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### Publications:

- Siedentopp, Jan (forthcoming 2009). **Path Dependence through Corporate Political Activity**. In Georg Schreyögg und Jörg Sydow (eds.): Hidden Dynamics of Path Dependency: Organizational and Institutional Path Processes. Palgrave. Together with Albrecht Söllner.
- Siedentopp, Jan (2008). **Public Affairs-Management von Großunternehmen: Markt- versus Nichtmarktstrategien** (Public Affairs Management of Large-scale Enterprises: Market versus Nonmarket Strategies). PhD Thesis at the School of Business & Economics of the Freie Universität Berlin. March 2008 (forthcoming first quarter 2009 at LIT publisher).

### Conference Papers:

- Siedentopp, Jan (2009). **Corporate Political Activity vs. Customer Satisfaction? The Relationship between Market and Non-market strategies**. Paper presented at the 4th International Conference on Business Market Management, March 18-20, 2009, Copenhagen, Denmark. Together with Albrecht Söllner.
- Siedentopp, Jan (2008). **Strategic Inertia through Corporate Political Activity: Consequences of a Path-Dependent Process**. Paper presented at the 2008 Annual Meeting of the Academy of Management (AOM), August 7-13, 2008, Anaheim, USA.
- Siedentopp, Jan (2008). **Trade-Off between Corporate Political Activities and Customer Orientation**. Paper presented at the 19th Annual Meeting of the International Association for Business and Society (IABS), June 26-29, 2008, Tampere, Finland.
- Siedentopp, Jan (2008). **Business Lobbying and Social Movements: The Rise of Voluntaristic Selfadvocacy in Germany**. Paper presented at 4th Workshop New Institutionalism in Organization Theory, April 3-4, 2008, University of Bergamo, Italy. Together with Markus Helfen.
- Siedentopp, Jan (2008). **Strategic inertia Through Corporate Political Activity: Consequences of a Path-Dependent process**. Paper presented at the 70th Annual Meeting of the German Academic Association for Business Research (VHB), May 15-17, 2008, Freie Universität Berlin.

- Siedentopp, Jan (2007). **Development and Measurement of Corporate Political Activity: Indications of a Path-Dependent Development.** In Ben Wempe and Jeanne M. Logsdon (Eds.), Proceedings of the 18th Annual Meeting of the International Association for Business and Society (IABS), May 31-June 3, 2007, Florence, Italy, pp. 406-411.
- Siedentopp, Jan (2007). **Trade-off between Corporate Political Activities and Customer Orientation: An Empirical Analysis.** Paper presented at the 2007 Annual Meeting of the Academy of Management (AOM), Professional Development Workshop "Pushing the Boundaries of Nonmarket Strategies", August 3-8, 2007, Philadelphia, USA.
- Siedentopp, Jan (2006). **The Relationship between Firms and Their Institutional Environment: Coevolution, Path Dependency and Breaking in the Case of Airbus Industrie.** Paper presented at the Annual Conference on Corporate Strategy 2006 (ACCS), Doctoral Consortium, May 19-20 2006, Berlin.
- Siedentopp, Jan (2006). **Path Dependence of Business-Government Relations.** Poster presented at the 25th Congress of the International Council of the Aeronautical Sciences (ICAS), 3.-8. September 2006, Hamburg, Germany.

#### **Working Papers and Research Studies:**

- Siedentopp, Jan (2007): **Public Affairs Management in Germany 2007: Development and Perspectives** (in German language including English Summary), Research Study of the Freie Universität Berlin and the European University Viadrina Frankfurt (Oder), Freie Universität Berlin.
-  Siedentopp, Jan (2007). **Public Affairs Management in Deutschland: Entwicklungen und Perspektiven.** (English Summary included). In: Berliner Reihe zum Marketing, Working Paper No. 3, Berlin: Marketing Department Freie Universität Berlin.