March 2019

**JULIAN BIRKINSHAW**

#### Curriculum Vitae

London Business School

Sussex Place, Regents Park

London NW1 4SA

United Kingdom

Phone: 020 7262 5050 `

Email: [jbirkinshaw@london.edu](mailto:jbirkinshaw@london.edu)

**PLACE AND DATE OF BIRTH**

Hexham, Northumberland, Great Britain; 16th October 1964

**POST SECONDARY EDUCATION**

Ph.D. in Business Administration. The University of Western Ontario. 1995.

MBA, The University of Western Ontario, 1991.

B.Sc. Hons.(Geology), Durham University, England. 1987.

**ACADEMIC WORK EXPERIENCE**

Full Professor, London Business School, May 2004 to present

Associate Professor with Tenure, London Business School, May 2002 to May 2004

Associate Professor, London Business School. May 2000 to May 2002

Assistant Professor, London Business School. April 1999 to April 2000

Assistant Professor, Stockholm School of Economics. August 1995 to March 1999.

Part time lecturer, University of Toronto. August 1994 - April 1995.

Visiting positions at INSEAD Business School (2006-7) and Said School of Business, Oxford (2016-17)

**ACADEMIC HONOURS AND AWARDS**

Honorary Doctoral Degree, Copenhagen Business School, 2018

Fellow of the Academy of Social Scientists, 2015.

Ranked in “Thinkers Fifty” #39 in 2013, #42 in 2015, #45 2017.

Winner of the Beckhard award for the best paper in Sloan Management Review in 2014.

Fellow of the British Academy, 2012.

Honorary Doctoral Degree, Stockholm School of Economics, 2009.

Winner of JIBS “Decade Award” 2009, for the most influential article in 1999.

Winner of Academy of Management Review best paper award 2008.

Fellow of the Academy of International Business, 2008.

Senior Fellow of the Advanced Institute of Management (AIM), 2003-2006.

Finalist for 2004 best paper award in Academy of Management Journal

Finalise for 2004 best paper award in Sloan Management Review.

Finalist for best paper award in Academy of Management Executive in 1998.

Winner of the Barry Richman best doctoral dissertation award, 1996.

Finalist, Richard Farmer best doctoral dissertation in international business award, 1995.

**PUBLISHED ARTICLES**

Birkinshaw, J.M., J. Manktelow, V. D’Amato, E. Tosca and F. Macchi. Older and Wiser? How Management Style Varies with Age. *Sloan Management Review* (forthcoming).

Gibson, C., J.M. Birkinshaw, D. Sumpter, T. Ambos. The Hierarchical Erosion Effect: A New perspective on Perceptual Differences and Business Performance. *Journal of Management Studies* (forthcoming).

Prashantham, S. and J.M. Birkinshaw. 2019. MNE–SME cooperation: An integrative framework. *Journal of International Business Studies* (forthcoming).

Birkinshaw, J.M. 2018. How is technological change affecting the nature of the corporation? *Journal of the British Academy,*  Vol 6: 185-214.

Birkinshaw, J.M. 2018. Telling a good innovation story. *McKinsey Quarterly*. August 2018.

Birkinshaw, J.M., I. Visjnic and S. Best. 2018. Responding to a Potentially-disruptive technology: How big pharma embraced biotechnology. *California Management Review.* Vol. 60(4) 74 –100.

Birkinshaw, J.M. What to expect from agile. 2018 *Sloan Management Review.*

Birkinshaw, J.M. and D. Cable. 2017. The Dark Side of Transparency. *McKinsey Quarterly.* February 2017.

Birkinshaw, J.M., C. Bouquet and T. Ambos. 2017. Boundary Spanning activities of corporate HQ executives: a longitudinal study. *Journal of Management Studies* 54(4): 422-454.

Birkinshaw, J.M. 2017. Reflections on Open Strategy. *LRP* 50(3): 423-426.

Monteiro, F., M. Mol and J.M. Birkinshaw. 2017. Ready to be open? Explaining the firm level barriers to benefiting from openness to external knowledge. *LRP,* 50(2): 282-295.

Birkinshaw, J.M. and M. Haas. 2016. Increase your return on failure. *Harvard Business Review.* 94(5): 88-93.

Birkinshaw, J.M., R. Lecuona, P.Barwise. 2016 The Relevance Gap in Business School Research: Which academic papers are cited in managerial bridge journals? *Academy of Management Learning and Education,* 15(4): 686-702.

Marcia, M.J., H. Rocha and J.M. Birkinshaw. 2016. Business Schools at a Crossroads: A trip back from Sparta to Athens. *Journal of Business Ethics.*

Monteiro, F. and J.M. Birkinshaw. 2016. How do firms identify and make use of external sources of knowledge? *Strategic Management Journal,* 38(2): 342-362.

Birkinshaw, J.M., C. Bouquet, D. Crilly and S. Lee. 2016. How do firms manage strategic dualities? A process perspective *Academy of Management Discoveries.* 2(1): 51-78.

Birkinshaw, J.M., A. Zimmerman and S. Raisch. 2016. How Do Firms Adapt to Discontinuous Change? Bridging the Dynamic Capabilities and Ambidexterity Perspectives. *California Management Review*. 58(4): 36-58.

Bouquet, C., J.M. Birkinshaw and J-L Barsoux. 2015. Fighting the Headquarters Knows Best syndrome. *Sloan Management Review*. 57(2): 59-65.

Birkinshaw, J.M. and J. Ridderstrale. 2015.Adhocracy for an Agile Age. *McKinsey Quarterly*.

Zimmerman, A., S. Raisch and J.M. Birkinshaw. 2015. How is ambidexterity initiated? Emergent versus designed processes. *Organization Science*.

Prasantham, S. and J.M. Birkinshaw. Choose your friends carefully. 2015. *Management International Review*, 55(2): 207-234*.*

Cheng, J., J.M. Birkinshaw, D. Lessard and D. Thomas. 2014. Advancing Interdisciplinary research: Lessons from the JIBS special issue. *Journal of International Business Studies*. 45(6): 643-648

Mol. M. and J.M. Birkinshaw. 2014. The role of external involvement in the creation of management innovations. *Organization Studies*. 35(9): 1287.

Birkinshaw, J.M.2014. Beware the next big idea. *Harvard Business Review.* 92(5): 50-57.

Hill, S. and J.M. Birkinshaw. 2014. Ambidexterity and survival in Corporate Venture Units. *Journal of Management,* 40(7): 1899-1931.

Birkinshaw, J.M., N.J. Foss and S. Lindenberg. 2014. Purpose with Profits: How to make your Pro-Social Goals Pay. *Sloan Management Review.* April.

Birkinshaw, J.M., M. Healey, R. Suddaby, K. Webber. 2014. Debating the Future of Management Research. *Journal of Management Studies,* 51(1).

Birkinshaw, J.M. and K. Gupta. 2013. Clarifying the distinctive contributions of ambidexterity to the field of organization studies. *Academy of Management Perspectives*, 27(4): 287-298.

Birkinshaw, J.M. 2013. Would your employees recommend you? *Sloan Management Review.* 55(1): 96-97.

Birkinshaw, J.M. and J. Cohen. 2013. Make time for the work that matters. *Harvard Business Review.* 91(9): 115-118.

Goddard, J., J.M. Birkinshaw and T. Eccles. 2012. Uncommon Sense: How to turn your distinctive beliefs into action. *Sloan Management Review*. 53(3): 33-39.

Birkinshaw, J.M., M. Y. Brannen, and R. Tung. 2011. From a distance and generalizable to up close and grounded: Reclaiming a place for qualitative methods in IB research. *Journal of International Business Studies*. 42: 573-581.

Bouquet, C. and J.Birkinshaw. 2011. How global strategies emerge: An attention perspective. *Global Strategy Journal.* 1: 243-262.

Birkinshaw, J.M., C. Bouquet, J-L Barsoux. 2011. The 5 Myths of Innovation. *Sloan Management Review.* 52(2): 43-50.

Ambos, T., U. Andersson, and J.M. Birkinshaw. 2010. What are the consequences of initiative-taking in multinational subsidiaries? *Journal of International Business* *Studies*, 41(7): 1099-1118.

Ambos, T. and J.M. Birkinshaw. 2010. How do new ventures evolve? An inductive study of archetype changes in science-based ventures. *Organization Science*. 21(6): 1125-1140.

Ambos, T.C. and J.M. Birkinshaw. 2010. Headquarters attention and its effect on subsidiary performance. *Management International Review*, 50(4): 449-469.

Birkinshaw, J.M. and S. Heywood. 2010. Putting Organizational Complexity in its place. *McKinsey Quarterly*, May issue.

Birkinshaw, J.M. and H. Jenkins. 2010. Getting a return on judgement. *Strategy + Business.* February 12th.

Hill, S. and J.M. Birkinshaw. 2010. Idea Sets: Conceptualising and measuring a new unit of analysis in entrepreneurship research. *Organizational Research Methods,* 13(1): 85-113.

Birkinshaw, J.M. and S. Heywood. 2009. Too big to manage? *Sloan Management Review / Wall Street Journal* Business Insight. October 19th 2009.

Mol, M. and J.M. Birkinshaw. 2009. The sources of management innovation: When firms introduce new management practices. *Journal of Business Research,* 62(12): 1269-1280.

Raisch, S., J.M. Birkinshaw, G. Probst and M. Tushman. 2009. Organizational Ambidexterity: Balancing Exploration and Exploitation for Sustained Corporate Performance. *Organization Science*. 20(4): 685-695.

Birkinshaw, J.M., H. Bresman and R. Nobel. 2009. Knowledge transfer in international acquisitions: A retrospective. *Journal of International Business Studies.* Autumn: 1-7.

Hill, S.A., M. Maula, J.M. Birkinshaw and G. Murray. 2009. Transferability of the Venture Capital model to the corporate context: Implications for the performance of corporate venture units. *Strategic Entrepreneurship Journal*, 3(1):3-27.

Birkinshaw, J.M. and J. Goddard. 2009. What is your *Management* Model? *Sloan Management Review.* 50(2): 81-90.

Bouquet, C., A. Morrison and J.Birkinshaw. 2009. International attention and multinational enterprise perfomrance. *Journal of International Business Studies,*  40: 108-131.

Prashantham, S. and J.M. Birkinshaw. 2008. Dancing with gorillas: How small companies can partner effectively with multinational corporations. *California Management Review* , 51(1): 6-23.

Ambos, T., K. Makela, P. D’este Cuikerman and J.M. Birkinshaw. 2008.When does university research get commercialised? Creating ambidexterity in research institutions. *Journal of Management Studies*, 45(8): 1424-1447.

Birkinshaw, J.M., G. Hamel and M. Mol. 2008. Management Innovation. *Academy of Management Review*. 33(4): 825-845.

Bouquet, C. and J.M. Birkinshaw. 2008. Managing power in the multinational corporation: How low-power actors gain influence. Forthcoming, *Journal of Management*, 34(3): 477-508.

Raisch, S. and J.M. Birkinshaw. 2008. Organizational Ambidexterity: Antecedents, Outcomes, and Moderators. *Journal of Management*, 34(3): 375-409.

Bouquet, C., and J.Birkinshaw. 2008. Weight versus Voice: How foreign subsidiaries gain the attention of headquarters. *Academy of Management Journal*,51(3): 577-601.

Monteiro, F., N. Arvidsson and J.M. Birkinshaw. 2007. Knowledge flows in multinational corporations. *Organization Science,* 19(1): 90-107.

Birkinshaw, J.M. and S. Hill. 2007. Strategic Archetypes in Corporate Venture. Units. *Journal of Business Venturing*, 23(4): 423-444.

Rocha, H. and J. Birkinshaw. 2007. Entrepreneurship Safari: A phenomenon-driven search for meaning. *Foundations and Trends in Entrepreneurship,* 3(3): 205-255.

Birkinshaw, J.M., C. Bouquet, and T. Chini. 2007. Managing attention in Multinational Corporations. *Sloan Management Review*, 48(4): 39-45.

Birkinshaw, J.M., J. Bessant and R. Delbridge. 2007. Finding, forming and performing: Creating new networks for discontinuous innovation. *California Management Review*, 49(3): 67-84.

Hansen, M. and J.M. Birkinshaw. 2007. The Innovation Value Chain. *Harvard Business Review*, 85(6): 121-131.

Birkinshaw, J.M., S. Crainer and M.Mol. 2007. Special Issue on Management Innovation. *Business Strategy* Review, Spring.

Mol, M. and J.M. Birkinshaw. 2006. Why Management Innovation Matters. *European Business Forum¸*winter issue.

Chesbrough, H., J.M. Birkinshaw and M. Teubal. 2006. Introduction to the Research Policy 20th anniversary special issue of the publication of “Profiting from Innovation” by David J. Teece. *Research Policy,* 35(8): 1091-1099.

Toulan, O., J.M. Birkinshaw and D. Arnold. 2006. Inter-organizational fit in global accoumt management relationships. *International Studies of Management and Organization*, 36(4): 62-82.

Birkinshaw, J.M. and M. Mol. 2006. How Management Innovation Happens. *Sloan Management Review*¸ 47(4).

Birkinshaw, J.M., P. Braunerhjelm, U. Holm and S. Terjesen. 2006. Why do some multinational corporations relocate their headquarters overseas? *Strategic Management Journal,* 27(7): 681-700.

Birkinshaw, J.M. and M. Lingblad. 2005. Intra-firm competition and charter evolution in the multi-business firm. *Organization Science*, 16(6): 674-786*.*

Birkinshaw, J.M. and S. Hill. 2005. Corporate venturing units as vehicles for strategic success in the New Europe, *Organization Dynamics,* 34(3): 247.

Fey, C. and J.M.Birkinshaw 2005. External knowledge sourcing, governance mode, and R&D performance. *Journal of Management,* 31(4): 597-613.

Birkinshaw, J.M. 2005. The secret diary of corporate venturing. *Business Strategy Review*, 16(2): 18-30.

Birkinshaw, J.M., S. Young and N. Hood. 2004. Subsidiary entrepreneurship, internal and external competitive forces, and subsidiary performance. *International Business Review*, 14: 227-248.

Birkinshaw, J.M. and C. Gibson. 2004. Building Ambidexterity into the Organization, *Sloan Management Review*. 45(4): 47-55.

Evison, A., J.M.Birkinshaw, R. Barden and S. Terjesen. 2004. New Perspectives on Offshoring – Optimising your Support Functions. *European Business Forum*. 19 (autumn): 38-40.

Gibson, C. and J.M. Birkinshaw. 2004. Contextual determinants of organizational ambidexterity. *Academy of Management Journal*, 47(2): 209-226.

Brock, D. M. and Birkinshaw, J. 2004. Multinational Strategy and Structure: A Review and Research Agenda. *Management International Review*, 44(1).

Birkinshaw, J.M. and C. Fey. 2003. Organization of Research and Development in Large Multinational Firms. *Management International Review*. Special issue (3): 27-46.

Campbell, A., J.M. Birkinshaw, A. Morrison and R. Batenburg. 2003. Corporate Venturing: Choosing the Right Business Model. *Sloan Management Review*. 45(1): 30-38.

Birkinshaw, J.M. 2003. The paradox of corporate entrepreneurship. *Strategy + Business*. 30(spring): 46-58.

Birkinshaw, J.M., R. Batenburg and G. Murray. 2003. The future of Corporate Venturing. *Business Strategy Review*, 13(4): 10-19.

Frost, T., J.M. Birkinshaw and S.Ensign. 2002. Centres of Excellence in multinational corporations. *Strategic Management Journal*, 23(11): 997-1015.

Birkinshaw, J.M. and T. Sheehan. 2002. Managing the Knowledge Lifecycle. *Sloan Management Review*, 44(1): 75-84.

Birkinshaw, J.M. 2002. Managing global R&D networks: What sort of knowledge are you working with? *Long Range Planning*, 35: 245-267.

Arnold, D., J.M. Birkinshaw, O. Toulan. 2001. Seller beware: The pitfalls of global account management. *California Management Review*, 44(1): 8-20.

Birkinshaw, J.M. Strategies for managing internal competition. 2001. *California Management Review*, 44(1): 24-38.

Birkinshaw, J.M., R. Nobel and J. Ridderstråle. 2001 Knowledge as a contingency variable: Do the characteristics of knowledge predict organization structure? *Organization Science*, 13(3): 274-289.

Birkinshaw, J.M. 2001. Why is knowledge management so difficult? *Business Strategy Review.* 12(1): 11-18.

Birkinshaw, J.M. 2001. Making sense of knowledge management. *Ivey Business Journal*. March-April. 65(4): 32-26.

Birkinshaw, J.M. and N. Hood. 2001. Unleash Innovation in Foreign Subsidiaries. *Harvard Business Review* March. 79(3): 131-138.

Birkinshaw, J.M., O. Toulan and D. Arnold. 2001. Global account management in multinational corporations: Theory and evidence. *Journal of International Business Studies*. 32(2): 321-348.

Birkinshaw, J.M., U. Holm, P. Thilennius and N. Arvidsson. 2000. Consequences of perception gaps in the headquarters-subsidiary relationship. *International Business Review*. 9: 321-344.

Birkinshaw J.M, H.Bresman and L. Håkanson. 2000. Managing the post-acquisition integration process: How the human integration and task integration processes interact to foster value creation. *Journal of Management Studies.* 37(3): 395-426.

Teigland, R., C.Fey and J.Birkinshaw. 2000. Knowledge Dissemination in Global R&D Operations: An Empirical Study of Multinationals in the High Tech Electronics Industry. *Management International Review.* 40(1): 49-78.

Birkinshaw, J.M. and N.Hood. 2000. Characteristics of foreign subsidiaries in industry clusters. *Journal of International Business Studies* 31(1): 141-154.

Birkinshaw, J.M. 2000. Upgrading of industry clusters and foreign investment. *International Studies of Management and Organization*. 30(2): 93-113.

Birkinshaw, J.M. and Ö. Sölvell. 2000. Leading edge multinationals and leading edge clusters. Guest Editors Introduction. *International Studies of Management and Organization*. 30(2): 3-9.

Birkinshaw, J.M. 2000. The determinants and consequences of subsidiary initiative in multinational corporations. *Entrepreneurship Theory and Practise special issue on Corporate Entrepreneurship*. 24(1): 9-35.

Bresman, H., J.M. Birkinshaw and R. Nobel. 1999. Knowledge transfer in acquisitions. *Journal of International Business Studies,* 30(4): 439-462.

Birkinshaw, J.M. 1999. Acquiring intellect: Managing the integration of knowledge-intensive acquisitions. *Business Horizons*. 42(3): 33-40.

Birkinshaw, J.M. and J. Ridderstråle. 1999. Fighting the corporate immune system: A process study of peripheral initiatives in large, complex organizations. *International Business Review*, 8: 149-180.

Birkinshaw, J.M. and N. Hood. 1998. Multinational subsidiary evolution: Capability and charter change in foreign-owned subsidiary companies. *Academy of Management Review*, 23(4): 773-795

Nobel, R. and J.M. Birkinshaw. 1998. Innovation in multional corporations: control and communication patterns in international R&D operations. *Strategic Management Journal*, 19(5): 479-498.

Birkinshaw, J.M., N. Hood and S. Jonsson. 1998. Building firm-specific advantages in multinational corporations: The role of subsidiary initiative. *Strategic Management Journal*, 19(3): 221-242.

Birkinshaw J.M. and J.N. Fry. 1998. Subsidiary initiatives to develop new markets. *Sloan Management Review*, 39(3): 51-62.

Birkinshaw, J.M. 1998. Corporate entrepreneurship in network organizations: How initiatives drive internal market efficiency. *European Management Journal*, 16(3): 355-364.

Moore, Karl and J.M. Birkinshaw. 1998. Managing knowledge in global service firms: Centres of Excellence. *Academy of Management Executive*, December. Reprinted in *Knowledge Management Review* (1999): 9: 16-21 and 10:16-19.

Birkinshaw, J.M. and N. Hood. 1997. An empirical study of development processes in foreign-owned subsidiaries in Canada and Scotland. *Management International Review*, 37 (4): 339-364.

Birkinshaw, J.M. 1997 Entrepreneurship in multinational corporations: The characteristics of subsidiary initiatives. *Strategic Management Journal*, 18(2): 207-230. Reprinted in *Transforming International Organiazations (*1998) W.G. Egelhoff (Ed.), Edward Elgar: Cheltenham, UK.

Birkinshaw, J.M. 1996. How subsidiary mandates are gained and lost. *Journal of International Business Studies,* 1996, 27(3): 467-496. Reprinted in *Transforming International Organiazations (*1998) W.G. Egelhoff (Ed.), Edward Elgar: Cheltenham, UK.

Birkinshaw, J.M. and Morrison, A.J. 1996. Configurations of Strategy and Structure in Subsidiaries of Multinational Corporations. J*ournal of International Business Studies,* 1995, 26(4), 729-754.

Birkinshaw, J.M., Morrison, A.J. and Hulland, J. 1995. Structural and competitive determinants of a global intgration strategy. *Strategic Management Journal*, 16(8): 637-655.

Birkinshaw, J.M. 1995. Taking the initiative: Value-adding strategies for Canadian Subsidiaries. *Business Quarterly*, 59(4): 97-102.

Birkinshaw, J.M. 1995. Is the Country Manager an Endangered Species? *The International Executive*, 37(3): 279-301.

Birkinshaw, J.M. 1995. Developing Entrepreneurial Activity in Multinational Corporations. *Business Horizons,* May/June.

Inkpen, A. an Birkinshaw, J.M. 1994. International joint ventures and performance: An interorganizational perspective. *International Business Review* 3(3): 201-218.

Birkinshaw, J. M. and Ritchie, W. 1993. Balancing the global portfolio, *Business Quarterly*, Summer: 49-59.

**BOOKS**

Manktelow, J. and J.M. Birkinshaw. 2018. Mindtools for Managers: 100 Ways to Make You a Great Boss. Wiley US.

Birkinshaw, J.M. and J. Ridderstrale. 2017. *Fast/Forward: Make your Company Fit for the Future*. Stanford University Press*.*

Birkinshaw, J.M. and K. Mark. 2015. *Key MBA Models*. Pearson.

Birkinshaw, J.M. 2013. *Becoming a Better Boss: Why Good Management is So Difficult.* Jossey-Bass.

Birkinshaw, J.M. 2010. *Reinventing Management: Smarter Choices for Getting Work Done.*  Jossey-Bass.

Mol, M. and J.M. Birkinshaw. 2008. *Giant Steps in Management*. FT Prentice Hall.

Birkinshaw, J.M. and G. Piramal. 2005. *Sumantra Ghoshal on Management: A Force for Good*. FT Prentice Hall.

Birkinshaw, J.M. 2004. *Readings in Strategic Management*. Cheltenham: Edward Elgar.

Bartlett, C.A., S. Ghoshal and J.M. Birkinshaw. 2003. *Transnational Management* (4th edition), McGraw Hill.

Birkinshaw, J.M., S. Ghoshal, C. Markides, J. Stopford and G. Yip. 2003. *The Future of the Global Company*. J. Wiley.

Buckland, W.L., A. Hatcher and J.M. Birkinshaw. 2003. *Inventuring: Why Big Companies Must Think Small.* McGraw Hill.

Birkinshaw, J.M. and S. Crainer. 2002. *Leadership the Sven Goran Eriksson Way*. London: Capstone. Also published in Sweden as *Svennis: Fran Lederskap till Masterskap*, Bookhouse Publishing.

Birkinshaw, J.M. 2000. *Entrepreneurship in the Global Firm*. London: Sage.

Birkinshaw, J.M. and P. Hagström. 2000. *Capability Management in Network Organizations*. Oxford: Oxford University Press.

Birkinshaw, J.M. and N. Hood. 1998. *Multinational corporate evolution and subsidiary development.* Oxford: MacMillan.

**BOOK CHAPTERS**

Mol, M.J., N. Foss and J.M.Birkinshaw. 2018. The system of management ideas: origins, microfoundations and dynamics. Oxford Handbook of management ideas. David Strang (ed).

Zimmerman, A. and J.M.Birkinshaw. 2015. Reconciling Capabilities and Ambidexterity Theories: A Multi-Level Perspective. In Oxford Handbook on Dynamic Capabilities. Forthcoming.

Birkinshaw, J.M. and S. Ansari. 2014. Understanding Management Models: Going beyond what and why, to how work gets done in organizations. Pages 85-103. In T. Saebi and N. Foss, *Business Model Innovation: The Organizational Dimension*, Oxford University Press.

Birkinshaw, J.M. 2014. Subsidiary initiative in the modern multinational corporation. In J. Boddewyn. *International Business Essays by AIB Fellows*.

Birkinshaw, J.M. and S. Prasantham. 2012. Subsidiary Initiatives. In A. Verbeke & H. Merchant, *International Business handbook*.

Bouquet, C. and J.M.Birkinshaw. 2009. The dynamics of attention markets in MNEs. In *Managing Subsidiary Dynamics* by J. Cheng, E.Maitland, S. Nicholas. Emerald Publishing.

Birkinshaw, J.M. 2005. Brains Matter: The Global Market for Highly-Skilled Workers. In *Whats Next? Trends in Foreign Direct Investment*, published by the Invest in Sweden Agency.

Birkinshaw, J.M. 2004. Entrepreneurial mindset in Multinational Corporations. Pages 775-792, S. Chowdhury (ed.) *Next Generation Business Handbook*. Wiley.

Toulan, O., D. Arnold and J.M. Birkinshaw. 2004. Managing Global Customers. Pages 630-644, S. Chowdhury (ed.) *Next Generation Business Handbook*. Wiley.

Birkinshaw, J.M. 2004. Making sense of the Metanational. In J. Cheng and M. Hitt (eds) *Advances in International Management*, 16: 31-42. Elsevier Press.

Arvidsson, N. and J.M. Birkinshaw. 2004. Identifying Leading-edge Market Knowledge in Multinational Corporations. In T. Pedersen and V. Mahne (eds), *Knowledge flows, Governance and the Multinational Enterprise*. Palgrave MacMillan.

Birkinshaw, J.M. 2003. Future directions in international business research: The MNC, subsidiary and host country agendas. In N. Hood (ed), *The Multinational Subsidiary: Management, Economic Development and Public Policy*, Palgrave Macmillan.

Birkinshaw, J.M. 2004. Publishing Qualitative Research. In. R. Marschan-Piekkari and C. Welch (eds) (2004) *Handbook of Qualitative Research Methods for International Business*, Cheltenham, UK and Northhampton, MA: Edward Elgar.

Birkinshaw, J.M. and J. DiStefano. 2004. Global account management: New structures, new tasks. Pages 322-341. In *The Handbook of Global Management* by H. Lane, M. Maznevski, M. Mendenhall and J. McNett. Blackwell.

Birkinshaw, J.M. 2004. External sourcing of knowledge in the international firm. Pages 289-300. In *The Handbook of Global Management* by H. Lane, M. Maznevski, M. Mendenhall and J. McNett. Blackwell.

Birkinshaw, J.M. and S. Terjesen. 2003. The customer-focused multinational: Revisiting the Stopford and Wells model in an era of global customers. In J.M. Birkinshaw et al, *The Future of the Global Company*.

Birkinshaw, J.M. 2001 Strategy and management in MNE Subsidiaries. In *Oxford Handbook of International Business* by A. Rugman and T. Brewer (eds). Oxford University Press.

Birkinshaw, J.M. and O.Solvell. 2000. Multinational enterprise and the knowledge economy: Leveraging global practises. In J.H. Dunning (ed) *Multinational Enterprises and the knowledge economy*. Oxford: OUP.

Birkinshaw, J.M. 2000. Network relationships inside and outside the firm, and the development of capabilities. In J.M.Birkinshaw and P. Hagstrom (eds), *The Flexible Firm: Capability Management in Network Organizations*. Oxford: OUP Press.

Birkinshaw, J.M., O. Toulan and D. Arnold. 2000. Global account management: Linking external demands with internal abilities. In J.M.Birkinshaw and P. Hagstrom (eds), *The Flexible Firm: Capability Management in Network Organizations*. Oxford: OUP Press.

Birkinshaw, J.M. and C. Fey. 2000. Building an internal market system: Insights from five R&D organizations. In J.M.Birkinshaw and P. Hagstrom (eds), *The Flexible Firm: Capability Management in Network Organizations*. Oxford: OUP Press.

Birkinshaw, J.M. 1999. Globalization and multinational corporate strategy: An internal market perspective. In N. Hood and S. Young (eds.) *The globalization of multinational enterprise activity and economic development.* London: Macmillan.

Ensign, S., J.M.Birkinshaw and T. Frost. 1999. R&D Centres of Excellence in Canada. In T.Pedersen and U. Holm (eds) *The emergence and impact of MNC centres of excellence*. London: Macmillan.

Birkinshaw, J.M. 1998. Foreign-owned subsidiaries and regional development: The case of Sweden. In Julian.M.Birkinshaw and Neil Hood (Eds.) *Multinational corporate evolution and subsidiary development*. London: MacMillan.

Birkinshaw, J.M. and N. Hood. 1997. The determinants of subsidiary mandates and subsidiary initiative: A three-country study. Forthcoming in R. Loveridge (Ed.), *Internationalization: Process, context and markets*. London: Macmillan.

Birkinshaw, J.M. 1994. Approaching Heterarchy: A review of the literature on Multinational Strategy and Structure. *Advances in Comparative Management, Research Annual,* Volume 9: 111-144.

In addition to the above, I have had more than 20 papers published in conference proceedings. I have published an MSI Working Paper (00-103), invited articles in *Thexis*, *Strategy* (magazine of the Strategic Planning Society), *Accountancy* magazine, *The Australian,* five articles in the *Financial Times Mastering Management* series, more than 20 articles in *Business Strategy Review,* more than 10 book reviews in *Management Today, Journal of International Business*  and *Thunderbird International Business Review*, and miscellaneous research reports for London Business School, Industry Canada and the Invest in Sweden Agency.

**OTHER WORK IN PROGRESS**

Birkinshaw, J.M., D. Ke and E. De Diego. The WeChat Way: Innovation lessons from China’s most successful software company. To be sent to *Harvard Business Review.*

Boppel, M., S. Kunisch and J.M. Birkinshaw. Corporate programs: Analysis of a major structural choice in strategy implementation. Under review with *Academy of Management Discoveries*.

Hill, S.A., Monteiro, Birkinshaw. In or Out. Attention allocation in dispersed teams in multinational organizations. Under review with *Journal of International Business Studies.*

Zimmerman, A., S. Hill and J.M. Birkinshaw. Complements or substitutes? Investigating the interplay among drivers of ambidexterity. Under review with *LRP.*

**TEACHING EXPERIENCE: MBA LEVEL**

Managing the Digital Organisation (elective), 2019-present.

Achieving Strategic Agility (elective), 2009-present

Developing Entrepreneurial Opportunities (core course), 2010-12, 2016.

Capstone (core course), 2011-12.

Strategy simulation for Executive MBAs, 2011-2013.

Strategic Management, World Economic Forum Fellows, 2009, 2010.

Adventures in Management Innovation (elective), London Business School, 2005-2006.

Strategy in an E-World (elective), London Business School, 2000-2003.

Management of the Knowledge Enterprise (elective), London Business School, 2001-2.

Corporate-level Strategy (elective), London Business School, 1999-2003.

Global Strategic Management (elective), London Business School, 1999.

International Business (elective), Stockholm School of Economics. 1995-1998.

Business Policy (core course), University of Toronto. 1994, 1995.

# TEACHING EXPERIENCE: EXECUTIVES

Innovating in the Digital World (SPOC), available through LBS, 2019-present.

Managing the Company of the Future (MOOC), available on Coursera, 2015-present.

Programme Director for Making Innovation Happen 2012-2017.

Programme Director for Rio Tinto Senior Leadership Programme 2004-2010.

Programme Director for Sara Lee Douwe Egberts Strategy Programme 2001-2003.

Academic Director for IBM Strategy programmes, 2011-2014.

Core member of faculty on London Business School executive programmes for many clients, including Arla, Arup, Deutsche Bank, Diageo, DTEK, Ericsson, Exxon Mobil, Fudan executive MBA, GBC, HSBC,IBM, If, Kone, KPMG, Lloyd’s, Lufthansa, Oman Oil, Petrofac, PWC, RBS, Rio Tinto, Roche, Sberbank, Spirent, Solvay, Swedbank, Telenor, Toshiba,WITS, WPP.

Core member of faculty on London Business School open-enrolment programmes, Delivering Strategy for Value Creation, 2006-present; Executing Strategy for Results, 2014-present; Accelerated Development Programme, 1999-2002.

Executive education and consulting work for private clients, including ABB, Akzo Nobel, Novo Nordisk, Ernst and Young, Tamro, Thyssen Krupp, Merck Frost Dohme, Coloplast, GSK, SAP, ABN AMRO, UBS, Guardian News and Media, ALK Abello, TrygVesta, Vestas, Ericsson, Assa Abloy, Mars, Pepsico, IPC Media, Rio Tinto, Direct Wines, Diageo, Robson Rhodes, Industry Canada, Conference Board of Canada, Bank of Montreal, Telenor, Invest in Sweden Agency, Novartis, Roche, Royal Bank of Canada, Bayer, Gulf Capital, Petrofac, Sberbank.

**TEACHING CASES WRITTEN**

Innovation and Agility at Tencent’s WeChat. 2019.

Engie GEM: Holacracy and organisational change. 2019.

ING and the Agile Transformation, 2017.

Sofar Sounds: Charting the next stage of growth. 2016.

Innovation at Unilever: The Foundry. 2016.

Innovation at Bayer: The WeSolve Programme. 2015

The Government Digital Service. 2014.

Costa Coffee (A and B).2013

Amazon.com.2013.

Korea Telecom. 2011.

ThomsonReuters – GRC. 2011, revised 2016.

The Rise and Fall of Nokia. 2011

Innovation at Mars Inc. 2009.

Building a global organisation at Irdeto. 2009.

Xansa (A and B) 2001.

Reuters Corporate Venturing, 2001.

Icon Medialab, 2001.

BT Brighstar, 2001.

Philips Corporate Venturing, 2001.

Spirent PLC, 2000.

Pink Elephant Professional Services Strategy, 2000.

Roslin BioMed, 2000.

Whitegoods Inc: Global Account Management, 1999.

Solero Corporation, 1999.

Omega Systems Corporation: Allocating R&D charters, 1998.

Electra Services Europe, 1998.

Pharma S.A., 1996.

Volkswagen in North America (A and B), 1996.

Atlantis Corporation, 1995.

Sandvik Saws and Tools, R.E. White and J.M. Birkinshaw.

Sandvik A.B., J.M. Birkinshaw, R. Teigland and R.White.

Wellington Insurance (A), J.M. Birkinshaw and M. Crossan.

Wellington Insurance (B), J.M.Birkinshaw and M. Crossan.

The G.E. Energy Management Initiative (A).

The G.E. Energy Management Initiative (B).

**CURRENT ADMINISTRATIVE RESPONSIBILITIES**

**Deputy Dean, Executive Education, 2018 – present**

I took on leadership of our executive education business (£45m revenues, 120 employees) in April 2018, following the abrupt departure of the prior incumbent. I am currently stabilising the operation, putting in place a new management team, and embarking on a strategic review.

**Head of Learning Innovation, London Business School, 2018 - present**

I took on leadership of this team (15 people) in January 2018, with responsibility for developing and commercialising digital materials across all our platforms.

**Director of the Institute of Innovation and Entrepreneurship, 2014 -present**

This is one of the School’s largest research institute, with £7 million funding over ten years. As director, I oversee the strategic priorities of the institute, including research and outreach; leading the relationship with funders (Deloitte, until recently); and managing the support team.

**PRIOR ADMINISTRATIVE RESPONSIBILITIES**

**Deputy Dean (Programmes), London Business School, 2007-2010, 2017-2018**

This role has overall responsibility for all masters-level degree programmes and career services at LBS (£80m revenues and 175 staff in 2018). I have done this job twice.

Major achievements the first time (2007-2010) were launching the Masters in Management, growing the EMBA in Dubai, launching the EMBA Global with Columbia and Hong Kong University, repositioning the Sloan Masters, and continuing to grow the MBA. We also made internal changes, including integrating three separate programme offices, and improving our internal processes through the QAA audit.

Major achievements the second time (2017-2018) were launching a new Masters in Analytics and Management, growing the MBA from five to six streams, increasing the ‘digital’ content of programmes, with six new elective courses and several online and blended offerings, and streamlining and simplification of the committee structure and academic policy board.

**Board member, LBS Governing Body, 2001-2004, 2007-2010, 2016-2018**

The School’s governing body provides formal oversight over the School’s activitiies. I have been a member of this board both *ex officio* and as an elected member of faculty.

**Chair of Strategy & Entrepreneurship Area, 2002-2006, 2010-2015**

This role involves leading a department of (currently) 45 people, including 16 full time faculty, nine adjunct, plus administrative support and PhD students. It is the largest department in LBS in terms of teaching activity. As Chair, I was also part of the School’s Management Board, its official decision-making body. I oversaw strategic reviews of the Area twice, in 2011 and 2005.

**Co-founder and Director of the Management Innovation Lab (MLab), 2006 – 2009.**

This was a unique partnership between LBS and several large corporations to “accelerate the evolution of management.” We raised £1.5 million from corporate partners.

**BOARDS**

**Board member, Society for Advancement of Management Studies, 2002-present**

This board overses the Journal of Management Studies and is responsible for spending the profits from the journal on research and associated activities that advance management studies in the UK.

**Board member, Strategic Management Society, 2017-present**

This is the largest and most prestigious society for the furthering of research and practice in strategic management, with around 3,000 members. I am an elected member of the board.

**Member of the Council, British Academy, 2018-present**

I am a Fellow of the British Academy. I also sit on the Council, i.e. the main board which oversees its activities, as an elected member, and I am on the Resources Committee and Audit Committee. From July 2019 I will be chair the Management and Business Studies Section.

**EDITORIAL AND SUPERVISORY WORK**

Guest editor for Journal of Management Studies special issue on Digital Strategy (2019)

Guest editor for Journal of International Business Studies special issues (2010, 2014)

Guest editor for Organization Science special issue on Ambidexterity (2009).

Guest editor for Research Policy special issue in honour of David Teece (2006).

Member of Editorial Board for Journal of International Business Studies, Journal of Management Studies, Strategic Management Journal, Long Range Planning, Strategic Organization, Sloan Management Review.

Ad Hoc reviewer for Administrative Science Quarterly, Academy of Management Journal, Academy of Management Review, Organization Science.

PhD Thesis advisor or committee member: Niklas Arvidsson (1999), Robin Teigland (2003), Niels Billou (2005), Susan Hill (2008), Felipe Monteiro (2008), Tiemin Wang (2006), Jyoti Bachani (2006), Jenn Tae (2104), Maya Cara (2014), Kamini Gupta (2017).

PhD Thesis examiner: Thomas Kirchmaier (LSE), 2001; Jens Gammelgaard (Copenhagen), 2002; Brittany Jones (LBS), 2005, two others.

Judge for Barry Richman best doctoral thesis prize (2004-6) and Gunnar Hedlund prize (2002-2006).

Director of Research for International Management Division of the Academy of Management, 2005-7.

Track Chair at Academy of International Business conference, 2005 (Quebec City)

**PROFESSIONAL AFFILIATIONS**

Academy of Management

Academy of International Business

Strategic Management Society

**EARLIER WORK EXPERIENCE**

Member of the council of economic advisors, Invest in Sweden Agency, 1999 – 2006.

Business Analyst - ICI Chemicals & Polymers, Runcorn, England, 1990.

Systems Analyst - Price Waterhouse Consultants, Leeds, England, 1987 - 1989.

Proprietor - JMB Mapping, 1984 - 1987.

**ACTIVITIES AND INTERESTS**

Marathon running, Orienteering, Triathlon, skiing, piano.