

Dovev Lavie

Full Professor



Knowledge Group: Strategy and Operations

Research Domains: Corporate Strategy

Teaching Domains:

dovev.lavie@unibocconi.it

Biography

Dovev Lavie è Professore Ordinario del Dipartimento di Management e Tecnologia presso l'Università Bocconi. Prima della sua collaborazione con l'Università Bocconi iniziata nel 2017, ha lavorato come Assistant Professor presso l'Università del Texas ad Austin e come Professore Ordinario e Vice Presidente per i Programmi MBA presso la Technion. Ha inoltre ricoperto visiting position presso la London Business School, la University College London e il BI Norway.

Possiede un'ampia esperienza in materia di formazione e consulenza per le aziende. Parallelamente alla sua carriera accademica, ha lavorato come consulente, assistendo aziende operanti nel campo delle biotecnologie, dei prodotti chimici, dei cosmetici, della sanità, dell'istruzione, software, dei computer, dell'industria aerospaziale e della difesa. Ha gestito moduli di formazione strategica in aziende come Intel e Microsoft, ricerche sul campo e progetti di consulenza per aziende come National Instruments, Cadence Design, Vignette, Unisys e Johnson& Johnson. Ha inoltre progettato e diretto programmi accademici unici, come lo Startup MBA che consente agli studenti di avviare le loro aziende mentre seguono il programma MBA. Speaker in diversi forum, come la Strategic Management Society e la Academy of Management.

Le sue ricerche si concentrano su due questioni fondamentali: come si evolvono i portafogli di alleanza? E in che modo la loro configurazione influenzi la creazione di valore e la sua acquisizione? La sua ricerca nel settore IT rivela come i progressi tecnologici guidino le decisioni strategiche delle imprese, che a loro volta determinano la composizione dei partner e la rispettiva natura delle relazioni di alleanza. Inoltre, si è occupato di come le aziende di software abbassino le tendenze per esplorare e sfruttare nei loro portafogli di alleanza, sostenendo che la capacità di assorbimento e l'inerzia impongono pressioni conflittuali, ma le imprese bilanciano queste tendenze nel tempo e nei vari settori. Nelle successive ricerche, dimostra come le imprese abbiano bilanciato l'esplorazione e lo sfruttamento nei vari modi di funzionamento, quali le alleanze, le acquisizioni e lo sviluppo interno che ne aumentano la performance. Ha inoltre dimostrato come l'interazione delle risorse interne e delle risorse di rete dei partner contribuisca alla creazione e all'applicazione delle conoscenze nelle industrie emergenti, come la nanotecnologia. Il principale filone di ricerca si concentra sulla creazione di valore e assorbimento nei portafogli di alleanza. Egli afferma che nelle industrie in rete la natura

dei rapporti è più importante della natura delle risorse delle imprese e che le imprese possono riconfigurare le proprie risorse a seguito di cambiamenti tecnologici e imparando dai feedback sulle performance. Dimostra come le risorse di rete contribuiscano alla prestazione costante, a meno che i partner non godano di posizioni di contrattazione forti. Queste caveat possono essere mitigate, tuttavia, quando l'azienda facilita la concorrenza tra i suoi partner. Negli studi correlati, rivela come la composizione dei partner nel portfolio di alleanza è importante considerando, ad esempio, i paesi di origine dei partner e le differenze strategiche e organizzative. Oltre ai portafogli di alleanza, ha studiato le alleanze multi-partner, come l'Alliance Wi-Fi, in cui le aziende possono trarre vantaggio dal momento della loro entrata nell'alleanza, decidendo il loro livello di partecipazione organizzativa e partecipando alle alleanze in concorrenza. Questa ricerca migliora la comprensione di come i portafogli di alleanza promuovano la creazione di valore e come ne bilancino l'esplorazione e lo sfruttamento.

È Sloan Industry Studies Fellow, titolare del premio Emerging Scholar Award della Strategic Management Society, vincitore del Newman Award per Best Paper basato su una Dissertazione conferito dalla Academy of Management, vincitore del BPS Distinguished Paper Award conferito dall'Academy of Management, vincitore dell'INFORMS Best Dissertation Award e destinatario di una sovvenzione conferita da Stati Uniti - Israel Binational Science Foundation, Israele Science Foundation, Mack Center for Innovation Technologies e CIBER. Ha ricoperto il ruolo di redattore associato di *Academy of Management Journal* e di *Strategic Management Journal* e ha fatto parte degli editorial board di *Academy of Management Review*, *Administrative Science Quarterly*, *Organization Science* e *Strategic Organization*. È stato eletto nel Comitato Esecutivo e nel Comitato di Ricerca dell'Academy of Management BPS Division e in diversi ruoli presso la Strategic Management Society, tra cui Presidente del Programma del Gruppo di Interessi Strategie Cooperative, Direttore Track del Comitato del Programma della Conferenza e iniziatore e Co-presidente della Conferenza Speciale di Tel Aviv. Le sue ricerche sono state pubblicate in journal importanti come *Academy of Management Review*, *Academy of Management Journal*, *Strategic Management Journal*, *Organization Science*, *Journal of Management*, *Strategic Organization* e *Academy of Management Annals* e riconosciuti da journal aziendali, come il *Wall Street Journal*.

Dovev ha ottenuto il suo Ph.D. in Management dalla Wharton School presso la University of Pennsylvania nel 2004. Ha conseguito un MA in Managerial Science and Applied Economics presso la Wharton (2002) e un MSc in Business Administration (1998), un BA in Economics and Management (1996), e un BSc in Industrial Engineering and Management (1996) presso la Technion. Ama viaggiare, la musica classica e scrivere poesie.

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

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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

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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

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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

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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

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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

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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

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The evolution of alliance portfolios: the case of Unisys

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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

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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

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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

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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

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

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

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

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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

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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

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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

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Interconnected Firms and the Value of Network Resources

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Other

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

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

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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