

# Linus Dahlander

## Address

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## Current employment

Professor, May 2019–present

Director of Research, September 2019–present

Lufthansa Group Chair in Innovation, May 2018–present

ESMT European School of Management and Technology, Berlin, Germany.

Part-time Research Professor

University of Bath, April 2020-present.

Visiting Professor, November 2017–present

Aarhus School of Business and Social Sciences (BSS), Aarhus University, Denmark.

Associate Professor with tenure, April 2015–May 2019

KPMG Chair in Innovation, October 2013–September 2016

Associate Professor, January 2013–March 2015

Assistant Professor, 2011–2012

ESMT European School of Management and Technology, Berlin, Germany.

## Education

PhD, Chalmers University of Technology, Gothenburg, Sweden, 2006.

BSc and MSc, Gothenburg School of Economics, Gothenburg, Sweden, 2002.

## Past employment

Post Doc, Stanford University, Stanford, California, USA, 2008–2010.

Assistant Professor and Advanced Institute of Management Research Fellow, Innovation and Entrepreneurship Group, Imperial College Business School, Imperial College London, London, UK, 2006–2008.

Visiting Scholar, Stanford University, Stanford, California, USA, 2004-2005.

## Corporate teaching and consulting experience

Consultancy, workshops, teaching and key note speeches on digitalization, innovation and entrepreneurship for startups, multinationals as well as government organizations. 2012-present.

Statistical and network consultant: Consultancy on statistical analysis and network analysis, 2008–2010.

Chalmers Advanced Management Programs, Sweden: I contributed to executive management education in innovation and technology management.

VCW, Sweden (subsidiary to NordNet): I worked for one of the largest websites in Sweden that provides information about the stock market. I was the webmaster and responsible for some projects related to the development of the platform, 2000–2001.

## **Affiliations and memberships**

Academy of Management (TIM, OMT and Entrepreneurship divisions).

European Group of Organization Studies (EGOS).

## **Honors, awards, and grants**

### **Teaching honors**

Named one of the 40 Most Outstanding MBA Professors Under 40, Poets & Quants, March 2017.

President's honor roll for teaching excellence in EMBA: 2019, 2018, 2017, 2015

President's honor roll for teaching excellence in MBA: 2019, 2017, 2016, 2013, 2011

President's honor roll for teaching excellence in Masters in Management: 2020 – twice, 2019 – twice, 2018, 2017, 2016

### **Research awards and honors**

AMJ Best Paper finalist, 2019.

Best-Paper-Award "Innovation Management" 2018, EBS Universität für Wirtschaft und Recht.

Best-Paper-Award "Innovation Management" 2016, EBS Universität für Wirtschaft und Recht.

Highly Cited Researcher, Web of Knowledge.

Jürgen Hauschildt Award of the Technology, Innovation and Entrepreneurship section of the VHB - German Academic Association for Business Research for the best research publication in innovation management, 2016.

TUM Research Excellence Award of the Peter Pribilla Foundation for outstanding research in Innovation and leadership, 2016.

Darmstadt Innovation Research Best Paper Award, 2015.

PhD thesis award from Institute for Management of Innovation and Technology, 2006.

MSc thesis award from Accenture, 2002.

Member of Nova 100: Network for Sweden's most talented students and young professionals, 2002–present.

### **Grants**

EY grant, 2020.

EY grant, 2019.

Peter Curtius grant, 2019.

DFG grant, 2018.

Innovation Growth Lab (IGL) grant from Nesta, 2016.

Peter Curtius grant, 2016.

Peter Curtius grant, 2011.

Dr Markus Wallenberg grant, 2010.

Scancor postdoctoral fellowship, chosen as the Swedish recipient of a two-year fellowship at Stanford University, Stanford, California, USA, 2008–2010.

Sweden-American foundation grant, 2009.

I contributed to winning the UK Innovation Research Centre at Imperial College London and Cambridge University, UK, 2008.

Wallander grant from Handelsbanken, 2006.

Ernst Gerber grant, 2005.

Dr Markus Wallenberg grant, 2004.

## Editorial services

### Editorship:

Associate Editor, Academy of Management Journal, 2013-2016.

### Editorial board:

Academy of Management Journal, 2011-2019.

### Ad hoc reviewing

**Journals:** Academy of Management Journal, Administrative Science Quarterly, American Sociological Review, Economics of Innovation and New Technology, European Management Review, Industry and Innovation, International Journal of Technology Management, Long Range Planning, Management Science, Organization Science, Organisation Studies, Production and Operations Management, Research Policy, and Strategic Management Journal among others.

**Conferences:** Academy of Management, EURAM, DRUID, Strategic Management Society

**Funding agencies:** National Science Foundation, and Swiss National Science Foundation

## Research resources and impact

Please email me if you need copies of my papers and they are behind a paywall. Several papers are open access. These links are also useful in finding out information about my research.

**Orcid:** <https://orcid.org/0000-0003-3527-7440>

**Google Scholar:** <https://scholar.google.se/citations?user=vUN2e88AAAAJ&hl=sv&oi=ao>

**ResearchGate:** [https://www.researchgate.net/profile/Linus\\_Dahlander](https://www.researchgate.net/profile/Linus_Dahlander)

**Scopus:** <https://www.scopus.com/authid/detail.uri?authorId=11941014300>

## Journal publications

Dahlander, L., D. M. Gann, and M. W. Wallin. (*Forthcoming*). How open is innovation? A retrospective and ideas forward. *Research Policy*

Criscuolo, P., L. Dahlander, T. Grohsjean, and A. Salter (*Forthcoming*). The sequence effect on the selection of R&D projects in panel decision-making. *Organization Science*.

Dahlander, L. and H. Piezunka. (2020). Why crowdsourcing fails. *Journal of Organization Design* 9, 24.

Choudhury, Prithwiraj., Kevin Crowston, Linus Dahlander, Marco S. Minervini, and Sumita Raghuram (2020). GitLab: Work where you want, when you want. *Journal of Organization Design* 9 (23).

Dahlander, L., L. B. Jeppesen, and H. Piezunka. (2019). How organizations manage crowds: Define, broadcast, attract and select. *Research in the Sociology of Organization* 64: 239–270.

Piezunka, H., and L. Dahlander (2019). Idea rejected, tie formed: Organizations' feedback on crowdsourced ideas. *Academy of Management Journal* 62 (2): 503–530.

- Best-Paper-Award in Innovation Management awarded by European Business School.
- AMJ Best Paper finalist (top 3 of all papers published in *AMJ* in 2019)

Biancani, S., L. Dahlander, D. A. McFarland, and S. Smith (2018). Superstars in the making? The broad effects of interdisciplinary centers. *Research Policy* 47 (3): 543–557.

Bogers, M., A.-K. Zobel, A. Afuah, E. Almirall, S. Brunswicker, L. Dahlander, L. Frederiksen, A. Gawer, M. Gruber, S. Haefliger, J. Hagedoorn, D. Hilgers, K. Laursen, M. Magnusson, A. Majchrzak, I. McCarthy, K. Moeslein, S. Nambisan, F. Piller, A. Radziwon, C. Rossi Lamastra, J. Sims, and A. Ter Wal (2017). The open innovation research landscape: Established perspectives and emerging themes across different levels of analysis. *Industry and Innovation* 24(1): 8–40.

- Highly cited paper according to Web of Science (top 1% of papers by discipline and vintage)

Criscuolo, P., L. Dahlander, T. Grohsjean, and A. Salter (2017). Evaluating novelty: The role of panels in the selection of R&D projects. *Academy of Management Journal* 60(2): 433–460.

- Jürgen Hauschildt Award of the Technology, Innovation and Entrepreneurship section of the VHB - German Academic Association for Business Research for the best research publication in innovation management
- Best-Paper-Award in Innovation Management awarded by European Business School.
- Highly cited paper according to Web of Science (top 1% of papers by discipline and vintage)

Dahlander, L., S. O'Mahony, and D. Gann (2016). One foot in, one foot out: How does individuals' external search breadth affect innovation outcomes? *Strategic Management Journal* 37(2): 280–302.

Piezunka, H., and L. Dahlander (2015). Distant search, narrow attention: How crowding alters organizations' filtering of suggestions in crowdsourcing. *Academy of Management Journal* 58(3): 856–880.

- Highly cited paper according to Web of Science (top 1% of papers by discipline and vintage)
- Darmstadt Innovation Research Best Paper Award

Rawlings, C., D.A. McFarland, L. Dahlander, and D. Wang (2015). Streams of thought: Knowledge flows and intellectual cohesion in a multidisciplinary era. *Social Forces* 93(4): 1687–1722.

Biancani, S., D. McFarland, and L. Dahlander (2014). The semiformal organization. *Organization Science* 25(5): 1306–1324.

Dahlander, L., and H. Piezunka (2014). Open to suggestions: How organizations elicit suggestions through proactive and reactive attention. *Research Policy* 43(5): 812–827.

Autio, E., L. Dahlander, and L. Frederiksen (2013). Information exposure, opportunity evaluation and entrepreneurial action: An investigation of an online user community. *Academy of Management Journal* 56(5): 1348–1371.

Vural, O., L. Dahlander, and G. George. (2013). Collaborative benefits and coordination costs: Learning and capability development in science. *Strategic Entrepreneurship Journal* 7(2): 122–137.

Dahlander, L. and D.A. McFarland. (2013). Ties that last: Tie formation and persistence in research collaborations over time. *Administrative Science Quarterly* 58(1):69-110.

Dahlander, L. and L. Frederiksen (2012). The core and cosmopolitans: A relational view of innovation in user communities. *Organization Science* 23(4): 988-1007.

Dahlander, L. and S. O'Mahony (2011). Progressing to the center: Coordinating project work. *Organization Science* 22(4): 961–979.

Dahlander, L. and D. Gann (2010). How open is innovation? *Research Policy* 39(6): 699–709.

- Highly cited paper according to Web of Science (top 1% of papers by discipline and vintage)
- Most downloaded paper in RP published after 2010
- Most cited paper in RP published after 2010

Dahlander, L. and M. Magnusson (2008). How do firms make use of communities? *Long Range Planning* 41: 629–649.

Dahlander, L., L. Frederiksen, and F. Rullani (2008). Editorial: Online communities and open innovation. *Industry and Innovation* 15(2): 115–123.

- Special issue reprinted as a book: Online communities and open innovation: Governance and symbolic value creation. London: Routledge.

Dahlander, L. (2007). Penguin in a new suit: A tale of how de novo entrants emerged to harness free and open source software communities. *Industrial and Corporate Change* 16(5): 913–943.

Brink, J., L. Dahlander, and M. McKelvey (2007). Developing capabilities: An analysis of biotechnology in two regions in Australia and Sweden. *European Planning Studies* 15: 727–751.

Dahlander, L. and M. W. Wallin (2006). A man on the inside: Unlocking communities as complementary assets. *Research Policy* 35(8): 1243–1259.

Dahlander, L. and M. Magnusson (2005). Relationships between open source software companies and communities: Observations from nordic firms. *Research Policy* 34(4): 481–493.

Dahlander, L. and M. McKelvey (2005). Who's not developing open source software? Non-users, users, and developers. *Economics of Innovation and New Technology* 14(7): 617–635.

Dahlander, L. (2005). Appropriation and appropriability in open source software. *International Journal of Innovation Management* 9(3): 259–285.

Dahlander, L. and M. McKelvey (2005). The occurrence and spatial distribution of collaboration: Biotech firms in Gothenburg, Sweden. *Technology Analysis and Strategic Management* 17(4): 409–431.

### **Managerial publications**

Dahlander, L., and M. Wallin (2020). Die Chance für Open Innovation [The opportunity for open innovation]. *Harvard Business Manager*.

Dahlander, L., and M. Wallin (2020). Why Now Is the Time for “Open Innovation”. *Harvard Business Review*. Digital article.

Dahlander, L., and H. Piezunka (2020). Strategies for leveraging crowds. *NIM Marketing Intelligence Review* 12(1).

Dahlander, L., and M. Wallin (2018). The barriers to recruiting and employing digital talent. *Harvard Business Review*. Digital article.

Dahlander, L., and S. O'Mahony (2017). A study shows how to find new ideas inside and outside the company. *Harvard Business Review*. Digital article.

Criscuolo, P., L. Dahlander, T. Grohsjean, and A. Salter (2017). The biases that keep good R&D projects from getting funded and how to overcome them. *Harvard Business Review*. Digital article.

Dahlander, L., and H. Piezunka (2017). Why some crowdsourcing efforts work and others don't. *Harvard Business Review*. Digital article.

Dahlander, L. and H. Piezunka (2013). Geben und nehmen [Give and take]. *Harvard Business Manager* 10: 12–13.

### **Editorials**

George, G. L. Dahlander, S. Graffin, and S. Sim (2016). From the Editors: Reputation and Status: Expanding the role of social evaluations in management research. *Academy of Management Journal* 59(1): 1–13.

van Knippenberg, D., L. Dahlander, M. Haas, and G. George (2015). From the Editors: Information, attention, and decision making. *Academy of Management Journal* 58(3): 649–657.

### **Book chapters**

Alexy, O. and L. Dahlander (2013). Managing open innovation. In *The Oxford handbook of innovation management*, ed. Mark Dodgson, David M. Gann, Nelson Phillips, 442–461. Oxford: Oxford University Press.

### **Reports**

L. Dahlander, D. Gann, and G. George (2012). Taxonomy-analytical study for the project on open collaborative projects and IP-based models (recommendation 36). Report prepared for the Committee on Development and Intellectual Property (CDIP) of the World Intellectual Property Organization (WIPO), CDIP/8/INF/7 REV.

### **Conference proceedings**

Piezunka, H. and L. Dahlander (2015). Benevolent rejections: How organizations foster engagement and effectiveness in the external search for innovation. *Academy of Management Best Paper Proceedings*. (top 10% of papers).

Dahlander, L., S. O'Mahony, and D. Gann (2014). One foot in, one foot out: How individual search behavior affects innovation outcomes. *Academy of Management Best Paper Proceedings*. (top 10% of papers).

Dahlander, L., P. Criscuolo, and A. Salter (2009). Outside in, inside out: The impact of knowledge heterogeneity, intra- and extra- organizational ties on innovative status. *Academy of Management Best Paper Proceedings*. (top 10% of papers).

Dahlander, L. (2007). In the club: Human and social capital of leaders in free and open source software communities. Academy of Management Best Paper Proceedings. (top 10% of papers).

## **Teaching experience at business schools and universities**

### **2011–present**

ESMT Berlin:

Courses on innovation and entrepreneurship, MBA, EMBA and executive education programs

ESMT Berlin/Berlin Doctoral Program on Economics and Management Science:

Course on social and economic analysis of network.

### **2006–2008:**

Imperial College London:

Courses on innovation, undergraduates

Applied statistics, doctoral students

### **2003–2005:**

Chalmers University of Technology:

Innovation and strategy

## **Selected presentations in recent years**

### **2020**

Stockholm School of Economics and Imperial College Online Conference on sport data (online)

Organization Science special issue conference on experiments (online)

Organizational Design conference (online)

Duke University field experiment workshop.

University of Bath.

University of Warwick.

### **2019**

TU Berlin

University of Zurich

### **2018**

University of St. Gallen

Academy of Management Conference

Aarhus School of Business and Social Sciences

University College London

Singapore Management University

INSEAD

TU Berlin

Erasmus University

### **2017**

University of Bath

Technical University of Hamburg

Stockholm School of Economics

### **2016**

Stockholm School of Economics

Boston University

INSEAD

Harvard Business School

Vienna University of Economics and Business

Technical University Munich

Universität St. Gallen

## **2015**

Potsdam University keynote  
Academy of Management Conference  
Chalmers University of Technology  
Universität St. Gallen  
Bocconi University  
Vinnova Conference Stockholm  
Imperial College Business School  
Linköping University

## **2014**

INSEAD  
London Business School Sumantra Ghoshal conference  
University of Hamburg THIS conference  
Academy of Management annual conference

## **2013**

London Business School  
Cass Business School  
Aalborg University  
Ludwig-Maximilians-Universität München  
Tilburg University

## **2012**

Politecnico di Bari  
Ludwig-Maximilians-Universität München  
ETH Zurich  
Academy of Management conference  
London Business School Sumantra Ghoshal conference

## **2011**

World Intellectual Property Organization  
Stockholm School of Economics  
Academy of Management conference,  
Aarhus School of Business  
Imperial College Business School  
Turino workshop

## **2010**

Stanford University  
Gothenburg School of Economics  
Chalmers University of Technology  
Science of Team Science Conference

## **2009**

Stanford University  
Sunbelt conference  
Academy of Management conference

## **Conference organization**

Co-organizer (with Lars Frederiksen and Francesco Rullani) of the track Managing Open Innovation through Online Communities at the EURAM conference 2007 in Paris, France. This resulted in a special issue in *Industry & Innovation*.

Co-organizer (with Paola Criscuolo and Ammon Salter) of a workshop on Knowledge Exchange and Networks in November 2006 at Imperial College Business School, London, UK.

## **Languages**

English: fluent, Swedish: mother tongue, and German: basics.