

JASON P. DAVIS
Curriculum Vitae
MIT Sloan School of Management
50 Memorial Drive, E52-545
Cambridge, MA 02109
Office Phone: (617) 253-6727
Email: jasond@mit.edu • Web: <http://www.mit.edu/~jasond>

ACADEMIC POSITIONS

Massachusetts Institute of Technology	Assistant Professor of Strategy Sloan School of Management Theodore T. Miller Career Development Professorship (since July, 2008)	July, 2007 –
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EDUCATION

Stanford University	Ph.D. in Strategy and Organizations 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

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

My research is about the organization of networks. I focus on the micro-foundations and dynamics of inter-organizational networks, and their implications for performance outcomes such as innovation and adaptation. Using a combination of inductive multi-case field studies and simulation modeling, I draw upon diverse perspectives such as organization theory, economic sociology, complexity theory, and cognitive science to understand these issues.

My current research focuses on innovative relationships between firms in the computing and communications industries. Using data collected in the field, current projects examine network dynamics of multiplex sub-networks, strategic leadership processes that activate boundary spanning networks, and synchronization processes in inter-organizational networks. 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 in dynamic markets.

PUBLICATIONS AND WORKING PAPERS

1. **Davis, J. P.** (2009) "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation," Revise and Resubmit from *Administrative Science Quarterly*. (Winner, Newman Academy-Wide Award for Best Paper from a Dissertation; Winner, TIM Division Best Paper; AOM Best Paper Proceedings, TIM Division 2009)
2. **Davis, J. P.** (2009) "Burning a Bridge in Order to Build it: Pruning, Pairing, and the Network Dynamics of Exploration and Exploitation," (An earlier version of this paper titled "Network Plasticity and Collaborative Innovation" is the winner of the 2008 OMT Best Paper Award; AOM Best Paper Proceedings, OMT Division, 2008)
3. **Davis, J.P.** (2009) "Network Plasticity, Aggregation Dynamics, and the Embeddedness of Organizational Innovation," MIT Working Paper.
4. **Davis, J.P.** (2009) "Cooperation Without Coordination: Influence Dynamics and the Emergence of Synchrony in Inter-Organizational Networks," MIT Working Paper
5. **Davis, J. P.** (2009) "Organizing Synchrony: Causes and Consequences of Temporal Structuring in Innovative Inter-Firm Relationships," MIT Working Paper.
6. **Bingham, C. B., Eisenhardt, K. M., & Davis, J. P.** (2009) "Opening the Black Box: What Firms Explicitly Learn From Their Process Experiences," Revise and Resubmit from *Strategic Management Journal*. (AOM Best Paper Proceedings, BPS Division, 2007)
7. **Davis, J. P., Eisenhardt, K. M., & Bingham, C. B.** (2009) "Optimal Structure, Market Dynamism, and the Strategy of Simple Rules," *Administrative Science Quarterly*, 54: 413-452.
8. **Davis, J. P., Bingham, C. B., & Eisenhardt, K. M.** (2007) "Developing Theory Through Simulation Methods," *Academy of Management Review*, 32(2), 480-499.

PROFESSIONAL AWARDS AND HONORS

- Theodore T. Miller Career Development Professorship, 2008-
- Winner, Academy of Management Newman Award for Best Paper from a Dissertation, 2009
- Winner, TIM Division Best Doctoral Dissertation Award, 2009
- Winner, TIM Division Best Paper Award, 2009
- Winner, OMT Division Best Paper Award, 2008

PRESENTATIONS

1. “Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation,” **AOM**, Chicago, IL, August 7-11, 2009 (Winner, Newman Academy-Wide Award for Best Paper from a Dissertation; Winner, TIM Division Best Paper; AOM Best Paper Proceedings, TIM Division 2009)
2. “Network Plasticity, Aggregation Dynamics, and the Embeddedness of Organizational Innovation,” **AOM**, Chicago, IL, August 7-11, 2009
3. “Cooperation Without Coordination: Influence Dynamics and the Emergence of Synchrony in Inter-Organizational Networks,” **AOM**, Chicago, IL, August 7-11, 2009
4. “Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization,” SETChange Seminar, **Carnegie Mellon University**, Pittsburg, PA, February 19, 2008 (scheduled)
5. “Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization,” INSEAD Conference on Network Evolution, **INSEAD**, Fontainebleau, France, October 24-25, 2008
6. “Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization,” Entrepreneurship Unit Seminar, **HBS**, Boston, MA, October 23, 2008
7. “Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation,” Strategy Unit Seminar, **HBS**, October 16, 2008
8. “Network Plasticity and Collaborative Innovation: Pruning and Pairing Processes in Network Reorganization,” West Coast Research Symposium on Technology Entrepreneurship, **Stanford University**, Stanford, CA, September 5-6, 2008
9. “Network Plasticity and Collaborative Innovation: Processes of Network Reorganization,” Academy of Management Conference, **AOM**, Anaheim, CA, August 8-13, 2008 (Recipient of the 2007 OMT Best Paper Award [out of 488 Submissions].)
10. “Complexity Theory, Market Dynamism, and the Strategy of Simple Rules,” (paper with Kathleen Eisenhardt and Chris Bingham), **AOM**, Anaheim, CA, August 8-13, 2008
11. “How do established and entrepreneurial firms innovate?” Panel discussion with Riitta Katila (organizer) and Saikat Chaudhuri, **Google**, Mountain View, CA, July 29, 2008
12. “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
13. “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
14. “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

15. "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
16. "Rotating Leadership and Symbiotic Organization: Relationship Processes in the Context of Collaborative Innovation," West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 7, 2007
17. "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.
18. "Collaborative Innovation, Organizational Symbiosis, and the Embeddedness of Strategy," (poster session) West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 9, 2006
19. "How Do Firms Manage Inter-Organizational Collaborative Innovation?" Consortium on Competitiveness and Cooperation (CCC), **EPFL**, Lausanne, Switzerland, May 20, 2006.
20. "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
21. "Complexity Theory, Market Dynamism, and the Strategy of Simple Rules," (paper with Kathleen Eisenhardt and Chris Bingham), West Coast Research Symposium on Technology Entrepreneurship, **University of Washington**, September 9, 2005
22. "Developing Theory Through Simulation Methods," (paper with Chris Bingham and Kathleen Eisenhardt), Academy of Management Conference, **AOM**, Honolulu, HI, August 9, 2005
23. "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
24. "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
25. "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
26. "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

Intel Corporation (Corporate Technology Group)

Strategic Alliance Specialist

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

Hillsboro, OR

Summer 2004

IBM (Candle Software Group)

Sales and Marketing Manager

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.

El Segundo, CA

Spring & Summer 2002

McKinsey and Company

Business Analyst

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

Los Angeles, CA

2000 – 2002

TEACHING EXPERIENCE

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.

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

Service:

Co-Organizer (with Elena Obukhova and Pai-Ling Yin) of 3rd 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, 4th 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 TIM Junior Faculty Consortium (Anaheim, CA)

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, OMT, BPS and TIM divisions

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

Stanford Technology Ventures Program Alumni

INFORMS

OTHER GRANTS, FELLOWSHIPS, AND AWARDS

- 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

- 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