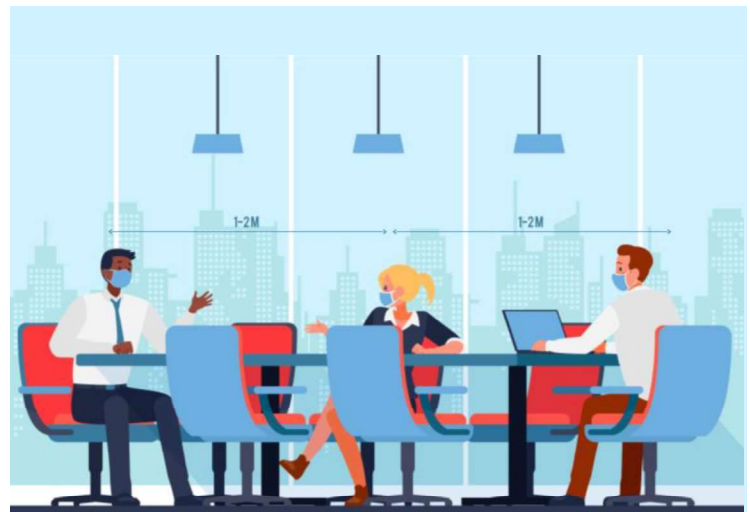# BEHAVIORAL STRATEGY NEWS

THE OFFICIAL NEWSLETTER
OF THE BEHAVIORAL STRATEGY
INTEREST GROUP

Source: Freepick.com

GREETINGS FROM THE IG CHAIR

Dear IG members,

First, I wish to extend to all of you, on behalf of all of us in the leadership team, the warmest wishes for a healthy and productive 2021. Last year was a time of difficulty and tragedy, as well as of community efforts and rebuilding and experimentation. The successful, first ever, online SMS Annual Meeting was the outcome of an incredible collective effort to adapt to an unprecedented situation. This was made possible by the hard work of all the SMS officers, the London organizers, and all of you. Thank you!!!

Looking forward, in this Newsletter you can read more about how the SMS and the IG are preparing for 2021. We also want to introduce you to the new members of the IG-leadership—Vibha Gaba, Songcui Hu, Abhinav Gupta and Derek Harmon. We shall look back to last year's meetings and the prize-winners. With gratitude to those who devoted plenty of their time to the IG and are continuing in their service this year: Gerry McNamara, Ivana Naumovska, Libby Weber and Donal Crilly.

The Behavioral Strategy IG continues in its efforts to strengthen the community of scholars who study the relationship between 'behavior' and 'strategy'. Our common interests stem from the acceptance that we need to provide plausible, micro-founded explanations of strategic choices, and their impact at different levels of analysis. We intend to remain broad about the specific micro-foundations we explore. Members of our community build on several approaches and disciplines. The program of the 2020 SMS Annual Meeting included papers that extended research in psychology, cognitive sciences, social cognition, neurosciences, and microeconomics. Experimental, quantitative and qualitative methodologies were represented, often in combination with one another. The influence of meso- and macro-level structures and processes (such as institutions, regulatory bodies, industry structures) was core to many contributions. The breadth in methods and levels of analysis reveals the outreach and interdisciplinarity of our community. We want to keep this diversity.

We look forward to receiving your applications for the 2021 Annual Meeting in Toronto. We are mindful of the still difficult circumstances in many parts of the world. We are going to keep you posted about the ongoing discussion about next year's venue and program. We look forward to seeing and interacting with new and current members at this year's SMS conferences

By Stefano Brusoni

IN THIS NEWSLETTER

TORONTO 2021
Invitation to submit

NICE TO MEET YOU
Get to know the new members of the IG-leadership

VIRTUAL SMS
Looking back on a great Conference for our IG

SMS | Strategic Management Society

TORONTO 2021: Invitation to submit

By Gerry McNamara

Dear Members of the Behavioral Strategy Interest Group,

It is my pleasure to invite you all to submit to the upcoming SMS annual meeting (hopefully) in Toronto. As organizations work through and emerge from the COVID 19 crisis as well as lead and respond to social and political changes, the conference theme of Imagination and Inspiration: Creating Strategy Breakthroughs in a Discordant World is especially relevant. Under this broad topic, we can find several streams of research that are core to the Behavioral Strategy community. As decision makers face extreme and jarring circumstances, it is critical that they look for new solutions and innovative ways to compete and thrive in the new emerging "normal." As part of this, managers and policy makers alike need to take stock of evolving information and either update or develop entirely new mental models. Thus, this is a ripe setting where behavioral forces can either impede the ability of leaders and their organizations to respond to the changing landscape or enhance their ability to emerge as market leaders.

In these times, the work of behavioral strategy research speaks to core issues organizations have to deal with, such as how to incorporate discordant voices, the perception of and incorporation of varying perspectives, the identification of key social trends, the formulation of responses, and the identification of inspired actions and strategies. Behavioral strategy is rooted in work in psychology, sociology, behavioral economics, and neurosciences and is aimed to help make sense of how individuals, or groups of individuals, perceive their environment, organize information, and make choices. In doing so, Behavioral strategy research looks to make realistic assumptions about human cognition and choice to develop actionable prescriptions for organizational leaders.

Behavioral strategy builds on foundational work by March, Simon, Nelson, Winter and many others who introduced the concepts of behavioral principles in understanding firms' decision-making processes. Our research continues to build on this early work and enriches it by developing new theory and by drawing on more recent theorizing in related disciplinary fields, such as psychology, sociology, and neuroscience. The Behavioral Strategy IG, as always, aims at giving space and voice to the different strands of research that are contributing to its fast development.

Not accidentally, over the last several years, the Behavioral Strategy IG has experienced fast growth within the SMS community. We are already among the largest IGs in the SMS family. This growth witnesses the ability of the IG to include a broad variety of methods, theories, topics and ideas.

This growth process has been enabled and facilitated by a number of people involved in developing the IG as a community, its conference program, a whole series of social and professional events. The IG relies on a strong team of very active officers. As Program Chair, I am grateful to all of them for their efforts. We have very active committees for Engagement, Membership Relationship and Services, and Program and Elections.

This year's conference offers the opportunity to reconnect in the midst of disruption. We still hope to meet in person in Toronto, but even if we are forced to meet virtually again this year, the conference is going to be a great opportunity to share ideas, start discussions, meet old friends and make new ones. I invite you to submit your proposals to the Behavioral Strategy IG, and I hope to see you all in Toronto, a vibrant and cosmopolitan city.

I hope to see you in Toronto!

Source: Planetware.com

GET TO KNOW THE NEW MEMBERS OF THE IG-LEADERSHIP

## CLICK ON THE VIDEO ICONS ▶ TO LEARN EVEN MORE

Vibha Gaba – Associate Program Chair

Vibha Gaba is a Professor of Entrepreneurship at INSEAD and The INSEAD Fellow in Memory of Erin Anderson. She is broadly interested in how organizations learn and how it impacts their ability to innovate and adapt especially in discontinuous environments. Her recent research focuses on the implications of multiple goals and aspirations, organizational structure, and decision-makers' attributes on adaptive change. Her work has been published in top management journals such as Academy of Management Journal, Academy of Management Annals, Organization Science, Strategic Management Journal, Management Science, and Strategic Entrepreneurship Journal. Currently, she is Co-Editor of Strategic Management Journal. Vibha's teaching portfolio includes courses in the MBA, PhD, and Executive Education programs. She is the Academic Program Director for several executive education programs focusing on corporate entrepreneurship, organizational change and leadership. She has received the INSEAD Executive Education Award for Outstanding Teaching multiple times.
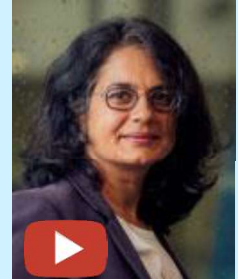
Abhinav Gupta - Member & Relationship Services Committee

Abhinav Gupta is a Michael G. Foster Endowed Fellow and Associate professor of strategic management at the University of Washington's Foster School of Business. He received his Ph.D. in management from the Smeal College of Business of the Pennsylvania State University. His research focuses on understanding the relationship between business and politics by studying topics such as organizational implications of political ideology, corporate social responsibility, non-market strategy, diffusion, corporate governance, and strategic leadership. His research has appeared in top-tier journals of management and including Administrative Science Quarterly, Academy of Management Journal, Strategic Management Journal, and Academy of Management Annals. He reviews regularly for all the premier journals of management and sociology, and the major conferences in the field, such as SMS and AOM. He is an incoming Senior Editor at Organization Science.
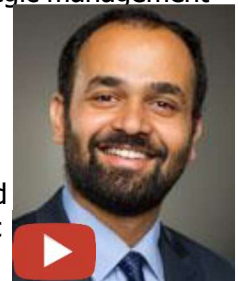
Derek Harmon - Engagement Committee

Derek Harmon is an Assistant Professor of Strategy at the University of Michigan. His research interests include strategic communication, cognitive schema,emotions, and the microfoundations of strategy and institutions. He draws on theories from social psychology and linguistics, and uses textual analysis, archival data, and experiments. His work has been published in journals such as Academy of Management Review, Administrative Science Quarterly, and the Strategic Management Journal. His work has also received a number of prestigious awards, including the Louis Pondy Best Dissertation Paper Award and the ASQ Dissertation Award. He serves on the editorial board at Academy of Management Review and Academy of Management Journal.

Songcui Hu –Program and Elections Committee

Songcui Hu is an associate professor of Management and Organizations at the University of Arizona. Her research interests include behavioral strategy, adaptive aspirations, firm risk-taking, strategy process, and organizational learning. Her work has been published in leading management journals such as Strategic Management Journal, Academy of Management Annals, and Organization Science. She serves on the editorial board at Administrative Quarterly Science and Strategic Management Journal. She holds a Ph.D. in Strategy and Entrepreneurship from the University of North Carolina – Chapel Hill.

BEHAVIORAL STRATEGY INTEREST GROUP NEWSLETTER

LOOKING BACK AT VIRTUAL SMS 2020!

## Congratulations to our Award Winners!

For the virtual SMS conference in 2020, the Behavioral Strategy IG received our second highest number of submissions, second only to SMS Paris, allowing again for a very high-quality program. Acting Program Chair Nicolai Foss announced the three Best Paper Awards at the virtual business meeting. Please congratulate the winners for: **Best Paper** Anna Pak (Temple University); **Most Novel** Sheen S. Levine (UT Dallas), Charlotte Reypens (University of Antwerp) and Christoph Riedl (Northwestern University); and **Best PhD Paper** Cha Li (University of Michigan). In addition, join us in congratulating the **Honorable Mention** winners: Lucrezia Nava, Jorge Chiappetti, Rui Barbosa da Rocha, and Maja Tampe. Click on the video icons below to find out more about some of these exciting papers!
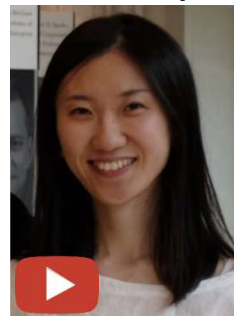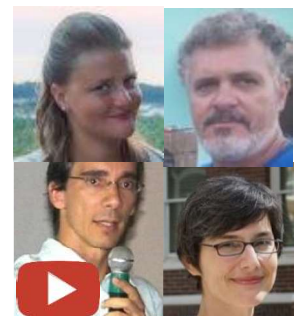
Best Paper

Most Novel Paper

Best PhD Paper

Honorable Mention

Anna Pak
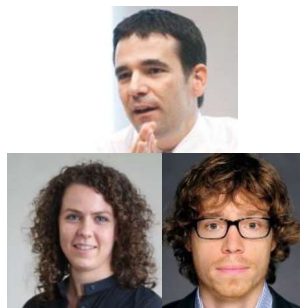
Sheen Levin,
Charlotte Reypens & Christoph Riedl

Cha Li

Lucrezia Nava, Jorge Chiappetti,
Rui Barbosa da Rocha & Maja Tampe

Inaugural Sucheta Nadkarni Award for Outstanding Publication on Women Executive Leadership

This year the first Sucheta Nadkarni Award for Outstanding Publication on Women Executive Leadership, co-sponsored by the Behavioral Strategy and Strategic Leadership & Governance IGs with support from Judge Business School, was awarded during the virtual SMS conference. To honor the memory of our friend and colleague Sucheta Nadkarni (1967-2019), we recognize a refereed journal publication with the potential to significantly impact our understanding of women in executive leadership. The winner of this inaugural award was Raina Brands and Isabel Fernandez-Mateo for their paper "Leaning Out: How Negative Recruitment Experiences Shape Women's Decisions to Compete for Executive Roles" published in *Administrative Science Quarterly*.
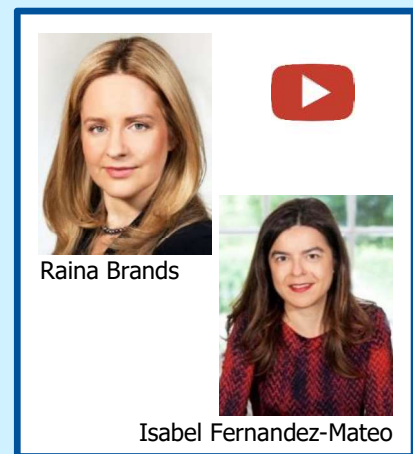
Raina Brands

Isabel Fernandez-Mateo

Thank you to Jeanine Porck for her many contributions to the Engagement committee!

If you want to assist with Behavioral Strategy IG activities, join our committees! (PhD's welcome) To join, contact: BehavioralStrategyIG@gmail.com

Behavioral Strategy IG Engagement Committee:
Libby Weber and Derek Harmon