

## Andrew V. Shipilov

The John H. Loudon Chaired Professor of International Management  
Professor of Strategy  
INSEAD

### Academic Employment

2016- present: Professor (Strategy), INSEAD Fontainebleau, France

2011-2016: Associate Professor (Strategy), INSEAD Fontainebleau, France

2005-2011: Assistant Professor (Strategy), INSEAD Fontainebleau, France

### Education

2000-2005: Joseph L. Rotman School of Management, University of Toronto, Toronto, Canada  
Ph.D.: Strategic Management and Organization Theory (Dissertation Committee: Joel Baum (chair), Terry Amburgey, Joanne Oxley, Tim Rowley, Brian Uzzi)

### Books

1. Greve, H., Rowley, T. and Shipilov, A. 2014. **The Network Advantage: How to Unlock Value from Your Alliances and Partnerships**. Wiley/Jossey-Bass (also translated in Russian). Book website: <http://networkadvantage.org/>
2. Kilduff, M. and A. Shipilov. 2011. *Sage Classics in Organizational Network Research* (Book Editors), SAGE

### Academic Journal Publications

1. Rawley, E., Godart, F. and A. Shipilov. Forthcoming. How and When do Conglomerates Influence the Creativity of their Subsidiaries? *Strategic Management Journal*.
2. Clement, J., A. Shipilov, Galunic, C. 2018. Brokerage as a Public Good: The Externalities of Network Hubs for Different Formal Roles in Creative Organizations. *Administrative Science Quarterly*.
3. Shipilov, A., Godart, F. and J. Clement. 2017. Which Boundaries? How Mobility Networks across Countries and Status Groups Affect the Creative Performance of Organizations. *Strategic Management Journal*. 38 (6)
4. Han, J. Y., Shipilov, A. and H. Greve. 2017. Unequal Bedfellows: Gender Role-based Differences in Multiplex Ties between Korean Business Groups. *Academy of Management Journal*. 60 (4)

5. Rowley, T., Shipilov, A. and Greve, H. 2017. Board reform versus profits: The impact of ratings on the adoption of governance practices. *Strategic Management Journal* 38 (4)
6. Godart, F., Maddux, W., Shipilov, A. and Galinsky, A. 2015. Fashion with a Foreign Flair: Professional Experiences Abroad Facilitate the Creative Innovations of Organizations. *Academy of Management Journal* 58(1).
  - Research summaries from this article were featured in the New York Times and the Wall Street Journal
7. Shipilov, A., Labianca, J., Kalnysh, V. and Kalnysh Y. 2014. Network-building Behavioral Tendencies, Range, and Promotion Speed. *Social Networks* 39.
8. Shipilov, A., Gulati, R., Kilduff, M., Li S., and Tsai, W. 2014. Editors' Introduction: Relational Pluralism Within and Between Organizations. *Academy of Management Journal (Special Research Forum)* 57(2).
9. Godart, F. Shipilov, A. and Claes, K. 2014. Making the Most of the Revolving Door: The Impact of Outward Personnel Mobility Networks on Organizational Creativity. *Organization Science* (25) 2.
10. Shipilov, A. and Li, S. 2012. The Missing Link: The Effect of Customers on the Formation of Relationships among Producers in the Multiplex Triads. *Organization Science Special Issue on the Genesis of Networks* (23) 2.
11. Shipilov, A. 2012. Strategic Multiplexity. *Strategic Organization* 10 (3).
12. Danis, W. and Shipilov, A. 2012. Knowledge Acquisition Strategies of Small and Medium-Sized Enterprises during Institutional Transition: Evidence from Hungary and Ukraine. *Thunderbird International Business Review* 54 (3).
13. Shipilov, A., Li, S.X. and Greve, H. 2011. The Prince and the Pauper: Search and Brokerage in the Initiation of Status-heterophilous Ties. *Organization Science* (22) 6.
14. Shipilov, A., H. Greve, and Rowley, T.J. 2010. When do Interlocks Matter? Institutional Logics and the Diffusion of Multiple Corporate Governance Practices. *Academy of Management Journal* 53 (4).
15. Shipilov, A. 2009. Firm Scope Experience, Historic Multimarket Contact with Partners, Centrality and the Relationship between Network Position and Performance. *Organization Science* 20 (1).
16. Shipilov, A. and Li, S. 2008. To Have a Cake and Eat it Too? Structural Holes' Influence on Market and Network Performance in Collaborative Networks. *Administrative Science Quarterly* 51(1).
17. Shipilov, A. 2006. Network Strategies and Performance of Canadian Investment Banks.

*Academy of Management Journal* 49 (3).

18. Shipilov, A., Rowley, T. and Aharonson, B. 2006. When do Networks Matter? A Study of Tie Formation and Decay *Advances in Strategic Management* (Baum J.A.C, Dobrev, S. and Arjen van Witteloostuijn eds), Volume 23 (June).
19. Shipilov, A. and Danis, W., 2006. TMG Social Capital, Strategic Choice and Firm Performance. *European Management Journal*, 24(1).
20. Baum, J.A.C., Rowley, T., Shipilov A., and Chuang, Y. 2005. Dancing with Strangers: Aspiration Performance and the Search for Underwriting Syndicate Partners. *Administrative Science Quarterly*, 50 (4).
21. Shipilov, A. 2005. Should you bank on your network? Relational and Positional Embeddedness in the Making of Financial Capital. *Strategic Organization* 3 (3).
22. Rowley, T.A., Baum, J.A.C., Rao, H., Greve, H. and Shipilov, A. 2005. Time to Break up: Social and Instrumental Antecedents of Firm Exits from Cliques. *Academy of Management Journal* 48 (3).
23. Rowley T., Baum, J.A.C., Shipilov, A., Rao, H. and Greve, H. 2004. Competing in Groups. *Journal of Managerial and Decision Economics*. Vol. 25 (6-7).
24. Baum, J.A., Rowley, T.J. and Shipilov, A.V., 2004. The Small World of Canadian Capital Markets: Statistical Mechanics of Investment Bank Syndicate Networks, 1952–1989. *Canadian Journal of Administrative Sciences/Revue Canadienne des Sciences de l'Administration*, 21(4).
25. Baum, J.A.C., Shipilov, A. and Rowley, T. 2003. Where do Small Worlds Come From? *Industrial and Corporate Change*, Vol 12 (4).
26. Danis, W. M., & Shipilov, A. V. 2002. A Comparison of Entrepreneurship Development in Two Post-communist Countries: The Cases of Hungary and Ukraine. *Journal of Developmental Entrepreneurship*, 7(1).

### Practitioner Journal Publications

1. Furr, N. and Shipilov, A. Forthcoming. Building the Right Ecosystem for Innovation. *MIT Sloan Management Review*.
2. Shipilov, A. and Godart, F. 2015. Luxury's Talent Factories: How companies like LVMH, Kering, and Richemont Groom Designers and Managers. *Harvard Business Review*. 93 (6) (also re-published in *HBR Russia*).
3. Greve, H., Rowley T. and Shipilov, A. 2013. How Partners Shape Strategy. *Harvard Business Review* June issue. Also reprinted in Russian in *Harvard Business Review-Russia*. 91 (6).

4. Shipilov, A. and Huy, Q. 2012. How to Catch Employees in Corporate Social Networks. *Harvard Business Review-Russia (in Russian)*.
5. Huy, Q. and Shipilov, A. 2012. The Key to Social Media Success within Organizations. *MIT Sloan Management Review* 51 (4).

### Honors and Awards

2014-2017: Winner (4 times) of the **Executive Education Outstanding Teaching Award**, INSEAD

2014: Winner of the **Emerging Scholar Award**, Strategic Management Society

2012: Winner of the **Best Paper Award**, Organizational Behavior Division, Academy of Management

2007: Winner of the **Best Paper Award**, Organization and Management Theory Division, Academy of Management

2004: Finalist for the INFORMS/Organization Science **Dissertation Proposal Competition**

### Academic On-line Publications

1. Shipilov, Andrew, Han JY and Clement J. 2014. **Organizational Networks**. In Oxford Bibliographies in Management. Ed. Ricky Griffin. New York: Oxford University Press.

### Book Chapters

1. Shipilov, A. and Li, S. 2014. Towards a Strategic Multiplexity Perspective on Inter-firm Networks. In **Research in the Sociology of Organizations**. Brass, D., Labianca, J., Mehra A., Halgin D. and Borgatti, S. (Eds). Emerald Publishing.
2. Conyon, M and Shipilov, A. 2012. Is there an Anglo-Saxon model? Historical and social network accounts of the differences in ownership and control in the UK, Canada and the U.S. In B. Kogut (ed.) *Small Worlds of Corporate Governance*. Cambridge: MIT Press.
  - i) Book reviewed in the *Administrative Science Quarterly*, Dec 2015
3. Baum, J.A.C. and Shipilov A. 2006. Ecological Approaches to Organizations. In *Sage Handbook for Organization Studies* (S. Clegg, C. Hardy, T. Laurence, W. North Eds.) Sage Publications.

### Virtual Special Issues

Shipilov, A. and I. Stern. 2015. Applications Virtual Special Issue: Practical Advice on How to Unlock Value from Your Alliances. *Strategic Management Journal*.

### Professional Service

Associate Editor Strategic Management Journal, Main Topical Area: Organizational Networks (Three Year Term starting in 2016)

Co-Chair for Ph.D. Student Paper Awards at the Strategic Management Society Conferences (Four Year Term starting in 2014)

Founder and organizer of INSEAD Network Evolution Conference (October, 2008; 2010; 2012; 2014; 2016). Fontainebleau, France

Panelist at the “Doctoral Consortium” Strategic Management Society Conference (October, 2015)

Panelist at the session “Making the Transition to Managerially Relevant Research Opportunities & Challenges” Sumantra Ghoshal Conference on Managerially Relevant Research, London May 31- June 1, 2015.

Panelist at the “Applied Research Methods in Network Analysis” workshop at the Israel Strategy Conference, Tel Aviv, March 9-11, 2014

Panelist at the “Doctoral Consortium” of the Organization and Management Theory Division and a symposium “New Research on the Frontiers of Creativity, Scientific Discovery and Innovation” of the Academy of Management Conference (August, 2013)

Research committee member of Business Policy and Strategy Division of the Academy of Management (2013)

Representative at Large, Cooperative Strategies Interest Group, Strategic Management Society, 2012

Member of Research Committee (BPS Division, Academy of Management): 2011, 2012

Member of Research Committee (OMT Division, Academy of Management): 2011, 2010, 2009

Panelist at the Professional Development Workshops “Doctoral Consortium (OMT/MOC Divisions), “Managing Your Dissertation (BPS division)”, “Advanced Social Networks Analysis (OMT Division)”, Academy of Management Annual Meeting (August, 2010, Montreal)

Organizer and Presenter at the Symposium “Beyond the Uni-dimensionality of Social Structure”, Academy of Management Annual Meeting (August, 2009, Chicago)

Panelist at the Professional Development Workshop “Advanced Social Networks Analysis”, Academy of Management Annual Meeting (August, 2009, Chicago)

Panelist at the OMT Division New Doctoral Student Consortium, Academy of Management Annual Meeting (August, 2009, Chicago)

### **Best Paper Proceedings/Competitions**

Godart, F., Maddux, W., Shipilov, A. and Galinsky, A. 2012. Flair for Fashion: Professional Experiences Abroad Facilitate Creativity. In *Best Papers Proceedings* of the Academy of Management Annual Conference, Boston, MA. **Winner of the Division Best Paper Award** from the Organizational Behavior division.

Shipilov, A., Li, S. and Hun, JY. 2012. Supplier Referrals and the Closure of Multiplex Triads. In ***Best Papers Proceedings*** of the Academy of Management Annual Conference, Boston, MA

Rowley, T., Shipilov, A. and Greve, H. 2012. Institutional Logics, Performance Feedback and the Adoption of Corporate Governance Practices. In ***Best Papers Proceedings*** of the Academy of Management Annual Conference, Boston, MA

Shipilov, A. Li, Stan X. and Baum, J.A.C. 2011. A Matching Theory of Embedded Interfirm Tie Formation. In ***Best Papers Proceedings*** of the Academy of Management Annual Conference, San Antonio Texas

Shipilov, A. and Li S. 2008. Transferrability of Partnering Experiences Across Networks. ***In Best Papers Proceedings*** of Academy of Management Annual Conference, Anaheim California

Shipilov, A., Labianca, J., Kalnysh, V. and Kalnysh Y. 2007. Networking Behaviors and Social Capital of Ukrainian Government Officials. In ***Best Papers Proceedings*** of Academy of Management Annual Conference, Philadelphia. **Winner of the Best Paper Award** from the Organization and Management Theory Division

Shipilov, A. 2004. Bringing the Firm Back In: Firm Characteristics and the Relationship between Network Position and Performance. Finalist at the INFORMS Dissertation Proposal Competition, Wharton School, University of Pennsylvania

Baum, J.A.C., Rowley, T., Shipilov, A., Chuang, Y. 2004. Dancing with Strangers: Aspiration Performance and the Search for Underwriting Syndicate Partners. In ***Best Papers Proceedings*** of Academy of Management Annual Conference, New Orleans

### **Editorial Boards/Reviewing**

2017-present

Associate Editor-Strategic Management Journal

Prior to 2017-

Editorial Board member of Strategic Management Journal and Strategic Organization

Ad Hoc Reviewer: Administrative Science Quarterly, Organization Science, Management Science, Journal of Management Studies, Academy of Management Journal

### **Teaching Materials Development (INSEAD cases)**

1. How Does Digital Transformation Happen? The Mastercard Case (with Nathan Furr and Antione Duvauchelle)

2. LVMH: The Rise of Talentism (with Frederic Godart and Nancy Leung; teaching note co-authored with Brian Henry)
3. Tupperware Nordic: Challenges to the Business Model in Web 2.0 Era (With Christian Nill and Sourabh Pagaria; teaching note co-authored with Julien Clement)
4. How to Recognize a Value Innovation for Your Blue Ocean Strategy ?
5. GM's Asian Alliances: Fifteen Years After

## **Teaching Experience**

2007-present

Directing Executive Education Programs (INSEAD):  
Business Kolding, Blue Ocean Strategy Open Enrollment Program

2006-present

Teaching in Executive Education Programs (INSEAD):  
Blue Ocean Strategy Open Enrollment Program, Business Kolding, Management Acceleration Program, Macquarie Masters in Investment Banking, Achieving Outstanding Performance, Managing Young Global Enterprises, variety of company specific programs (Bayer Animal Health, IBM, Price Waterhouse Coopers, etc.), Managing Partnerships and Strategic Alliances, Sberbank-500.

2006-2007

Required MBA course "Strategic Management" (MBA Program, INSEAD)

Winter 2006

MBA elective course "Strategic Alliances" (MBA Program, INSEAD)

Fall 2004

"Introduction to International Business" (Bachelor of Commerce Program at the Rotman School of Management, University of Toronto)

Winter 2004

"New Ideas in International Management" (Executive Education Program at the Rotman School of Management, University of Toronto)

Fall 2003

"Introduction to International Business" (Bachelor of Commerce Program at the Rotman School of Management, University of Toronto)