

My Publications

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Articles in Journals and Edited Books

Fundamental Issues in a Competence-based Theory of the Firm. In: Research in Competence-Based Management Vol. 4 (2009): Focused Issue on Fundamental Issues in Competence Theory Development', pp. 79-106. Together with Joerg Freiling, Martin Gersch, and Ron Sanchez.

On the Path towards a Competence-based Theory of the Firm. In: Organization Studies Vol. 29 (2008), Special Issue on "The Metamorphosis of the (Theory of) the Firm" (ed. Christos Pitelis, Margaret Peteraf, Maurizio Zollo), S. 1143-1164. Together with Joerg Freiling and Martin Gersch.

Alliances as a strategy in volatile environments - also for MBA business models? In: Rudy Martens, Aimée Heene, Ron Sanchez: Advances in Applied Business Strategy Vol 11 (2008): Competence-Building and Leveraging in Inter-Organizational Relations, S. 37-62. Together with Joerg Freiling, Martin Gersch, and Peter Weber.

Typical Stages in Industries' E-Transformation - Hints for Forecasting Future Entrepreneurial Challenges in Revenue Management. In: International Journal of Revenue Management Vol. 1 (2007), Iss. 3, pp. 276-292. Together with Martin Gersch.

Industry Transformation. Conceptual Considerations from an Evolutionary Perspective. In: Journal of Business Market Management, Vol. 1 (2007), Iss. 2, pp. 151-181. Together with Martin Gersch.

Interorganisationale Routinen – Entstehung, Implikationen sowie Möglichkeiten und Grenzen einer zielorientierten Gestaltung. In: Zeitschrift für Management (ZfM), Special Issue „Evolutionäre Prozesse und Emergenz in und zwischen Organisationen“. Together with Martin Gersch and Lauri Wessel. (accepted and forthcoming)

Empirische Herausforderungen (co-)evolutionärer Forschungskonzeptionen - Anstöße für eine Methodenreflexion im Rahmen der Kompetenzforschung. In: Jahrbuch Strategisches Kompetenz Management Vol. 3 (accepted and forthcoming 2009). Together with Martin Gersch and Joerg Freiling.

Das organisationale Ambiente als Kern einer kompetenztheoretischen Erklärung der Existenz von Unternehmungen. In: Jahrbuch Strategisches Kom-

petenz Management Vol. 2 (accepted and forthcoming 2009). Together with Joerg Freiling and Martin Gersch.

Unternehmenskooperation und Branchentransformation – eine Analyse aus coevolutorischer Perspektive. Wiesbaden: Gabler (2008).

Die Geschaefstssystementwicklung in der Vorgruendungsphase. In: Joerg Freiling; Tobias Kollmann (eds.): Entrepreneurial Marketing. Wiesbaden: Gabler (2008). Together with Martin Gersch.

Wertschoepfungstiefe und innovative Geschaeftsmodelle. Am Beispiel des Bankensektors. Saarbruecken: VDM Verlag (2007). Together with Martin Gersch.

Eine 'Competence-based Theory of the Firm' als marktprozess-theoretischer Ansatz - Erste disziplinaere Basisentscheidungen eines evolutorischen Forschungsprogramms. In: Georg Schreyoegg; Peter Conrad (eds.): Managementforschung Band 16: Management von Kompetenz, Gabler, Wiesbaden 2006, pp. 37-82. Together with Joerg Freiling and Martin Gersch.

Notwendige Basisentscheidungen auf dem Weg zu einer Competence-based Theory of the Firm. In: Christoph Burmann; Joerg Freiling; Michael Huelsmann (eds.): Neue Perspektiven des Strategischen Kompetenz-Managements, DUV, Wiesbaden 2006, pp. 3-34. Together with Joerg Freiling and Martin Gersch.

Entwicklungsstufen des E-Business. In: wisu - das wirtschaftsstudium, 33 (12/2004), pp. 1529-1534. Together with Martin Gersch.

Conference Papers / Working Papers

Organizational Project Capabilities: An Enhanced Model to Explain the Strategic Ambivalence of Routines in Inter-Organizational Project Settings. IR-NOP IX, Berlin (Germany), October 11-13, 2009, in Berlin. Together mit Lauri Wessel, Martin Gersch and Elke Schüßler.

Contributions of the concept of ambidexterity to explaining the management of organizational creativity. 13rd Asia Pacific in Organization Studies Conference, Monterrey (Mexico), from December 6-9, 2009. Together with Leonie Meroth, Lauri Wessel and Martin Gersch.

Was und wie die intraorganisationale Kompetenzforschung zur Erklärung von Ambidextrie auf interorganisationaler Ebene beiträgt.. 6. Symposium zum Strategischen Kompetenz-Management, Marburg (Germany), Sept. 23-25, 2009. Together with Lauri Wessel and Martin Gersch.

Strategic Opportunity or Trap: Can Corporate Political Activities (De)Escalate Commitments. 28th Annual International Conference of the Strategic Management Society (SMS), Washington DC (USA), October 11-14, 2009. Together with Jan Siedentopp and Martin Gersch.

Industry Transformation and its Microfoundations. Conceptual Contributions to How Industries Change. 2009 Annual Meeting der Academy of Man-

agement, Chicago, Illinois (U.S.A.), August 7-11, 2009. Together with Martin Gersch.

How Strong Ties and Repeated Projects Shape Creative Processes within the New Media Services Sector. 25th European Group for Organizational Studies (EGOS) Colloquium, Barcelona (Spain), July 2-4, 2009. Together mit Lauri Wessel, Martin Gersch and Elke Schüßler.

The Organizational Ambiente and the Very Nature of the Firm – Connecting Entrepreneurship and Competence Research. 28th Annual International Conference of the Strategic Management Society (SMS), Cologne, October 12-15, 2008. Together with Joerg Freiling and Martin Gersch.

Lobbying: Strategies to make a firm's competences generate value. 8th International Conference on Competence-Based Management, Copenhagen (Denmark), October 1-3, 2008. Together with Martin Gersch and Joerg Freiling.

The Coevolution of Alliances and Industries – How Industry Transformation Influences Alliance Formation and Vice Versa. 24th European Group for Organizational Studies (EGOS) Colloquium, Amsterdam (Netherlands), July 10-12, 2008. Together with Joerg Freiling and Martin Gersch.

Industry Transformation from a Co-evolutionary Perspective: How to Qualify and Measure the Transformation of Industries and their Architectures. European Academy of Management (EURAM) 2008 Annual Conference, Ljubljana and Bled (Slovenia), May 14-17, 2008. Together with Joerg Freiling and Martin Gersch.

Explaining Lobbying with the Competence-based Theory of the Firm, paper invited to the Strategic Management Society (SMS) 27th Annual International Conference, San Diego (USA), October 14-17, 2007. Together with Martin Gersch and Joerg Freiling.

Path Creation and Monitoring by Cooperative Alliances: The Entrepreneurial Management of Future Market Infrastructures, paper invited for presentation at the 23rd European Group for Organizational Studies (EGOS) Colloquium, Vienna (Austria), July 5-7, 2007. Together with Martin Gersch, Joerg Freiling, and Joerg Caumanns.

'Coopetition' in the Field of Management Education – Mastering Industry Transformation in Networks, paper invited for presentation at the 23rd European Group for Organizational Studies (EGOS) Colloquium, Vienna (Austria), July 5-7, 2007. Together with Peter Weber, Martin Gersch, and Joerg Freiling.

Entrepreneurship and the Ambiente Notion - Elements of a Competence-based Theory of the Firm, paper invited to the Strategic Management Society (SMS) Special Conference "New Frontiers in Entrepreneurship: Strategy Governance and Evolution", Catania (Italy), Mai 23-25, 2007. Together with Joerg Freiling and Martin Gersch.

Why Do Firms Ally in Dynamic Environments? - Empirical Findings From a Co-Evolutionary Perspective, paper invited for presentation at the European Academy of Management (EURAM) 2007 Annual Conference, Paris (France), May 16-19, 2007. Together with Martin Gersch and Joerg Freiling.

Das organisationale Ambiente als Kern einer kompetenztheoretischen Erklarung der Existenz von Unternehmungen, paper invited for presentation

at '5. Symposium zum Strategischen Kompetenz-Management', Friedrichshafen (Germany), Sept. 27-29, 2007. Together with Joerg Freiling and Martin Gersch.

Interaktive, qualitative Forschungsdesigns im Rahmen der empirischen Forschung zum Strategischen Kompetenzmanagement, paper invited for presentation at '5. Symposium zum Strategischen Kompetenz-Management', Friedrichshafen (Germany), Sept. 27-29, 2007. Together with Martin Gersch and Joerg Freiling.

Alliances as a Strategy in Volatile Environments - also for MBA Business Models?!, invited paper presentation at the International Symposium on the Competence Perspective in Management Education, Practice and Consulting, University of Stellenbosch Business School, Bellville/Cape Town (South Africa), December 1-3, 2006. Together with Joerg Freiling, Martin Gersch, and Peter Weber.

Industry Transformation. Business-to-Business Markets in Transition - Theory-based Conceptualization from an Evolutionary Perspective and First Empirical Findings, invited paper presentation at 1st International Conference on Business Market Management, Berlin (Germany), March 12-14, 2006. Together Martin Gersch.

Notwendige Basisentscheidungen auf dem Weg zu einer Competence-based Theory of the Firm, invited paper presentation at '4. Symposium zum Strategischen Kompetenz-Management', Bremen (Germany), Nov. 3/4, 2005. Together with Joerg Freiling and Martin Gersch.

Let's tackle some fundamental issues: Setting up a consistent competence-based theory of the firm, invited paper presentation at 7th International Conference on Competence-Based Management, Antwerp (Belgium), June 2, 2005. Together with Joerg Freiling and Martin Gersch.

Global Trading of Emission Rights as an Impulse for Economic Growth in Less and Least Developed Countries, 18th World Energy Congress, Universidad del Salvador, Buenos Aires (Argentina), Oct. 22, 2001.