

## ALEKSIOS GOTSPOULOS

SKK Graduate School of Business  
25-2, Sungkyunkwan-Ro, Jongno-gu  
110-745 Seoul  
KOREA

Phone: +82-2-740-1537 (office)  
+82-10-4444-5175 (cell)  
e-mail: agotsopo@skku.edu

### EMPLOYMENT

---

<b>SKK Graduate School of Business, Seoul, Korea</b> Assistant Professor of Management	2013-present
<b>IE Business School, Madrid, Spain</b> Assistant Professor of Entrepreneurship	2011-2013
<b>Boston University School of Management</b> Postdoctoral Research Fellow	2009-2011

### EDUCATION

---

<b>University of Chicago Booth School of Business</b> PhD in Business Administration, 2009	2003-2009
---	-----------

Dissertation: *"Resource Space Dynamics in the Evolution of Industries: Formation, Expansion, and Contraction of the Resource Space, and its Effects on the Survival of Organizations"*

Dissertation Committee: Damon J. Phillips (co-chair), Stanislav D. Dobrev (co-chair), Matthew S. Bothner, and Steven J. Kahl

MBA, 2009

<b>Athens University of Economics &amp; Business, Athens, Greece</b> B.Sc. in International & European Economic Studies	1997-2002
--	-----------

### RESEARCH INTERESTS

---

Organizational theory; entrepreneurship; industry evolution; first-mover advantages; categories.

### TEACHING INTERESTS

---

Organization theory; entrepreneurship; strategy; organizational change.

## RESEARCH

---

Grodal, Stine, Aleksios Gotsopoulos, and Fernando F. Suarez. 2015. "The Co-Evolution of Categories and Designs during Industry Emergence". *Academy of Management Review*, 40: forthcoming (equal authorship)

Gotsopoulos, Aleksios. 2015. "Dominant Designs". forthcoming in the *International Encyclopedia of the Social & Behavioral Sciences*

Suarez, Fernando S., Stine Grodal, and Aleksios Gotsopoulos. 2015. "Perfect Timing?: Dominant Category and the Window of Opportunity for Firm Entry into Emerging Industries". *Strategic Management Journal*, 36: 437-448. (equal authorship)

Grodal, Stine, Fernando S. Suarez, and Aleksios Gotsopoulos. 2011. "Entry Timing Advantages and the Categorical Dynamics of the Industry Life Cycle". *Academy of Management Best Paper Proceedings*. (This paper was a finalist for the 2011 TIM Best Paper Award.)

Dobrev, Stanislav D. and Aleksios Gotsopoulos. 2010. "Legitimacy Vacuum, Structural Imprinting, and the First-Mover Disadvantage". *Academy of Management Journal*, 53: 1153-1174.

"Fools Enter Late? Contagious Entry and Firm Survival in Emerging Industries"  
[working paper].

"Industry Cycles vs. Attention Cycles: The Effects of Shifting Public Attention"  
[working paper].

"Between Populations and Communities: Intra-population Networks and the Case of UK University Spinoffs". (with Konstantinos Pitsakis) [working paper]

"Isomorphism vs. Performance: Changing Evaluation Mechanisms of Organizational Conformity". (with Konstantinos Pitsakis) [under preparation].

"Nationality Effects in NHL Hockey Teams". (with Damon J. Phillips). [under preparation].

## REFEREED & INVITED PRESENTATIONS

---

"The Co-Evolution of Technological Designs and Categories During Industry Emergence". (with Stine Grodal and Fernando F. Suarez)  
- DRUID 2013 Conference, Barcelona, Spain (June, 2013)  
- Annual Meeting of Organizational Ecologists 2013, Budapest, Hungary (July, 2013)

"Between Populations and Communities: Intra-population Networks and the Case of UK University Spinoffs". (with Konstantinos Pitsakis)  
- AOM 2014, Philadelphia, (2014, August)

- EURAM Annual Conference 2013, Istanbul, Turkey (2013, June)
- Annual Meeting of Organizational Ecologists 2012, Copenhagen, Denmark (2012, July)
- EGOS 2012 Colloquium, Helsinki, Finland (2012, July)

“Entry Timing Advantages and the Categorical Dynamics of the Industry Life Cycle”.  
(with Stine Grodal and Fernando F. Suarez)

- AOM 2011, San Antonio, TX (2011, August)

“Shifting Public Attention: Industry Cycles vs. Attention Cycles”

- AOM 2010, Montreal, Canada (2010, August)

“Fools Enter Late? Contagious Entry and Firm Survival in Emerging Industries”

- EURAM Annual Conference 2014, Valencia, Spain (2014, June)
- Aalto University, Espoo, Finland (2014, May)
- Universidad Carlos III, Madrid, Spain (2013, May)
- SKK Business School, Seoul, South Korea (2012, November)
- Imperial College Business School, London, UK (2012, January)
- EGOS 2011 Colloquium, Gothenburg, Sweden (2011, July)
- Drexel University, LeBow College of Business, Philadelphia, PA (2011, February)
- CEU Business School, Budapest, Hungary (2011, February)
- IE Business School, Madrid, Spain (2011, January)
- FCEE Católica, Lisbon, Portugal (2010, December)
- HEC Paris, Paris, France (2010, December)
- University of Utah, David Eccles School of Business, Salt Lake City, UT (2010, November)
- Annual Meeting of Organizational Ecologists, Helsinki, Finland (2010, June)
- AOM 2009, Chicago, IL (2009, August)
- Cass Business School, City University, London, UK (2009, May)
- UCD School of Business, Dublin, Ireland (2009, April)

“The Survival Chances of New Firms in New Industries: Legitimacy Vacuum, Structural Imprinting, and the First-Mover Disadvantage” (with Stanislav D. Dobrev)

- Medici Summer School in Management Studies, Florence, Italy (2009, July)
- Hong Kong University of Science & Technology, Hong Kong (2009, February)
- Tilburg University, Department of Organization & Strategy, Tilburg, Netherlands (2009, January)
- University College London, Department of Management, London, UK (2008, December)
- Università Bocconi, Milan, Italy (2008, December)
- HEC Paris, Paris, France (2008, November)
- IE Business School, Madrid, Spain (2008, October)
- University of Lugano, Department of Economics, Lugano, Switzerland (2008, October)
- AOM 2008, Anaheim, CA (2008, August).

## TEACHING

---

“Competitive Strategy”, SKK GSB (MBA), 2013-2014, 2014-2015  
“Executing Business Plans”, SKK GSB (MBA), 2013-2014, 2014-2015  
“Entrepreneurship”, SKK GSB (MBA), 2013-2014, 2014-2015  
“Entrepreneurship”, IE Business School (Global MBA, MSc.), 2011-2012, 2012-2013  
“New Venture Creation and Entrepreneurial Management”. IE University (BBA), 2011-2012.  
“Generating Business Value from New Technologies”. IE University (BBA), 2011-2012, 2012-2013

## ACADEMIC HONORS, AWARDS, AND GRANTS

---

Teaching Excellence Award (SKK GSB), 2014  
Spanish Ministry of Economy & Competitiveness, grant #ECO2012-33099:  
“Organizational Identity and the Quest for Legitimacy in Entrepreneurship: How the Economic and Social Drivers of Entrepreneurs Shape New Industries” (with Cristina Cruz, Rachida Justo, and Onal M. Vural).  
National Science Foundation grant #1027408 (\$612,180): “Dominant Categories, Industry Life Cycles and Entry Timing Advantages” (with Stine Grodal, and Fernando F. Suarez), 2010  
University of Chicago Graduate School of Business, Doctoral Fellowship, 2003-2008  
Oscar Mayer Foundation, Oscar Mayer Fellowship, 2008  
Emil Aaltonen Foundation, 2008, 2007, 2006, 2004  
Alfred Kordelin Foundation, 2008, 2007, 2006  
Academy of Finland, Young Scholar Grant, 2006  
Finnish Cultural Foundation, 2005, 2004  
Helsingin Sanomain 100-year Fund, 2005  
Greek State Scholarship Foundation, Award for Outstanding Performance in the National University Admission Exams, 1997

## PRESS

---

*Inc. Magazine* by J.J. McCorvey, April 2011, “Why it Pays to Be No.2 in Your Industry”  
*Wall Street Journal* by Sarah E. Needleman, January 20<sup>th</sup>, 2011, “In Race to Market, it Pays to Be Latecomer”

## **WORK EXPERIENCE**

---

2002-2003     Bank of Cyprus, Athens, Greece  
                    Organizations & Methods Department  
                    Worked on the Development and Optimization of Banking Procedures

2001-2002     Greek Army, Greece  
                    Sergeant

2000             Teleprime Ltd., Athens, Greece  
                    (Summer Internship) Worked on the sales promotion of cell phones

1999             Kerdoos Ermis Securities S.A., Athens, Greece  
                    (Summer Internship) Dealing Room assistant

## **PROFESSIONAL AFFILIATIONS**

---

Academy of Management, EGOS, EURAM, Economic Chamber of Greece

## **AD HOC REVIEWER**

---

*American Journal of Sociology*  
*Academy of Management*  
*Strategic Management Journal*  
*Industrial and Corporate Change*  
*Long Range Planning*  
*Journal of Business Venturing*  
*Journal of Management Studies*

## **OTHER INFORMATION**

---

Citizenship: Greek & Finnish

Languages: Greek, Finnish, English, Spanish, French, German