

**JASON P. DAVIS**  
**Curriculum Vitae**  
**MIT Sloan School of Management**  
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## ACADEMIC POSITIONS

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<b>Massachusetts Institute of Technology</b>	<b>Assistant Professor of Strategy</b> Sloan School of Management	July, 2007 –
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## EDUCATION

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<b>Stanford University</b>	<b>Ph.D. in Strategy and Organizations</b> Dept. of Management Science and Engineering	June, 2007
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**Dissertation:**

*Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy*

**Dissertation Committee:**

Kathleen Eisenhardt (Chair), Riitta Katila, Mark Granovetter

<b>Stanford University</b>	<b>M.A. in Sociology</b> Dept. of Sociology	June, 2005
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<b>California Institute of Technology</b>	<b>M.S. in Computation and Neural Systems</b> Dept. of Computation and Neural Systems	June, 2000
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<b>Massachusetts Institute of Technology</b>	<b>S.B. in Brain and Cognitive Sciences</b> Dept. of Brain and Cognitive Sciences	June, 1998
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## RESEARCH SYNOPSIS

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My work focuses on the role of organizational structures and processes in competitive strategy, innovation, and entrepreneurship. Using a combination of inductive multi-case studies and simulation modeling, I draw upon diverse perspectives such as complexity theory, organization theory, economic sociology, and cognitive science to understand strategy and organizations in highly dynamic environments.

My current research focuses on the organization of collaborative innovation between firms in the computing and communications industries. Using data collected in the field, current projects examine the leadership processes, collaborative networks, and temporal structures underlying inter-organizational relationships. This work reveals four specific organizational processes – *rotating leadership*, *network pruning*, *competency pairing*, and *synchronized development* – that promote effective collaboration and innovation performance. My other research has explored how entrepreneurial firms develop the cognitive content of organizational processes, and how the amount of organizational structure shapes firm adaptation.

## ACADEMIC INTERESTS

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My *research interests* lie at the intersection of strategy, organization theory, and innovation with an emphasis on technology-based companies. My specific research focus centers on collaborative innovation, organizational adaptation, and complex systems.

My *methods interests* centers on the interplay between multi-case methods and simulation modeling. In particular, I use a grounded theory-building approach relying on field data, and use computational simulation to extend these theories.

My *teaching interests* include strategy, organizational behavior, entrepreneurship, and technology management. I teach 15.912: Technology Strategy at the MIT Sloan School. I use an interactive approach using my prior professional experience to supplement course materials.

## PUBLICATIONS AND WORKING PAPERS

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1. **Davis, J. P.** (2008) "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation," Working Paper.
2. **Davis, J. P.** (2008) "Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization," Working Paper. (Recipient of the 2008 OMT Best Paper Award)
3. **Bingham, C. B., Eisenhardt, K. M., & Davis, J. P.** (2007) "Opening the Black Box of Organizational Expertise: Understanding What Firms Learn From Their Process Experience and How That Learning Unfolds Over Time," Revise and Resubmit from *Organization Science*. (AOM Best Paper Proceedings, BPS Division, 2007)
4. **Davis, J. P., Eisenhardt, K. M., & Bingham, C. B.** (2007) "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," Revise and Resubmit from *Administrative Science Quarterly*
5. **Davis, J. P., Bingham, C. B., & Eisenhardt, K. M.** (2007) "Developing Theory Through Simulation Methods," *Academy of Management Review*, 32(2), 480-499.
6. **Katila, R., Mang, P., & Davis, J. P.** (2003) "R&D Collaboration – Timing is of the Essence," *Wirtschafts Politische Blatter*

## PRESENTATIONS

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1. "Network Plasticity and Collaborative Innovation: Processes of Network Reorganization," Academy of Management Conference, AOM, Anaheim, CA, August 8-13, 2008 (scheduled) (Recipient of the 2007 OMT Best Paper Award)

2. "Network Plasticity and Collaborative Innovation: Pruning, Pairing, and Spontaneous Processes in Network Reorganization," Economic Sociology Seminar, **Harvard Sociology / MIT Sloan School of Management**, April 30, 2008 (scheduled)
3. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," (paper with Kathleen Eisenhardt and Chris Bingham), Wharton Technology Conference, **University of Pennsylvania**, Philadelphia, PA, April 26, 2008 (scheduled)
4. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation," Innovation and Entrepreneurship Seminar, **MIT Sloan School of Management**, December 10, 2008
5. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation," Organizations Study Group Colloquium, **MIT Sloan School of Management**, October 12, 2008
6. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation," West Coast Technology Entrepreneurship Research Symposium, **University of Washington**, September 7, 2007
7. "Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy," Job Talk, **MIT Sloan School of Management, Northwestern Kellogg School of Management, INSEAD, Harvard Business School, Pennsylvania State University, University of California at Davis, University of California at Irvine, University of Washington, and the University of North Carolina**, Fall-Winter 2006-2007.
8. "Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy," (poster session) West Coast Technology Entrepreneurship Research Symposium, **University of Washington**, September 9, 2006
9. "How Do Firms Manage Inter-Organizational Collaborative Innovation?" Consortium on Competitiveness and Cooperation (CCC), **EPFL**, Lausanne, Switzerland, May 20, 2006.
10. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," (paper with Kathleen Eisenhardt and Chris Bingham), Smith Entrepreneurship Conference, **University of Maryland**, College Park, MD, April 22, 2006
11. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," (paper with Kathleen Eisenhardt and Chris Bingham), West Coast Technology Entrepreneurship Research Symposium, **University of Washington**, September 9, 2005
12. "Developing Theory Through Simulation Methods," (paper with Chris Bingham and Kathleen Eisenhardt), Academy of Management Conference, **AOM**, Honolulu, HI, August 9, 2005
13. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," (paper with Kathleen Eisenhardt and Chris Bingham), Academy of Management Conference AOM, Honolulu, HI, August 8, 2005
14. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," (paper with Kathleen Eisenhardt and Chris Bingham), Atlanta Competitive Advantage Conference (ACAC), **Emory University**, Atlanta, GA, June 25, 2005

15. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," (paper with Kathleen Eisenhardt), Leavey School of Business, Santa Clara University, Santa Clara, CA, February 16, 2005
16. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," (paper with Kathleen Eisenhardt), Scandinavian Consortium for Organizational Research (SCANCOR), Stanford University, Stanford, CA, November 22, 2004

## **INDUSTRY EXPERIENCE**

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### **Intel Corporation (Corporate Technology Group)**

*Strategic Alliance Specialist*

Hillsboro, OR

Summer 2004

Evaluated and recommended changes to Intel's strategic process for managing advanced technology collaborations with other major firms in the computer industry.

### **IBM (Candle Software Group)**

*Sales and Marketing Manager*

El Segundo, CA

Spring & Summer 2002

Developed, tested, and rolled out new product/service bundles to customers including direct/indirect marketing and sales bringing in over \$6 million in incremental revenue for the summer. Managed lead generation and qualification, deal terms and conditions, pitching, pilot customer calls and visits.

### **McKinsey and Company**

*Business Analyst*

Los Angeles, CA

2000 – 2002

Strategy Engagements for High-Technology Clients:

- **Optical Circuits Growth Strategy** – Broadband Integrated Circuits Firm
- **Corporate Strategy** – Bioinformatics Firm
- **Sales and Marketing Operational Effectiveness** – Systems Management Software Firm
- **Pricing Architecture Strategy** - ERP Software Firm
- **CRM Market Entry Strategy** – ERP Software Firm
- **Communications Growth Strategy** – OS/Applications Software Firm
- **Wireless Services Market Business Building Strategy** – Computer OEM Firm

## **TEACHING EXPERIENCE**

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Massachusetts

Institute of Technology

**Instructor**

**15.912: Technology Strategy**

This course provides a series of strategic frameworks for managing high-technology businesses. The emphasis throughout is on the development and application of conceptual models which clarify the interactions between competition, patterns of technological and market change, and the structure and development of organizational capabilities.

Stanford University

**Teaching Assistant**

**MS&E 270: Strategy in Technology-based Companies**

Professors Kathleen Eisenhardt and Riitta Katila

This course focuses on basic concepts in strategy, with emphasis on high technology firms. Topics include competitive positioning, resource-based perspectives, co-opetition, standards setting, and complexity/evolutionary

perspectives. My responsibilities included managing the Markstrat strategy simulation component (approximately ~50% of the course) and teaching the Technology Standards / Game Theory modules on the video game industry (Nintendo, Sega, and 3DO cases)

**Teaching Assistant**

**E 145: High-Technology Entrepreneurship**

Professor Tom Byers and Randy Komisar

Introduction to concepts and tools essential to the entrepreneurial process including case studies, lectures, workshops and projects covering high-growth ventures.

**PROFESSIONAL ACTIVITIES**

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**Service:**

*Co-Organizer* (with Elena Obukhova and Pai-Ling Yin) of 3<sup>rd</sup> Annual MIT Sloan BPS Mini-Conference (Cambridge, MA)

*Co-Organizer* (with Simon Rodan and Jerker Denrell) of OMT PDW, “Simulation Techniques in Organizational Theory” (Atlanta, GA)

*Student Organizer*, 4<sup>th</sup> annual 2006 West Coast Research Symposium on Technology Entrepreneurship (Seattle, WA)

*Coordinator*, Stanford Technology Ventures Speaker Series (Stanford, CA)

Planned, invited, and hosted academic speakers presenting current research in the areas of strategy, organization theory, and entrepreneurship

*Ad Hoc Reviewer*, Administrative Science Quarterly, Organization Science, Strategic Management Journal, Computational and Mathematical Organization Theory

**Academy Consortia:**

AOM OMT Junior Faculty Consortium (Philadelphia, PA)

AOM TIM Division Doctoral Students Consortium (Honolulu, HI)

AOM OMT Division Doctoral Students Consortium (Atlanta, GA)

**Membership:**

Academy of Management, BPS and OMT divisions

Minority Doctoral Students’ Association (Ph.D. Project)

Stanford Technology Ventures Program

INFORMS

**GRANTS, FELLOWSHIPS, AND AWARDS**

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- OMT Best Paper Award, 2008
- National Science Foundation Grant (IOC Award# 0621777), “How do firms manage technology collaborations?” Principal Investigator: Kathleen Eisenhardt
- Intel GEM Ph.D. Fellowship
- 3D Stanford Diversity Fellowship
- Howard Hughes Pre-Doctoral Biology Fellowship
- NSF Pre-Doctoral Fellowship (declined to accept the Hughes)
- MIT Top Undergraduate Biology Research Award

## **PERSONAL**

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- Born to Jerri Perez Davis and David Davis in Los Angeles, CA
- Raised in Richfield, Utah
- Enjoy racquetball, squash, hiking, reading, and traveling
- Active in various non-profit, church, and Hispanic-American organizations