions through an interactive discussion that brings together a variety of perspectives across diverse strategy communities. This workshop will include panel discussions and breakout sessions. For the panel portion, faculty panelists will briefly discuss the state of the field and new research directions. Additionally, the panel will address opportunities for publishing research on these issues in top-tier management journals. The second portion of the session will involve breakout session(s) where participants can gain personalized feedback on their research from faculty panelists. The workshop will end with a common lunch.

Organizers

Aseem Kaul, University of Minnesota; **Jiao Luo**, University of Minnesota; **Mary-Hunter McDonnell**, University of Pennsylvania; and **Ramkumar Ranganathan**, University of Texas at Austin

Panelists

Janet Bercovitz, University of Colorado; **Chris Bingham**, University of North Carolina; **Sinziana Dorobantu**, New York University; **Exequiel Hernandez**, University of Pennsylvania; **Ha Hoang**, ESSEC Business School; **Nan Jia**, University of Southern California; **Peter Klein**, Baylor University; **Brayden King**, Northwestern University; **Kyle Mayer**, University of Southern California; **Alfred Marcus**, University of Minnesota; and **Anita McGahan**, University of Toronto

Application Requirement

An application is required for this workshop. To be considered for this workshop applicant should submit the following materials as a single document with the file named with your first and last name through the workshop website:

- CV
- Copy of the paper for which you would like to receive feedback

Accepted applicants will need to confirm their attendance by registering for the workshop by September 17, 2019. Saturday Saturday Workshops at the Annual Conference are included in the registration for the Annual Conference. Participants in workshops must be registered for the Annual Conference.

Workshop Timeline

August 7, 2019	Workshop Application Deadline
Late August	Notification of Workshop Application Decisions
September 17, 2019	Workshop Participant Registration Deadline
October 19, 2019	Saturday Workshops
October 19-22, 2019	SMS 39 th Annual Conference in Minneapolis

For more information about the Workshops at SMS Annual Conference in Minneapolis or to learn more about the conference, please visit minneapolis.strategicmanagement.net.