

DÓNAL CRILLY  
London Business School  
London NW1 4SA  
Tel: (44) 20 7000 8737  
E-mail: dcrilly@london.edu

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ORCID: 0000-0002-9380-7932

## ACADEMIC POSITIONS

### **London Business School, London, UK**

2022 – Professor, Strategy and Entrepreneurship

2017 – Associate Professor, Strategy and Entrepreneurship

2010 – Assistant Professor, Strategy and Entrepreneurship

## EDUCATION

### **University College London, London, UK**

Ph.D. (in Contrastive Linguistics), 2018

### **INSEAD, Fontainebleau, France**

Ph.D. (in Management), 2010

### **Hitotsubashi University, Tokyo, Japan**

MBA, 2005

### **Dublin City University, Dublin, Ireland**

B.A. in German, French, and Marketing, 1997

### **Technische Universität Berlin, Berlin, Germany**

DAAD scholar (1995 -1996)

## RESEARCH

### *Publications*

Cotter Salvado, J., & Crilly, D. War language and analyst reactions. Under revision for resubmission at *Organization Science*, in press.

Gutierrez Moreno, C., Sloof, R., & Crilly, D. When the future feels further away: Temporal preferences, time investments, and entry into entrepreneurship. *Organization Science*, in press.

Cohen Mohliver, A., Crilly, D., & Kaul, A. 2023. Corporate social counterpositioning: The impact of issue salience on the distribution of corporate social responsibility espousal. *Strategic Management Journal*, 44(5): 1199-1217.

Harrison, J., Bosse, D., Ho, V., & Crilly, D. 2023. A configurational theory of generalized exchange in stakeholder firms. *Academy of Management Perspectives*, 37(1): 16-36.

Qian, C., Crilly, D., Lin, Y., Zhang, K., & Zhang, R. 2023. Stakeholder salience and intertemporal tensions: The effect of short selling pressure on workplace injuries. *Organization Science*, 34(1): 358-379.

- Furnari, S., Crilly, D., Misangyi, V.F., Greckhamer, T., Fiss, P.C., & Aguilera, R. 2021. Capturing causal complexity: Heuristics for configurational theorizing. *Academy of Management Review*, 46(4): 778-799.
- Qian, C., Crilly, D., Wang, Z., & Wang, K. 2021. Why do banks favor employee-friendly firms? A stakeholder screening perspective. *Organization Science*, 32(3): 605-624.
- Slager, R., Gond, J.P., & Crilly, D. 2021. Reactivity to sustainability metrics: A configurational study of motivation and capacity. *Business Ethics Quarterly*, 31(2): 275-307.
- Gupta, K., Crilly, D., & Greckhamer, T. Stakeholder engagement strategies, national institutions, and firm performance: A configurational perspective. 2020. *Strategic Management Journal*, 41(10): 1869-1900.
- Crilly, D. 2019. Behavioral stakeholder theory. In, J. Harrison, J. Barney, R.E. Freeman & R.A. Phillips (eds.), *The Cambridge Handbook of Stakeholder Theory*. Cambridge University Press.
- Zheng, W., Ni, N., & Crilly, D. 2019. Non-profit organizations as a nexus between government and business in an emerging market: Evidence from Chinese charities. *Strategic Management Journal*, 40(4): 658-684.
- Crilly, D. 2017. Time and space in strategy discourse: Implications for intertemporal choice. *Strategic Management Journal*, 38(12): 2370-2389.
- Misangyi, V., Greckhamer, T., Furnari, S., Fiss, P.C., Crilly, D., Aguilera, R. 2017. Embracing causal complexity: The emergence of a neo-configurational perspective. *Journal of Management*, 43(1): 255-282.
- Crilly, D., Hansen, M. & Zollo, M. 2016. The grammar of decoupling: A cognitive-linguistic perspective on firms' sustainability claims and stakeholders' interpretation. *Academy of Management Journal*, 59(2): 705-729.
- Crilly, D., Ni, N., & Jiang, Y. 2016. Do no harm versus do good social responsibility. Attributional thinking and the liability of foreignness. *Strategic Management Journal*, 37(7): 1316-1329.
- Birkinshaw, J., Crilly, C., Bouquet C., & Lee, S. 2016. How do firms manage strategic dualities? A process perspective. *Academy of Management Discoveries*, 2(1): 51-78.
- Crilly, D., & Sloan, P. 2014. Autonomy or control? Organizational architecture and corporate attention to stakeholders. *Organization Science*, 25(2): 339-355.
- Na, N., Qian, C., & Crilly, D. 2014. The stakeholder enterprise: Caring for the community by attending to employees. *Strategic Organization*, 12(1): 38-61.
- Crilly, D. 2013. Recasting enterprise strategy: Towards stakeholder research that matters to general managers. *Journal of Management Studies*, 50(8): 1427-1447.
- Crilly, D. 2013. A multi-level explanation of why managers do good. *Research in the Sociology of Organizations*, 38: 181-204.
- Crilly, D., Zollo, M., & Hansen, M. 2012. Faking it or muddling through? Understanding decoupling in response to stakeholder pressures. *Academy of Management Journal*, 55(6): 1429-1448.
- Crilly, D., & Sloan, P. 2012. Corporate attention to stakeholders: Enterprise logic and an inside-out explanation. *Strategic Management Journal*, 33(10): 1174-1193.

Crilly, D. 2011. Predicting stakeholder orientation in the multinational enterprise: A mid-range theory. *Journal of International Business Studies*, 42(5): 694-717.

Crilly, D., Schneider, S.C., & Zollo, M. 2008. The psychological antecedents to socially responsible behavior. *European Management Review* 5(3): 175-190.

### ***Awards***

- BPS Distinguished Paper Award, Academy of Management, 2016
- London Business School Junior Faculty Research Award, 2016
- Best reviewer awards, *Academy of Management Journal*, 2016, 2021
- Best paper in governance and institutions track, Academy of International Business 2011
- Newman Award for best paper based on dissertation, Academy of Management, 2010

## **SERVICE**

### ***Internal Service***

- Strategy and Entrepreneurship department PhD coordinator (2012-2014)
- Member, departmental faculty recruitment committee (2011-2012, 2013-2014, 2014-2015)
- Member, London Business School ethics committee (2011-2012, 2014-2015, 2017-2021)
- Coordinator, internal seminar series (2015-2016), external series (2016-2017)
- Coordinator, recruitment committee (2018-2019)
- Member, EMBA review committee (2019)
- Member, PhD core course committee (2021 –2023)
- Subject Area Chair, Strategy and Entrepreneurship (2023 - present)

### ***External Service***

- Associate Editor, *Strategic Management Journal* (2018-2023)
- Guest Editor, *Academy of Management Review* special issue on time
- Associate Editor, *Business & Society* (2018-2019)
- Associate Editor, *Organization & Environment* (2016-2018)
- Editorial board member at the
  - *Academy of Management Journal* (2013- present),
  - *Journal of International Business Studies* (2013 – 2022),

- *Strategic Management Journal* (2014 – 2018),
- *Strategic Organization* (2016 – present),
- *Academy of Management Review* (2017 – present),
- *Academy of Management Discoveries* (2017- present), and
- *Organization Science* (2019 – present)
- Ad-hoc reviewer for *Administrative Science Quarterly*, *Organizational Behavior and Human Decision Processes*, *Journal of Management*, *Management Science*, *Strategy Science*, *Socio-Economic Review*, *Strategic Entrepreneurship Journal*, *Organization Studies*, *Business Ethics Quarterly*
- Elected member of Executive Committee of Strategic Management Division, Academy of Management (2021-2023)
- Elected representative for Behavioral Strategy Interest Group, Strategic Management Society (2019 - present)
- Member, Academy of Management BPS Research Committee, Academy of Management (2016-2018)
- External examiner for PhD dissertations (U. Cambridge; Ivey; HEC Paris; U. Newcastle)

## **TEACHING**

- Corporate Strategy elective (2010 – 2018)
- Global Strategy elective (2019 – present)
- Corporate Governance and Stakeholder Relations core course (2018 - present)
- Basic Readings in Business (PhD)
- Language and Strategy (Developing Strategy for Value Creation open executive program)
- Executive education programs for China Construction Bank (London), IBM (London and Tokyo), Toshiba (London), Suntory (East Asia), Faurecia (London), OTP Group (Budapest)

## **PROFESSIONAL EXPERIENCE**

KDDI Europe Ltd., London, United Kingdom, 1999-2003

- General Manager (2002-2003), Senior Manager (2000-2002), Manager (1999-2000)

KDD Deutschland GmbH, Düsseldorf, Germany, 1997-1999

- Marketing Executive