

# Dovev Lavie

Full Professor



**Knowledge Group:** Strategy and Operations

**Research Domains:** Corporate Strategy

**Teaching Domains:**

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## Biography

Dovev Lavie is a Full Professor at the Department of Management & Technology Department at Bocconi University. Before joining Bocconi University in 2017, he served as an Assistant Professor at the University of Texas at Austin and a Full Professor and Vice Dean for MBA Programs at the Technion. He also held visiting positions at the London Business School, University College London, and BI Norway.

He has extensive experience working with companies in executive corporate training and consulting. Parallel to his academic career, he worked as a consultant, advising companies in the biotechnology, chemicals, cosmetics, healthcare, education, software, computers, and aerospace and defense industries. He delivered strategy-training modules in companies such as Intel and Microsoft, and engaged in field research and consultation in companies such as National Instruments, Cadence Design, Vignette, Unisys, and Johnson & Johnson. He has also designed and directed unique academic programs, such as the Startup MBA program that enables students to start their companies while earning their MBA. He is an invited speaker in various forums, such as the Strategic Management Society and the Academy of Management conferences.

His research focuses on two fundamental questions: how do alliance portfolios evolve? and how does the configuration of these portfolios influence value creation and capture? His research in the information technology sector reveals how technological advancements guide firms' strategic decisions, which in turn determine the composition of partners and the respective nature of alliance relations. He further examines how software firms balance tendencies to explore versus exploit in their alliance portfolios, arguing that absorptive capacity and inertia impose conflicting pressures, but firms balance these tendencies over time and across domains. In subsequent research, he demonstrates how firms balance exploration and exploitation across modes of operation, such as alliances, acquisitions, and internal development, which enhances their performance. He also shows how the interplay of internal resources and network resources of partners contributes to knowledge creation and application in emerging industries, such as nanotechnology. His primary research stream focuses on value creation and capture in alliance portfolios. He contends that in networked industries the nature of relationships matters more than the nature of firms' resources and that firms can reconfigure their resources following technological changes and by learning

from performance feedback. He demonstrates how network resources contribute to firm performance, unless partners enjoy strong bargaining positions. These caveats can be mitigated, however, when the firm facilitates competition among its partners. In related studies, he further reveals how the composition of partners in the alliance portfolio matters, for instance, by considering partners' countries of origin and strategic and organizational differences. Besides alliance portfolios, he has studied multi-partner alliances, such as the Wi-Fi Alliance, in which firms can benefit by timing their entry to the alliance, deciding about their level of organizational involvement and participating in competing alliances. This research enhances understanding of how alliance portfolios promote value creation and capture and how they balance exploration and exploitation.

He is a Sloan Industry Studies Fellow, a recipient of the Strategic Management Society Emerging Scholar Award, a winner of the Academy of Management Newman Award for Best Paper based on a Dissertation, a recipient of the Academy of Management BPS Distinguished Paper Award, a recipient of the INFORMS Best Dissertation Award, and grant holder from United States - Israel Binational Science Foundation, Israel Science Foundation, the Mack Center for Technological Innovation and CIBER. He has served as an Associate Editor of the Academy of Management Journal and Strategic Management Journal and on the editorial boards of the Academy of Management Review, Administrative Science Quarterly, Organization Science, and Strategic Organization. He was elected to the Executive Committee and the Research Committee of the Academy of Management BPS Division, and to multiple roles at the Strategic Management Society, including Program Chair of the Cooperative Strategies Interest Group, Track Director of the Conference Program Committee, and initiator and Co-Chair of the Special Conference in Tel-Aviv. In addition, he has served on the Organizing Committee and Advisory Committee of the Israel Strategy Conference (ISC), which he co-founded. His research has been published in top journals such as the *Academy of Management Review*, *Academy of Management Journal*, *Strategic Management Journal*, *Organization Science*, *Journal of Management*, *Strategic Organization*, and *Academy of Management Annals*, among other outlets, and noted in the business press, such as by the *Wall Street Journal*.

Dovev received his PhD in Management from the Wharton School at the University of Pennsylvania in 2004. He also holds an MA in Managerial Science and Applied Economics from Wharton (2002), as well as an MSc in Business Administration (1998), a BA in Economics and Management (1996), and a BSc in Industrial Engineering and Management (1996) from the Technion. He enjoys travel, classical music and poetry writing.

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## Articles in Scholarly Journals

### **Certification of Business Practices and Algorithms as a Complementary Approach to Platform Regulation**

LAVIE, D., O. POLLICINO, T. VALLETTI, "Certification of Business Practices and Algorithms as a Complementary Approach to Platform Regulation", *Academy of Management Perspectives*, 2025

### **The Hidden Battle for IP Protection in Alliances**

FRIEDMANN, J., D. LAVIE, L. RADEMAKER, A. SHIPILOV, "The Hidden Battle for IP Protection in Alliances", *Mit Sloan Management Review*, 11 March 2025

## **How Do Innovation Ecosystems Emerge? The Case of Nanotechnology in Israel**

DRORI, I., D. LAVIE, "How Do Innovation Ecosystems Emerge? The Case of Nanotechnology in Israel", Journal of Management Studies, 2024, vol. 61, no. 8, pp. 3754-3785

## **Does the Predator Become the Prey? Knowledge Spillover and Protection in Alliances**

FRIEDMANN, J.-C., D. LAVIE, L. RADEMAKER, "Does the Predator Become the Prey? Knowledge Spillover and Protection in Alliances", Journal of Management, 2024, vol. 51, no. 8, pp. 3391-3425

## **Theoretical Foundation for The Study of Competition Networks and Their Performance Implications**

LAVIE, D., "Theoretical Foundation for The Study of Competition Networks and Their Performance Implications", Strategic Management Review, 2024, vol. 5, no. 3, pp. 1-37

## **When Does a CEO's Risk Propensity Drive Exploration in Product Development?**

LAVIE, D., P. KLARNER, "When Does a CEO's Risk Propensity Drive Exploration in Product Development?", Strategy Science, 2023, vol. 8, no. 1, pp. 1-23

## **How does a partner's acquisition affect the value of the firm's alliance with that partner?**

LAVIE, D., R. LUNNAN, B. M. T. TRUONG, "How does a partner's acquisition affect the value of the firm's alliance with that partner?", Strategic Management Journal, 2022, vol. 43, no. 9, pp. 1897-1926

## **When Do Outside CEOs Underperform? From a CEO-Centric to a Stakeholder-Centric Perspective of Post-Succession Performance**

KEIL, T., D. LAVIE, S. PAVICEVIC, "When Do Outside CEOs Underperform? From a CEO-Centric to a Stakeholder-Centric Perspective of Post-Succession Performance", Academy of Management Journal, 2022, vol. 65, no. 5, pp. 1424-1449

## **When an Industry Peer Is Accused of Financial Misconduct: Stigma versus Competition Effects on Non-accused Firms**

NAUMOVSKA, I., D. LAVIE, "When an Industry Peer Is Accused of Financial Misconduct: Stigma versus Competition Effects on Non-accused Firms", Administrative Science Quarterly, 2021, vol. 66, no. 4, pp. 1130-1172

## **What Drives Exploration? Convergence and Divergence of Exploration Tendencies among Alliance Partners and Competitors**

DUYSTERS, G., D. LAVIE, A. SABIDUSSI, U. STETTNER, "What Drives Exploration? Convergence and Divergence of Exploration Tendencies among Alliance Partners and Competitors", Academy of Management Journal, 2020, vol. 63, no. 5, pp. 1425-1454

## **The contingent value of the dedicated alliance function**

FINDIKOGLU, M., D. LAVIE, "The contingent value of the dedicated alliance function", Strategic Organization, 2019, vol. 17, no. 2, pp. 177-209

## **The interplay of competition and cooperation**

LAVIE, D., W. HOFFMANN, J. J. REUER, A. SHIPILOV, "The interplay of competition and cooperation", Strategic Management Journal, 2018, vol. 39, no. 12, pp. 3033-3052

## **Revisiting James March (1991): Whither exploration and exploitation?**

WILDEN, R., J. HOHBERGER, T. M. DEVINNEY, D. LAVIE, "Revisiting James March (1991): Whither exploration and exploitation?", *Strategic Organization*, 2018, vol. 16, no. 3, pp. 352-369

## **Knowledge Maturity and the Scientific Value of Innovations**

LAVIE, D., A. CAPALDO, A. MESSENI PETRUZZELLI, "Knowledge Maturity and the Scientific Value of Innovations", *Journal of Management*, 2017, vol. 43, no. 2, pp. 503-533

## **Big Data and Data Science Methods for Management Research**

LAVIE, D., G. GEORGE, E. C. OSINGA, B. A. SCOTT, "Big Data and Data Science Methods for Management Research", *Academy of Management Journal*, 2016, vol. 59, no. 5, pp. 1493-1507

## **International intensity, diversity, and distance: Unpacking the internationalization–performance relationship**

MILLER, S. R., D. LAVIE, A. DELIOS, "International intensity, diversity, and distance: Unpacking the internationalization–performance relationship", *International Business Review*, 2016, vol. 25, no. 4, pp. 907-920

## **Ambidexterity under scrutiny: Exploration and exploitation via internal organization, alliances, and acquisitions**

LAVIE, D., U. STETTNER, "Ambidexterity under scrutiny: Exploration and exploitation via internal organization, alliances, and acquisitions", *Strategic Management Journal*, 2014, vol. 35, no. 13, pp. 1903-1929

## **Intra-industry diversification and firm performance**

ZAHAVI, T., D. LAVIE, "Intra-industry diversification and firm performance", *Strategic Management Journal*, 2013, vol. 34, no. 8, pp. 978-998

## **Organizational differences, relational mechanisms, and alliance performance**

LAVIE, D., P. R. HAUNSCHILD, P. KHANNA, "Organizational differences, relational mechanisms, and alliance performance", *Strategic Management Journal*, 2012, vol. 33, no. 13, pp. 1453-1479

## **The case for a process theory of resource accumulation and deployment**

LAVIE, D., "The case for a process theory of resource accumulation and deployment", *Strategic Organization*, 2012, vol. 10, no. 3, pp. 316-323

## **The evolution of alliance portfolios: the case of Unisys**

LAVIE, D., H. SINGH, "The evolution of alliance portfolios: the case of Unisys", *Industrial and Corporate Change*, 2012, vol. 21, no. 3, pp. 763-809

## **Collaborating for Knowledge Creation and Application: The Case of Nanotechnology Research Programs**

LAVIE, D., I. DRORI, "Collaborating for Knowledge Creation and Application: The Case of Nanotechnology Research Programs", *Organization Science*, 2012, vol. 23, no. 3, pp. 704-724

## **Balance Within and Across Domains: The Performance Implications of Exploration and Exploitation in Alliances**

LAVIE, D., J. KANG, L. ROSENKOPF, "Balance Within and Across Domains: The Performance Implications of Exploration and Exploitation in Alliances", *Organization Science*, 2011, vol. 22, no. 6, pp. 1517-1538

## **How do networks matter? The performance effects of interorganizational networks**

GULATI, R., D. LAVIE, R. MADHAVAN, "How do networks matter? The performance effects of interorganizational networks", *Research in Organizational Behavior*, 2011, vol. 31, pp. 207-224

## **Exploration and Exploitation Within and Across Organizations**

LAVIE, D., U. STETTNER, M. L. TUSHMAN, "Exploration and Exploitation Within and Across Organizations", *Academy of Management Annals*, 2010, vol. 4, no. 1, pp. 109-155

## **How alliance formation shapes corporate venture capital investment in the software industry: a resource-based perspective**

DUSHNITSKY, G., D. LAVIE, "How alliance formation shapes corporate venture capital investment in the software industry: a resource-based perspective", *Strategic Entrepreneurship Journal*, 2010, vol. 4, no. 1, pp. 22-48

## **The nature of partnering experience and the gains from alliances**

LAVIE, D., R. GULATI, H. SINGH, "The nature of partnering experience and the gains from alliances", *Strategic Management Journal*, 2009, vol. 30, no. 11, pp. 1213-1233

## **Alliance Portfolio Internationalization and Firm Performance**

LAVIE, D., S. R. MILLER, "Alliance Portfolio Internationalization and Firm Performance", *Organization Science*, 2008, vol. 19, no. 4, pp. 623-646

## **Alliance portfolios and firm performance: A study of value creation and appropriation in the U.S. software industry**

LAVIE, D., "Alliance portfolios and firm performance: A study of value creation and appropriation in the U.S. software industry", *Strategic Management Journal*, 2007, vol. 28, no. 12, pp. 1187-1212

## **The Performance Implications of Timing of Entry and Involvement in Multipartner Alliances**

LAVIE, D., C. LECHNER, H. SINGH, "The Performance Implications of Timing of Entry and Involvement in Multipartner Alliances", *Academy of Management Journal*, 2007, vol. 50, no. 3, pp. 578-604

## **Balancing Exploration and Exploitation in Alliance Formation**

LAVIE, D., L. ROSENKOPF, "Balancing Exploration and Exploitation in Alliance Formation", *Academy of Management Journal*, 2006, vol. 49, no. 4, pp. 797-818

## **The Competitive Advantage of Interconnected Firms: An Extension of the Resource-Based View**

LAVIE, D., "The Competitive Advantage of Interconnected Firms: An Extension of the Resource-Based View", *Academy of Management Review*, 2006, vol. 31, no. 3, pp. 638-658

## **Capability Reconfiguration: An Analysis Of Incumbent Responses To Technological Change**

LAVIE, D., "Capability Reconfiguration: An Analysis Of Incumbent Responses To Technological Change", Academy of Management Review, 2006, vol. 31, no. 1, pp. 153-174

### **The dominant strategic positioning of foreign MNCs: a typological approach and the experience of Israeli industries**

LAVIE, D., A. FIEGENBAUM, "The dominant strategic positioning of foreign MNCs: a typological approach and the experience of Israeli industries", Journal of Business Research, 2003, vol. 56, no. 10, pp. 805-814

### **The Strategic Reaction of Domestic Firms to Foreign MNC Dominance: the Israeli Experience**

LAVIE, D., A. FIEGENBAUM, "The Strategic Reaction of Domestic Firms to Foreign MNC Dominance: the Israeli Experience", Long Range Planning, 2000, vol. 33, no. 5, pp. 651-672

### **Strategic management of MNCs' entry into foreign markets: experience of Israel in the 1990s**

FIEGENBAUM, A., D. LAVIE, "Strategic management of MNCs' entry into foreign markets: experience of Israel in the 1990s", European Management Journal, 2000, vol. 18, no. 1, pp. 93-105

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## **Proceedings/Presentations**

### **Certification of Business Practices and Algorithms: A Complementary Approach to Platform Regulation**

LAVIE, D., O. POLLICINO, T. VALLETTI, "Certification of Business Practices and Algorithms: A Complementary Approach to Platform Regulation" in The 85th Annual Meeting of Academy of Management, July 25-29, 2025, Copenhagen, Denmark

### **Orchestrating a Cooperative Economy Platform as a Solution to Economic Inequality**

LAVIE, D., G. L. BRADY, U. STETTNER, R. ILIES, C. GUTIERREZ, "Orchestrating a Cooperative Economy Platform as a Solution to Economic Inequality" in The 85th Annual Meeting of Academy of Management, July 25-29, 2025, Copenhagen, Denmark

### **The Dominance of Big Tech Platforms: Should We Revisit the Principles of Strategy?**

LAVIE, D., "The Dominance of Big Tech Platforms: Should We Revisit the Principles of Strategy?" in 83rd Annual Meeting of the Academy of Management, 4-8 August, 2023, Boston, United States of America

### **The Cooperative Economy: A Prosocial Alternative to Capitalism**

LAVIE, D., "The Cooperative Economy: A Prosocial Alternative to Capitalism" in 83rd Annual Meeting of the Academy of Management, 4-8 August, 2023, Boston, United States of America

### **Some Imperfections of the Modern Economic System**

LAVIE, D., "Some Imperfections of the Modern Economic System" in 82nd Annual Meeting of the Academy of Management, 5-9 August, 2022, Seattle, United States of America

### **Does the predator become the prey? Knowledge leakage and role reversal in alliances**

FRIEDMANN, J., D. LAVIE, L. RADEMAKER, "Does the predator become the prey? Knowledge leakage and role reversal in alliances" in Academy of Management Best Paper Proceedings of the 2021 annual

conference, 30 July-3 August, 2021, (virtual)

### **How Does a Partner's Acquisition Affect the Value of the Alliance?**

LAVIE, D., R. LUNNAN, B. M. T. TRUONG, "How Does a Partner's Acquisition Affect the Value of the Alliance?" in Academy of Management Best Paper Proceedings of the 2020 annual conference, 7-11 August, 2020, (Virtual)

### **When an Industry Peer is Accused of Misconduct: Contagion vs. Competition Effects on Blameless Firms**

NAUMOVSKA, I., D. LAVIE, "When an Industry Peer is Accused of Misconduct: Contagion vs. Competition Effects on Blameless Firms" in Academy of Management Best Paper Proceedings of the 2019 annual conference, 9-13 August, 2019, Boston, MA, United States of America

### **Unconventional Strategies for Innovation: How Coopetition and Metamorphosis Drive the Emergence of Nascent Industries**

DRORI, I., D. LAVIE, "Unconventional Strategies for Innovation: How Coopetition and Metamorphosis Drive the Emergence of Nascent Industries" in 37th Annual International Conference of the Strategic Management Society, 28-31 October, 2017, Houston, TX, United States of America

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## **Research Monographs**

### **Economia Cooperativa. Una Soluzione alle grandi Sfide della Società**

LAVIE, D. - "Economia Cooperativa. Una Soluzione alle grandi Sfide della Società" - 2024, Bocconi University Press - BUP, Milano, Italy

### **The Cooperative Economy: A Solution to Societal Grand Challenges**

LAVIE, D. - "The Cooperative Economy: A Solution to Societal Grand Challenges" - 2023, Routledge

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## **Contribution to Chapters, Books or Research Monographs**

### **The dominance of Big Tech platforms: Should we revisit the principles of strategy?**

LAVIE, D., "The dominance of Big Tech platforms: Should we revisit the principles of strategy?" in Strategy in a Turbulent Era., Ashton L. Hawk, Marcus M. Larsen, Michael J. Leiblein, Jeffrey J. Reuer (Eds.), Edward Elgar Publishing, chap. 11, pp. 230-250, 2024

### **Alliances and Networks**

LAVIE, D., "Alliances and Networks" in Strategic Management: state of the field and its future., Duhaime Irene, Hitt Michael A., Lyles Marjorie (Eds.), Oxford University Press, pp. 261-276, 2021

### **Competitive and Cooperative Strategy**

CHILD, J., R. DURAND, D. LAVIE, "Competitive and Cooperative Strategy" in Strategic Management: state of the field and its future., Duhaime Irene, Hitt Michael A., Lyles Marjorie (Eds.), Oxford University Press, pp. 223-242, 2021

### **Dedicated alliance function vs. partner-specific experience: alternative mechanisms for managing interpartner risk in strategic alliances Lavie, Dovev**

FINDIKOGLU, M., D. LAVIE, "Dedicated alliance function vs. partner-specific experience: alternative mechanisms for managing interpartner risk in strategic alliances Lavie, Dovev" in Managing Interpartner Risks in Strategic Alliances., T. K. Das (Ed.), IAP - Information Age Publishing, chap. 1, pp. 1-33, 2019

### **Multimarket Competition and Alliance Formation**

AMIR, Y., D. LAVIE, N. HASHAI, "Multimarket Competition and Alliance Formation" in Frontiers of Strategic Alliance Research., Farok J. Contractor, Jeffrey J. Reuer (Eds.), Cambridge University Press, pp. 305-321, 2019

### **Exploration and exploitation through alliances**

LAVIE, D., "Exploration and exploitation through alliances" in Collaborative Strategy., Luiz Mesquita, Roberto Ragozzino, Jeffrey Reuer (Eds.), Edward Elgar Publishing, pp. 205-212, 2017

### **Resource Reconfiguration: Learning from Performance Feedback**

DOTHAN, A., D. LAVIE, "Resource Reconfiguration: Learning from Performance Feedback" in Resource Redeployment and Corporate Strategy., Timothy B. Folta, Constance E. Helfat, Samina Karim (Eds.), Emerald Group Publishing Limited, pp. 319-369, 2016

### **Leveraging Multipartner Alliances in Technology-Driven Industries**

LAVIE, D., C. LECHNER, H. SINGH, "Leveraging Multipartner Alliances in Technology-Driven Industries" in Managing Multipartner Strategic Alliances., T. K. Das (Ed.), IAP - Information Age Publishing, chap. 7, pp. 171-193, 2015

### **Operating Routines, Cultural Alignment and Relational Mechanisms in Alliances**

KHANNA, P., D. LAVIE, P. R. HAUNSCHILD, "Operating Routines, Cultural Alignment and Relational Mechanisms in Alliances" in Interpartner Dynamics in Strategic Alliances., T. K. Das (Ed.), IAP - Information Age Publishing, chap. 2, pp. 27-54, 2013

### **Managing Collaborative Innovation in Nanotechnology Research Centers**

LAVIE, D., I. DRORI, "Managing Collaborative Innovation in Nanotechnology Research Centers" in Contemporary Perspectives on Technological Innovation, Management and Policy, Volume - The Dark Side of Technological Innovation., B. Ran (Ed.), Information Age Publishing, chap. 11, pp. 285-321, 2012

### **Managing Multipartner Strategic Alliances**

LAVIE, D., S. R. MILLER, "Managing Multipartner Strategic Alliances" in Handbook of Business and Finance: Multinational Companies, Venture Capital and Non-Profit Organizations., M. Bergmann, T. Faust (Eds.), Nova Science Publishers, chap. 2, pp. 41-78, 2009

### **The Competitive Advantage of Interconnected Firms**

LAVIE, D., "The Competitive Advantage of Interconnected Firms" in The Handbook of 21st Century Management., C. Wankel (Ed.), SAGE Publications, chap. 32, pp. 324-334, 2007

### **Interconnected Firms and the Value of Network Resources**

LAVIE, D., "Interconnected Firms and the Value of Network Resources" in Advances in Mergers and Acquisitions, Vol. 5., C. L. Cooper, S. Finkelstein (Eds.), Emerald Group Publishing Limited, chap. 7, pp. 127-141, 2006

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## **Other**

### **Can we solve societal grand challenges by designing a prosocial economic system?**

LAVIE, D., "Can we solve societal grand challenges by designing a prosocial economic system?", HEC Research Center for Grand Challenges - The Blog, 16 July 2024

### **Our system is broken. A cooperative economy can offer a long-term fix**

LAVIE, D., "Our system is broken. A cooperative economy can offer a long-term fix", I by IMD, March 2024

### **Enabling the emergence of innovation ecosystems**

DRORI, I., D. LAVIE, "Enabling the emergence of innovation ecosystems", Journal of Management Studies Blog, 8 February 2024

### **Is our economic system fixable? What could be an alternative?**

LAVIE, D., "Is our economic system fixable? What could be an alternative?", Work in Progress: Sociology on the economy, work and inequality blog of the American Sociological Association (ASA), 9 March 2023