

## **Curriculum Vitae**

**Nicholas S. Argyres**

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### **EDUCATION**

**University of California, Berkeley, Department of Economics**

Ph.D. in Economics, December 1993

Fields of Concentration: Economics of Organizations, International Economics

Dissertation: *Essays on Technology Strategy and Organization*

Dissertation Co-chairs: Oliver E. Williamson and David J. Teece

**University of California, Los Angeles**

B.A. in Economics, *cum laude*, June 1986

### **CURRENT POSITION**

Associate Professor, Department of Strategy and Policy, Boston University School of Management

### **ACADEMIC EXPERIENCE**

Assistant Professor, Department of Management and Organization, Marshall School of Business, University of Southern California, September 1993-June 2001

Research Assistant, Center for Research in Management, Haas School of Business, UC Berkeley, 1991-93

Teaching Assistant, Department of Economics, University of California, Berkeley, 1988-1991

## RESEARCH INTERESTS

Strategy and structure; vertical integration, contracting and inter-organizational arrangements; strategy and the institutional environment; information technology and organization; organizational politics

## REFEREED JOURNAL PUBLICATIONS AND FORTHCOMING ARTICLES

Argyres, N. and Mui, V.-L. "Rules of Engagement, Credibility, and the Political Economy of Organizational Dissent" forthcoming, *Strategic Organization*

Argyres, N. and Bigelow, L. "Does Transaction Misalignment Matter for Firm Survival at All Stages of the Industry Lifecycle?" forthcoming, *Management Science*

Argyres, N. and Mayer, K. "Contract Design as a Firm Capability: An Integration of Learning and Transaction Cost Perspectives," forthcoming, *Academy of Management Review*

Bigelow, L. and Argyres, N. "Transaction Costs, Industry Experience, and Make-or-Buy Decisions in the Population of Early U.S. Auto Firms," forthcoming, *Journal of Economic Behavior and Organization*

Argyres, N., Bercovitz, J. and Mayer, K. "Complementarity and Evolution of Contractual Provisions: An Empirical Study of IT Services Contracts," *Organization Science*, 2007, v. 18, pp.3-19 (lead article).

Argyres, N.S. and Silverman, B.S. "R&D, Organization Structure and the Development of Corporate Technological Knowledge," *Strategic Management Journal*, 2004, v. 25, pp. 929-958.

Mayer, K. and Argyres, N.S. "Learning to Contract: Evidence from the Personal Computer Industry," *Organization Science*, 2004, v. 5, pp. 394-410.

Argyres, N.S. and Liebeskind, J. P. "Governance Inseparability and the Evolution of the Biotechnology Industry," *Journal of Economic Behavior and Organization*, 2002, v. 47, pp. 197-219.

Argyres, N.S. "The Impact of Information Technology on Coordination: Evidence from the B-2 'Stealth' Bomber," *Organization Science*, 1999, v. 10, pp. 162-180.

Argyres, N.S. and Liebeskind, J. P. "Contractual Commitments, Bargaining Power and Governance Inseparability: Incorporating History into Transaction Cost Theory," *Academy of Management Review*, 1999, v. 24, pp. 49-63.

Argyres, N.S. and Liebeskind, J.P. "Privatizing the Intellectual Commons: Universities and the Commercialization of Biotechnology," *Journal of Economic Behavior and Organization*, 1998, v. 35, pp. 427-454.

Argyres, N.S. "Capabilities, Technological Diversification and Divisionalization," *Strategic Management Journal*, 1996, v. 17, pp. 395-410.

Argyres, N.S. "Evidence on the Role of Capabilities in Vertical Integration Decisions," *Strategic Management Journal*, 1996, v. 17, pp. 129-150.

Argyres, N.S. "Technology Strategy, Governance Structure and Interdivisional Coordination," *Journal of Economic Behavior and Organization*, 1995, v. 28, pp. 337-358.

### **REFEREED PUBLICATIONS IN CONFERENCE PROCEEDINGS**

Argyres, N.S. and Liebeskind, J. P. "Contractual Commitments, Bargaining Power and Governance Inseparability: Incorporating History into Transaction Cost Theory," *Best Papers Proceedings, Academy of Management*, 1997

### **BOOK REVIEW**

Argyres, N.S. "Trends in Business Organization: Do Participation and Cooperation Increase Competitiveness?" (Horst Siebert, ed.), *Journal of Economic Behavior and Organization*, 1998, v. 34, pp. 624-628

### **BOOK CHAPTERS**

Argyres, N.S. and Mayer, K. "Learning to Govern by Contract," in A. Arino and J. Reuer (eds.), *Strategic Alliances: Governance and Contracts*, Oxford University Press, 2006.

McGahan, A., Argyres, N.S. and Baum, J. "Context, Technology and Strategy: Forging New Perspectives on the Industry Life Cycle," Introduction to *Advances in Strategic Management*, 2004

Argyres, N.S. and Liebeskind, J.P. "The Role of Prior Commitment in Governance Choice," in N. Foss and V. Mahnke (eds.), *Competence, Governance and Entrepreneurship*, Oxford University Press, 2000

### **NON-REFEREED JOURNAL PUBLICATIONS**

Argyres, N.S. "The Challenge of Licensing to Established Firms," *les nouvelles* (Journal of the Licensing Executives Society) 1990, v. 25, pp. 191-195

Argyres, N.S. and McGahan, A. "Introduction: Porter's *Competitive Strategy*" and "An Interview with Michael Porter", *Academy of Management Executive*, May 2002 (special section edited by N. Argyres and A. McGahan)

## **WORKING PAPERS AND RESEARCH-IN-PROGRESS**

Argyres, N. and Bigelow, L. "Vertical Integration Over the Industry Lifecycle: Evidence from the Early U.S. Auto Industry"

Argyres, N. and Zenger, T. "Are Capabilities-based Theories of Firm Boundaries Really Distinct from Transaction Cost Theory?"

Argyres, N. and Bercovitz, J. "Efficiency, Bargaining Power and Contract Structure: Evidence from Franchising"

Argyres, N. and Silverman, B. "The Impact of Changes in Formal R&D Structure on Intra-Firm Inventor Networks"

## **CONFERENCE PRESENTATIONS**

"Contract Design as a Firm Capability: An Integration of Learning and Transaction Cost Perspectives," Academy of Management Meetings, Business Policy and Strategy Division, Atlanta, August 2006

"The Impact of Transaction Costs and Industry Experience on Make-or-Buy Decisions: A Population-wide Test," Academy of Management Meetings, Business Policy and Strategy Division, Atlanta, August 2006

"Rules of Engagement, Credible Commitment, and the Political Economy of Organizational Dissent,"

Atlanta Competitive Advantage Conference, June 2006

Annual Foundations of Business Strategy Conference, Olin School of Business, Washington University in St. Louis, May 2006

"Complementarity and Evolution of Contractual Terms: An Empirical Study of IT Services Contracts", INFORMS Meetings, San Francisco, November 2005

"Do Transaction Costs Matter for Firm Survival at All Stages of the Industry Lifecycle?" Annual Conference of the International Society for the New Institutional Economics, Tucson, AZ, October 2004

"Contract Design Capabilities and Contract Performance by High Technology Firms: Implications for the Roles of Managers, Engineers and Lawyers," Annual Conference of the International Society for the New Institutional Economics, October 2004

“Interactions Between Transaction Cost and Capabilities Determinants of Firm Boundaries” Academy of Management Meetings, Business Policy and Strategy Division, New Orleans, August 2004

“Contract Design Capabilities and Contract Performance by High Technology Firms: Implications for the Roles of Managers, Engineers and Lawyers,” Academy of Management Meetings, Business Policy and Strategy Division, New Orleans, August 2004

“R&D, Organization Structure and the Development of Corporate Technological Knowledge,” INFORMS Annual Meetings, Atlanta, October 2003

“Toward a Political-Economic Theory of Organizational Dissent,” Annual Conference of the International Society for the New Institutional Economics, Washington, D.C., September 1999

“The Role of Prior Commitment in Governance Choice,” Annual Meetings of the Western Economic Association, San Diego, July 1999

“The Political Economy of Organizational Dissent,” Strategic Management Society Annual Conference, Orlando, November 1998

“Contractual Commitments, Bargaining Power and Governance Inseparability: Incorporating History into the Transaction Cost Theory Firm,” Annual Meetings of the Academy of Management, Business Policy and Strategy Division, San Diego, August 1998

“Contractual Commitments, Bargaining Power and Governance Inseparability,” Conference sponsored by the Danish Research Unit on Industrial Dynamics, Bornholm, Denmark, June 1998

“Privatizing the Intellectual Commons: Universities and the Commercialization of Biotechnology,” Annual INFORMS conference, Dallas, October 1997

“RBV, TCE and the Institutional Environment,” Annual Meetings of the Academy of Management, Business Policy and Strategy Division, Boston, August 1997

“Information Technology and Coordination: Evidence from the Stealth Bomber,” Annual Conference of the Strategic Management Society, Phoenix, November 1996

“Information Technology and Coordination Costs: Evidence from the Stealth Bomber,” Annual Meetings of the Academy of Management, Business Policy & Strategy Division, Cincinnati, August 1996

“The Effects of Information Technology on Organizational Boundaries,” Annual Meetings of the Western Economic Association, San Diego, July 1995

“Capabilities in Vertical Integration Decisions,” Annual Meetings of the Academy of Management, Business Policy & Strategy Division, Dallas, August 1994

“Technological Diversification and Divisionalization,” Annual Meetings of the Academy of Management, Business Policy & Strategy Division, Dallas, August 1994

## **INVITED PRESENTATIONS**

“Do Transaction Costs Matter for Firm Survival at All Stages of the Industry Lifecycle?”

Washington University in St. Louis, March 2007

UC Irvine, February 2005

London Business School, October 2004

Georgia Tech, December 2004

“Rules of Engagement, Credibility and the Political Economy of Organizational Dissent”

MIT Sloan School of Management, Nov. 2005

“Complementarity and Evolution of Contractual Terms: An Empirical Study of IT Services Contracts”

Washington University in St. Louis, February 2005

National Bureau of Economic Research (NBER), October 2004

“Contracting Practices and Learning to Contract,” Workshop presentation, European School on New Institutional Economics, Corsica, May 2004

“Learning to Contract: Evidence from the Personal Computer Industry”

MIT Sloan School of Management, (Organizational Economics), Feb. 2004

Fisher College of Business, Ohio State University, Feb. 2004

Wharton School of Business, University of Pennsylvania, Oct. 2003

MIT Sloan School of Management (Organization Studies), Sept. 2003

“R&D, Organization Structure and the Development of Corporate Technological Knowledge”

Fisher College of Business, Ohio State University, Jan. 2003

Babson College, March 2003

LINK Conference, Copenhagen Business School, Nov. 2002

National Bureau of Economic Research, (NBER), Sept. 2002

“Rules of Engagement, Informal Leaders and the Political Economy of Organizational Dissent”

Fuqua School of Business, Duke U. Jan. 2001

Jones Graduate School of Management, Rice U. Jan. 2001

School of Business Administration, U. of Michigan, Nov. 2000

School of Management, Boston U., Nov. 2000

School of Business, Georgetown U., Nov. 2000

College of Business Administration, Texas A&M, Nov. 2000

Goizueta Business School, Emory U., Nov. 2000

“My Research in Organizational Economics”

Western Academy of Management, March 1999

University of Florida-Gainesville, Oct. 1998

“Strategy and the Institutional Environment” Mitsubishi Bank Honorary Lecture,  
Strategy Seminar, Haas School of Business, University of California, Berkeley, April  
1997

“Privatizing the Intellectual Commons: Universities and the Commercialization of  
Biotechnology”

Olin School of Business, Washington University in St. Louis, March 1997

School of Business Administration, U. of Michigan, Feb. 1997

Anderson School of Management, UCLA, Feb. 1996

Wharton School, U. of Pennsylvania, Dec. 1995

“Coordination Under Hierarchy: Lessons from General Motors and IBM”

Marshall School of Business, University of Southern California, Feb. 1993

School of Engineering, Stanford U., Feb. 1993

Wharton School at U. of Pennsylvania, Feb. 1993

Graduate School of Business, U. of Chicago, March 1993

Dept. of Economics, University of Southern California, April 1994

## **ACADEMIC AWARDS AND HONORS**

Mitsubishi Bank Honorary Guest Lecturer, Haas School of Business, University of  
California, Berkeley, April 1997

*Best Paper Proceedings*, Academy of Management, 1997

Ascendant Scholar Award, Western Academy of Management, 1999

## **TEACHING EXPERIENCE**

*Boston University*

Competition, Strategy and Innovation, MBA required course (SP750/SP751).

Corporate Strategies for Growth (SP830). MBA elective.

Seminar in Strategy and Organization. DBA required course (SP918)

Strategy: Economic Perspectives, DBA required course (SP921).

Strategy & Policy, (MG422), BA required course.

LG Global CFO Program, custom executive program for LG Corp. 2003-2004.

LG Global Leadership Development Program. Custom executive program for LG Corp. 2004.

*University of Southern California:*

Managerial Decision-Making and Strategic Planning, undergraduate required (capstone) course (BUAD 497). Both honors and non-honors versions taught.

Strategic Formulation for Competitive Advantage, MBA required course (GSBA 529)

Doctoral Seminar in Strategic Management, Ph.D. required course (MOR 603)

*University of California, Berkeley*

Principles of Economics, taught as a teaching assistant, UC Berkeley Dept. of Economics

Intermediate Microeconomics, taught as a teaching assistant, UC Berkeley Dept. of Economics

Intermediate Macroeconomics, taught as a teaching assistant, UC Berkeley Dept. of Economics

## **EDITORIAL BOARD MEMBERSHIPS**

*Strategic Management Journal*, January 2007-present

*Organization Science*, April 2004-present

*Academy of Management Journal*, July 2001-present

*Strategic Organization*, Sept. 2003-present

*International Journal of Strategic Change Management*, April 2006-present

## **OTHER PROFESSIONAL SERVICE**

Co-Chair, Dissertation Consortium, Business Policy & Strategy Division, Academy of Management, 2007

Member, Executive Committee, Business Policy & Strategy Division, Academy of Management, 2003-2005

Reviewer, Organization Science/INFORMS Dissertation Proposal Competition, 2004

Member, Dissertation Award Committee, Academy of Management, Technology and Innovation Management Division, 2002-2003



Faculty panelist, Doctoral Consortium, Technology and Innovation Management Division, Academy of Management, August 2002

Judge, Big Ten Case Competition, Fisher School of Business, Ohio State University, 2002

Vice Chair, College on Organization Science, 2001-2002

Organizer, College on Organization Science Conference, INFORMS, 2001

Organizer, Organization Science/INFORMS Dissertation Proposal Competition, 2000

Faculty panelist, Doctoral Consortium, Business Policy and Strategy Division, Academy of Management Annual Meetings, August 2000

Co-organizer, Strategy Research Forum, Cohasset, Mass., May 2000

Co-organizer, Strategy Research Forum, Gloucester, Mass., May 1999

Faculty panelist, Doctoral Consortium, Business Policy and Strategy Division, Academy of Management Annual Meetings, August 1998

Reviewer, Organization Science/INFORMS Dissertation Proposal Competition, 1998

Junior faculty participant, Junior Faculty Consortium, Business Policy and Strategy Division, Academy of Management Annual Meetings, August 1995

### Refereeing Activities

*American Economic Review; Strategic Management Journal; Journal of Economic Behavior and Organization; Organization Science; Academy of Management Journal; Journal of Economics and Management Strategy; Academy of Management Review; Management Science; Industrial and Corporate Change; Administrative Science Quarterly; International Journal of Industrial Organization; Economic Inquiry; Journal of Management Studies; Journal of International Business Studies*

### **UNIVERSITY SERVICE**

Course Coordinator, MG422, Fall 2006- Spring 2007

Member, Strategy & Policy Recruiting Committee, Fall 2006- Spring 2007

Doctoral Program Liaison, Strategy & Policy Dept. Boston University School of Management, 2002-2003; Fall 2005-present

Member, DBA Program Committee, Boston University School of Management, Fall 2002-2003; Fall 2005-present

Member, MBA Curriculum Committee, Fall 2003

Member, MBA Program Development Committee, Boston University School of Management, Fall 2002-Spring 2003

Co-chair, Recruiting Committee, Strategy & Policy Dept., Boston University School of Management, Fall 2001- Spring 2003

Seminar organizer, Strategy & Policy Dept., Boston University School of Management, Fall 2001-Spring 2002

Member, Ph.D. Program Committee, Strategy & Policy Department, Boston University School of Management, Fall 2001-Spring 2002

Research and Seminar Committee, Management and Organization Department, Marshall School of Business, University of Southern California, Fall 1994- Spring 1997

Recruiting Committee for Strategy, Management and Organization Department, Marshall School of Business, University of Southern California, Fall 1996-Spring 2000

Member, Ph.D. Program Committee, Management & Organization Department, Marshall School of Business, University of Southern California, Fall 1999-Spring 2001

## **STUDENT ADVISEMENT**

### Doctoral Dissertation Committees

*Chair:* Jennifer Walske, Boston University School of Management

*Member:* Manuela Hoehn, Boston University School of Management

*Member:* Zhi (Alex) Huang, Carroll School of Management, Boston College

*Member:* Rogerio Victor, Boston University School of Management

*Member:* Lynn Bakstran, Boston University School of Management

*Member:* Paulo Gomes, Boston University School of Management

*Member:* Zhigang Whang, Department of Economics, University of Southern California

*Member:* Eric Gai, Marshall School of Business, University of Southern California

*Member:* Anthea, Zhang, Marshall School of Business, University of Southern California

*Member:* Yonglian Han, Marshall School of Business, University of Southern California

#### Doctoral Examination Committees

*Member:* Zhi (Alex) Huang, Carroll School of Management, Boston College

*Chair:* Jennifer Walske, Boston University School of Management

*Member:* Rogerio Victor, Boston University School of Management

*Member:* Eric Noyes, Boston University School of Management

*Member:* Yonglian Han, Marshall School of Business, University of Southern California

*Member:* Ricardo Lim, Marshall School of Business, University of Southern California

*Member:* Anthea Zhang, Marshall School of Business, University of Southern California

*Member:* Nobuyuki Aino, School of Policy, Planning and Development, University of Southern California

*Member:* Francesca Gardini, Annenberg School for Communication, University of Southern California

### **GRANTS AND EXTERNAL FUNDING**

Alfred P. Sloan Foundation (through the Consortium on Competitiveness and Cooperation): Dissertation research support, 1990-1993

Zumberge Faculty Innovation Grant, University of Southern California, 1997-1998 (\$10,000)

Operating Grant, Social Sciences and Humanities Research Council of Canada Grant, for "R&D, Organization Structure, and the Development of Corporate Technological Knowledge," 2002-2005, \$113,444 CND (Principal Investigator: Brian Silverman, University of Toronto)

### **PROFESSIONAL AFFILIATIONS**

Academy of Management  
Strategic Management Society  
International Society for the New Institutional Economics

**PERSONAL**

Born February 14<sup>th</sup>, 1964, Cambridge, Massachusetts. Married, two children.