

October 2020, Volume 5

# BEHAVIORAL STRATEGY NEWS

THE OFFICIAL NEWSLETTER  
OF THE BEHAVIORAL STRATEGY  
INTEREST GROUP



## WORKSHOP AND PANELS AT SMS

Dear IG members,

We are very excited to share with all of you the workshops and panels that the behavioral strategy is organizing this year at SMS. Click on the video below for a short video, or read this newsletter.

We look forward to seeing and interacting with new and current members at this year's SMS conference.

*By Gerry McNamara*



In this newsletter

### EARLY CAREER DEVELOPMENT WORKSHOP

### BEHAVIORAL STRATEGY IN A TIME OF DISRUPTION

### UNLOCKING THE BLACK BOX: Using Multiple Methods and Data Sources to Examine New Questions in Strategic Decision Making

### NEW PERSPECTIVES ON LEARNING AND IMPRESSION MANAGEMENT in Strategic Decision Making and Entrepreneurship

# WORKSHOP AND PANELS AT SMS

## The Saturday Workshop

### **Early Career Development Workshop**

*Saturday, Oct 24 14:30-17:30 UCT*

The Behavioral Strategy and Strategic Leadership & Governance Interest Groups are jointly offering a three hour Ph.D. Candidate & Junior Faculty Professional Development Workshop. The aim of the workshop is to provide a venue for mid- and senior-career faculty to share their experiences and advice for success early in an academic career. The workshop will include three sessions. First, we'll have a panel discussion with SMS Emerging Scholar Award winners. The panelists in this session are Anthea Zhang, David Sirmon, Gary Dushnitsky, and Guoli Chen. Second, we'll have panel with current journal editors. The editor panelists are Ruth Aguilera (Org Sci), Forrest Briscoe (ASQ), Jonathan Bundy (AMR), Brian Connelly (JOM), Tim Quigley (SMJ), Matt Semadeni (AMJ), and Laszlo Tihanyi (AMJ). We'll close with a series of more focused round table discussions led by Federico Aime, Vibha Gaba, Danny Gamache, Georg Wernicke, Scott Graffin, Anastasiya Zavyalova, Andreas Konig, Toyah Miller, Jason Ridge, Libby Weber, Joanna Campbell, and Adam Wowak.

## The "Sunday" Panel Sessions

### **Behavioral Strategy in a Time of Disruption**

*Thursday, Oct 22 16:30 - 17:30 UTC*

Behavioral strategy speaks to how psychological, social, and political factors influence the strategic actions of organizations Behavioral strategy research includes examinations of issues such as attention, cognition, emotions, sensemaking, routines, learning, motivation, and cognitive biases. Insights on how decision makers navigate their environment are especially relevant in a time of disruption and uncertainty. In this session, we bring together a set of leading scholars who have examined how strategic decision makers act in disruptive environments and in response to shocks. The panel will discuss lessons we can take from prior settings to understand how firms tend to respond to and should respond to major disruptive events, such as the COVID-19 crisis. The chairs of the session are Jeanine Porck and Libby Weber. The session panelists are Philip Bromiley, Nicolai Foss, Jackson Nickerson, and Murat Tarakci.



# WORKSHOP AND PANELS AT SMS

## The “Sunday” Panel Sessions

### **Unlocking the Black Box: Using Multiple Methods and Data Sources to Examine New Questions in Strategic Decision Making**

*Sunday, Oct 25 16:30 - 17:30 UTC*

A common critique of behavioral, governance, and strategic leadership research is the inability to get inside the “black box” of strategic decision making. Unlocking the “black box” is essential for improving the insights of our research and its impact. In this session, we will focus on how multiple methods and data sources can be paired together to open the “black box” and provide more impactful insights from our research. The use of multiple methods and data sources can power novel insights in behavioral, governance, and strategic leadership research. Rather than provide a how-to guide for these new approaches, the focus of this session will be a discussion on the new frontiers of strategic decisions making, pairing different approaches, and asking better questions. This session is jointly sponsored by Behavioral Strategy, Strategic Leadership & Governance, and Research Methods. The chair of the session is Tessa Recendes, and the panelists are Federico Aime, Vibha Gaba, Melissa Graebner, Rhonda Reger, Libby Weber, and Maurizio Zollo.

## The “Sunday” Panel Sessions

### **New Perspectives on Learning and Impression Management in Strategic Decision Making and Entrepreneurship**

*Friday, Oct 23 15:00 - 16:00 UTC*

This panel centers around new insights on how organizations learn to manage key dynamics around emotions and impression management in strategic decision making in both young and established firms. Organizations rely on a mix of activities, including corporate venturing, joint ventures, and M&A to extend and transform their resource base. Yet, despite the importance of mustering proper responses to technological disruption and environmental volatility, few master the learning, emotions, and announcement dynamics that accompany these activities. This panel aims to review past insights and offer new research ideas. Key questions that will be discussed are e.g., how do young and established firms transform their portfolio? In what ways can they learn to manage impressions? How do key leader traits, such as emotional stability, affect acquisition announcement returns? How do these factors influence the firm’s ability to create new segments and industries? The chair of the session is Koen Heimeriks, and the panelists are Melissa Graebner, Gerry McNamara, Pinar Ozcan, Ari Salonen, Mario Schijven, and Maurizio Zollo.

