

October 2003

## **John Manuel de Figueiredo**

Sloan School of Management E52-546  
Massachusetts Institute of Technology  
50 Memorial Drive  
Cambridge, MA 02142-1347

Tel: 617-258-7253  
Fax: 617-253-2660  
Email: [jdefig@mit.edu](mailto:jdefig@mit.edu)  
<http://web.mit.edu/jdefig/www>

**Born:** Houston, Texas, 1966 (US Citizen)

### **Education**

Ph.D., Business Administration	University of California, Berkeley	1997
Thesis: "The Politics of the Court and the Strategy of the Firm"		
Committee Chair: Oliver E. Williamson		
M.Sc., Economics	London School of Economics	1989
A.B. ( <i>magna cum laude</i> ), Economics	Harvard University	1988

### **Main Academic Appointment**

Massachusetts Institute of Technology, Sloan School of Management	
Associate Professor of Strategic Management	2003 to present
Assistant Professor of Strategic Management	1997 to 2003

### **Academic Affiliations and Visiting Positions**

Harvard Law School	2002 to present
John M. Olin Visiting Senior Fellow in Law and Economics	
National Bureau of Economic Research, Faculty Research Fellow	1999 to present

### **Private Sector Employment**

Monitor Company	Consultant	1989-1992
-----------------	------------	-----------

## Refereed Papers

Ansolabehere, Stephen D., John M. de Figueiredo, and James M. Snyder (2003). "Why Is There So Little Money in U.S. Politics?" Journal of Economic Perspectives 17(1) 105-130.

de Figueiredo, John M., and Rui J. de Figueiredo, Jr. (2002). "The Allocation of Resources by Interest Groups: Lobbying, Litigation, and Administrative Regulation," Business and Politics 4(2): 161-181.

de Figueiredo, John M., and Rui J. de Figueiredo, Jr. (2002). Managerial Decision-Making in Nonmarket Environments: A Survey Experiment," Advances in Strategic Management, pp. 67-96.

de Figueiredo, John M., and Emerson H. Tiller (2001). "The Structure and Conduct of Lobbying: An Empirical Analysis of Corporate Lobbying at the Federal Communications Commission," Journal of Economics and Management Strategy 10(1): 91-122.

de Figueiredo, John M., Gerry Gryski, Emerson Tiller, and Gary Zuk (2000). "Congress and the Political Expansion of the U.S. District Courts," American Law and Economics Review, 2(1): 107-125.

de Figueiredo, John M. (2000). "Finding Sustainable Profitability in Electronic Commerce," Sloan Management Review, 41(4): 41-52.

- Reprinted in eds. Erik Brynjolfsson and Glen Urban. Strategies for Success in E-Business. (Josey Bass: New York), 2002.

de Figueiredo, John M. (2000). "Litigating Regulation: Corporate Strategy in Telecommunications," Best Paper Proceedings of the Academy of Management 2000.

de Figueiredo, John M., and Emerson H. Tiller (1996). "Congressional Control of the Courts: A Theoretical and Empirical Analysis of Expansion of the Federal Judiciary," Journal of Law and Economics 39(2): 435-462.

de Figueiredo, John M., and David J. Teece (1996). "Mitigating Procurement Hazards in the Context of Innovation," Industrial and Corporate Change 5(2): 537-559.

- Reprinted in eds. Glenn Carroll and David Teece, Firms, Markets and Organizations, (Oxford University Press: Oxford), 1999.

## Book Chapters

Teece, David J., Janet E. Bercovitz, and John M. de Figueiredo (2001). "Decision Making Processes and the Rate and Direction of Innovation," Managing Intellectual Capital (Oxford University Press: Oxford), pp. 69-87.

Bercovitz, Janet E., John M. de Figueiredo, and David J. Teece (1997). "Firm Capabilities and Managerial Decision-Making: A Theory of Innovation Biases," in R. Garud, P. Nayaar, and Z. Shapira,(eds.), Technological Innovation: Oversights and Foresights (Cambridge, UK: Cambridge University Press), pp. 233-259.

- Reprinted in Teece, David (editor), Strategy, Technology, and Public Policy (Edward Elgar: New York), 1998.

## **Invited Introduction to a Special Issue of Journal**

de Figueiredo, John M. (2002). "Lobbying and Information in Politics," Business and Politics 4(2): 125-129.

## **Working Papers**

de Figueiredo, John M., and Brian S. Silverman. "Academic Earmarks and the Returns to Lobbying," original version appears as NBER Working Paper #9064, *revised and resubmitted to the American Economic Review*.

de Figueiredo, John M., and Margaret K. Kyle "Surviving the Gales of Creative Destruction: The Determinants of Product Turnover," *revised and resubmitted to the Strategic Management Journal*.

de Figueiredo, John M. and Margaret K. Kyle. "Complementary Assets and Product Strategy," *revise and resubmit at Management Science*.

de Figueiredo, John M. "Committee Jurisdiction and Internet Intellectual Property Protection," *revise and resubmit at the Journal of Politics*.

de Figueiredo, John M., and James K. Kim. "When do Firms Hire Lobbyists? The Organization of Lobbying at the Federal Communications Commission," *revise and resubmit at Industrial and Corporate Change*.

de Figueiredo, John M. "The Dynamics of Vertical Integration: An End to the Moratorium?" *revised and resubmitted to Transaction Cost Economics and the 70<sup>th</sup> Birthday of Oliver Williamson* (book chapter).

de Figueiredo, John M. "Strategic Plaintiffs and Ideological Judges in Telecommunications Litigation," under review at the Journal of Law, Economics and Organization.

de Figueiredo, John M. "The Structure of Legislatures and the Timing of Lobbying," in preparation for submission to American Political Science Review.

## **Work in Progress**

"Does Business Investment Respond to the Political Environment?"

"Offensive and Defensive Lobbying" (with Stephen D. Ansolabehere and James M. Snyder)

"Lobbying in the Shadow of Litigation in the Telecommunications Industry" (with Rui J. de Figueiredo and James J. Kim)

"Timing is Everything: When Do Firms Lobby the Federal Communications Commission, and Does It Matter?" (with Rui J. de Figueiredo and James J. Kim)

"The Empirical Truth of Campaign Finance Reform: *McConnell v FEC*" (with Einer Elhague)

"Lobbying, Science, and Elections" (with Brian S. Silverman)

## **Professional Membership and Activities**

- Associate Editor, Industrial and Corporate Change
- Editorial Board, Business and Politics
- Member of American Law and Economics Association, American Political Science Association, Academy of Management, American Economic Association, Federal Communications Bar Association
- Area Organizer, Positive Political Theory Division, 2002 American Law and Economics Meetings

## **Teaching**

15.900 Strategic Management (MBA Core Class) (1997-2002)  
Evaluations of 4.7/5.0 (Core Class mean 4.1)  
15.991 Nonmarket and Institutional Strategy (MBA Elective) (2002-2003)  
Evaluations of 4.9/5.0 (Elective mean 4.3)  
15.949 Doctoral Research in Strategic Management (1998-2001, 2003)  
15.967 Doctoral Seminar in Nonmarket and Integrated Strategy (2000)

## **Thesis Supervision**

Margaret Kyle (2002), Ph.D., Economics; Reader (placed at Carnegie Mellon)  
Micky Suhas Tripathi (2000), Ph.D., Political Science; Reader (placed at the Boston Consulting Group)  
Takashi Uchida (2003), Masters, Advisor  
Pedro Ferriera (2002), Masters, Reader  
Joo Hyung Lee (2001), Masters, Advisor  
Tomoyuki Oto (2000), Masters, Advisor  
Erin Rae Hoffer (2000), Masters, Advisor  
Dale Freelo (1999), Masters, Advisor  
Bruce Wolfeld (1999), Masters, Advisor

## **Awards and Grants**

- Program on Innovation, Management, and Organization Grant (2003-2004)
- Center for E-Business Vision Fund Grant (2000-2002)
- Industrial Performance Center Grant (Sloan Foundation Subgrant) (1998-2000)
- Center for Innovation in Product Development Grant (NSF Subgrant) (1997-2001)
- State Farm Foundation Fellowship (1996-97)
- John M. Olin Law and Economics Fellowship (1995)
- Bradley Foundation Fellowship (1994-95, 1996)
- Eugena Robles Graduate Fellowship (1992-1994)
- University of California Regents Fellowship (1992-1993) [declined]
- *Summa Cum Laude*, Undergraduate Thesis, Harvard University (1988)
- Kronfeld Prize in Economics, Harvard University (1988)
- John Harvard Scholarship (1987, 1988)

## **Reviewer for Following Journals**

*Journal of Political Economy; Journal of Law and Economics; Journal of Law, Economics, and Organization; International Review of Law and Economics; American Political Science Review; American Journal of Political Science; Journal of Politics; Management Science; Industrial and Corporate Change; Managerial and Decision Economics; Journal of Industrial Economics; Journal of Economics and Management Strategy; Journal of Public Economics; California Management Review; Sloan Management Review, Journal of Strategic Management Education.*

## **Recent Presentations**

### 2003

Harvard Business School (2), Harvard University (2), Cornell University, American Political Science Association, American Law and Economics Association, University of Southern California, Vanderbilt University.

### 2002

California Institute of Technology, Carnegie Mellon, George Mason University, Harvard Kennedy School of Government, Harvard Law School, Harvard University, Massachusetts Institute of Technology (2), National Bureau of Economic Research (3), Northwestern University, Stanford University, University of California (Berkeley), University of Chicago, University of Southern California.

### 2001

Harvard University, Massachusetts Institute of Technology, University of California (Berkeley) (3), Georgetown Law School (2), University of Utah, Wharton School of Business, Columbia University, University of Texas, Academy of Management (3), Midwest Political Science Association

### 2000

Wharton School of Business (2), University of Texas, Federal Communications Commission, Massachusetts Institute of Technology (2), Brookings Institution, Telecommunications Policy Research Council (2), Academy of Management (2)

### 1999

Massachusetts Institute of Technology (2), University of California (Berkeley) (2), University of Pennsylvania Law School, Harvard University (2), National Bureau of Economic Research, University of Georgia, Telecommunications Policy Research Council, American Political Science Association (2), American Law and Economics Association

## References

Daniel Diermeier  
IBM Distinguished Professor of Management  
Managerial Economics and Decision Sciences  
Kellogg School of Management  
Northwestern University  
2001 Sheridan Road  
Evanston, IL 60208-2009  
Tel: 847-491-5177  
Email: [d-diermeier@kellogg.northwestern.edu](mailto:d-diermeier@kellogg.northwestern.edu)

Robert S. Gibbons  
Sloan Distinguished Professor of Management  
Sloan School of Management E52-552  
50 Memorial Drive  
Cambridge, MA 02142-1347  
Tel: 617-253-0283  
Email: [rgibbons@mit.edu](mailto:rgibbons@mit.edu)

Steven D. Ansolabehere  
Professor of Political Science  
Department of Political Science, E53-461  
Massachusetts Institute of Technology  
Cambridge, MA 02142  
Tel: 617-253-5236  
Email: [sda@mit.edu](mailto:sda@mit.edu)

Oliver E. Williamson  
Kaiser Professor of Business Administration  
Professor of Economics  
Professor of Law  
Haas School of Business #1900  
University of California, Berkeley  
Berkeley, CA 94720-1900  
Tel: 510-642-8697  
Email: [owilliam@haas.berkeley.edu](mailto:owilliam@haas.berkeley.edu)

James M. Snyder, Jr.  
Professor of Economics  
Arthur Sloan Professor of Political Science  
Department of Political Science, E53-457  
Massachusetts Institute of Technology  
Cambridge, MA 02142  
Tel: 617-253-2669  
Email: [millet@mit.edu](mailto:millet@mit.edu)

Richard M. Locke  
Arthur Siteman Professor of Entrepreneurship  
Professor of Political Science  
Sloan School of Management E52-589  
50 Memorial Drive  
Cambridge, MA 02142-1347  
Tel: 617-253-2610  
Email: [rlocke@mit.edu](mailto:rlocke@mit.edu)

Thomas Gilligan  
Professor of Finance and Business Economics  
University of Southern California  
Marshall School of Business  
Hoffman Hall – 701  
Los Angeles, CA 90089-1427  
Tel: 213-740-6531  
Email: [gilligan@marshall.usc.edu](mailto:gilligan@marshall.usc.edu)

Rebecca Henderson  
Eastman Kodak LFM Professor of Management  
Sloan School of Management E52-543  
50 Memorial Drive  
Cambridge, MA 02142-1347  
Tel: 617-253-6618  
Email: [rhenders@mit.edu](mailto:rhenders@mit.edu)

Additional References Available Upon Request