

Curriculum Vitae
Joseph F. Porac

Address (Office): Department of Management and Organizations
Stern School of Business
New York University
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Address (Home): 30 Portland Road
Summit, NJ 07901
908-608-1410

Education:

1974 B.S. (Anthropology) University of Pittsburgh, (summa cum laude)

1979 Ph.D. (Social Psychology) University of Rochester, (minor areas: Cognition,
Organizational)

Current Research Interests:

Managerial cognition and sensemaking as it shapes organizational action. Identities and categorization processes at the firm and industry level. Status and “returns to status.” The cognitive foundations of strategy and organization.

Academic Positions:

2011-2013 Distinguished Visiting Professor of Strategy and Organization
Lee Kong Chian School of Business, Singapore Management University
1 month per year appt.

Spring, 2011 Visiting Scholar, Stanford University

Fall, 2010 Visiting Scholar, Georgetown University

2008-2009 Deputy Chair, Department of Management and Organizations
Stern School of Business, New York University

2005-2008 Chair, Department of Management and Organizations

Stern School of Business, New York University

2003- George Daly Professor in Business Leadership, Stern School of Business, New York University

1999-2003 Professor of Organization and Management
Goizueta Business School, Emory University

1999-2001 Senior Associate Dean for Faculty and Research
Goizueta Business School, Emory University

1999- Academic Affiliate, National Center for Supercomputing Applications,
University of Illinois at Urbana-Champaign

1996-1997 Director, Office of Business Innovation and Entrepreneurship
College of Commerce and Business Administration
University of Illinois at Urbana-Champaign

Senior Research Scientist, National Center for Supercomputer Applications, University of Illinois at Urbana-Champaign

1996-1999 Professor
Department of Business Administration
University of Illinois at Urbana-Champaign

1990-1992 Visiting Associate Professor
Department of Management
Stern School of Business
New York University

1990-1991 Associate
St. Andrews Management Institute
University of St. Andrews, St. Andrews, Scotland

1984-1995 Associate Professor
Department of Business Administration
University of Illinois at Urbana-Champaign

1978-1983 Assistant Professor of Business Administration
University of Illinois at Urbana-Champaign

1977 Instructor (statistics)
Department of Psychology
St. John Fisher College, Rochester, N.Y.

1975-1976 Instructor (statistics)
 Department of Psychology
 University of Rochester

Non-Academic Positions:

1984-1990 Management consultant
 British American Tobacco-US/Appleton Papers, Inc.

Academic Honors and Fellowships:

1974-1978 Rush Rhees Scholar, University of Rochester
 1978 Sloan fellowship in cognitive science, Yale University
 1987 Hewlett Foundation research fellowship, U of Illinois
 2011 Distinguished Scholar, Academy of Management, MOC Division
 2013 Elected Fellow, Academy of Management

Memberships in Professional Associations:

Academy of Management: OB, OMT, BPS, MOC, Entrepreneurship divisions
 American Sociological Association
 Strategic Management Society
 Cognitive Science Society

Leadership Activities in Professional Associations:

2011-12 Co-organizer, Behavioral Strategy Initiative, Strategic Management
 Society

2006-07 Member/Chair, Terry Book Award Committee, Academy of Management

2002 Past Division Chair, Organization and Management Theory (OMT)
 division of the Academy of Management

2001 Co-organizer of the INFORMS Organization Science Winter Conference on
 Entrepreneurship and Organizations, Steamboat Springs, CO. Approx. 70
 scholars from around the world attended.

2001 Division Chair, Organization and Management Theory (OMT) division of
 the Academy of Management. Approx. 3200 members.

2000 Division Chair Elect, OMT division of the Academy of Management

- 1999 Program Chair for the OMT division's conference slate at the annual meeting of the Academy of Management in Chicago
- 1998 Preconference Workshop Coordinator for OMT division at the 1998 annual meeting of the Academy of Management in San Diego
- 1996, 1999 Member of judges panel, INFORMS/Organizational Science dissertation competition.
- 1994 Co-organized a conference underwritten by the Consortium for Centers of Organizational Research on the Social Construction of Industries, Chicago, IL. Approximately 120 scholars from around the world attended the two-day meeting.
- 1989 Co-organized a preconference workshop on managerial cognition in conjunction with the Academy of Management meetings in Washington, D.C. Approximately 70 scholars from around the world attended.
- 1987 Co-organized a preconference workshop at Boston University on managerial cognition in conjunction with the Strategic Management Society meeting in Boston. Approximately 40 scholars attended.

Editorial Assignments:

- 2010-2013 Associate Editor, *Strategic Management Journal*.
- 2005 Co-Editor, *Advances in Strategic Management*
- 2000-2004 Associate Editor, *Administrative Science Quarterly*.
- 1994, 1998 Co-editor, *Advances in Managerial Cognition and Organizational Information Processing*, JAI Press
- 1994 *Organizational Science*, co-editor of special issue on managerial and organizational cognition
- 1988-1993 Occasional consulting editor for *Academy of Management Review*
- 1987 *Journal of Management Studies*, co-editor of special issue on managerial cognition

Editorial Review Boards:

- 2013- *Academy of Management Journal*
- 2008-2010 *Strategic Management Journal*

1988-2000, 2009-2016	<i>Administrative Science Quarterly</i>
1994-2000	<i>Journal of Management Inquiry</i>
1996-2000	<i>Corporate Reputation Review</i>
1988-1993	<i>Academy of Management Review</i>

Reviewing Activities:

- Ad hoc reviewer for *Journal of Applied Psychology*, *Organizational Behavior and Human Decision Processes*, *Psychological Bulletin*, *Journal of Personality and Social Psychology*, *Personality and Social Psychology Bulletin*, *Academy of Management Journal*, *Strategic Management Journal*, *Administrative Science Quarterly*, *Journal of Management Studies*, *Journal of Management*, *Academy of Management Review*, *Organization Science*, *Journal of Management Inquiry*, *Corporate Reputation Review*, *Research Policy*
- Occasional reviewer for NSF grant proposals
- Member of NSF review panels on Enterprise Systems (2000) and Innovation and Organizational Change (2001-2002) (2009-2011)
- Outside reviewer for promotion and tenure cases.
- Periodic reviewer for the OMT, OB, MOC, and RM divisions of the Academy of Management
- Member, External Review Committee, Lee Kong Chian School of Business, Singapore Management University, Summer 2010

Various Administrative Activities While at U Illinois:

MBA Admissions Committee
 Executive MBA Admissions Committee
 Director, College Behavioral Laboratory
 College of Commerce Teaching Evaluation Committee
 Executive MBA Advisory Committee
 College of Commerce Information Technology Committee
 Dean's Task Force on Technology Management
 OB Group Ph.D. Coordinator
 OB Group Faculty Recruiting Coordinator
 OB Group Coordinator
 Departmental Strategic Planning Committee
 Departmental Graduate Studies Committee
 Departmental Educational Policy Committee
 Interim Director, Center for Innovation and Entrepreneurship

Various Administrative Activities While at Emory:

Chair, Goizueta School Personnel Committee
 Chair, Goizueta School Ph.D. Design Team
 Goizueta School Modular EMBA Design Team
 Goizueta School Research Committee
 Goizueta School Instructional Computing Committee
 University Research Committee

Various Administrative Activities While at New York University

Management Strategy Faculty Recruiting Coordinator
 Strategy Core Course Co-Coordinator
 Chair, Department of Management and Organizations
 Deputy Chair, Department of Management and Organizations
 Westchester Program Design Team
 Stern Journal Review Committee
 Department of Management and Organizations Curriculum Committee, Chair
 Stern Entrepreneurship Curriculum Committee, Chair
 Senior Faculty Peer Review Committee (2013-2015)
 School P&T Committee (2015-)

Past Courses Taught (at Illinois, NYU, and Emory):

Strategic management (MBA, EMBA, Ph.D.), organizational theory (UG, MBA, EMBA, Ph.D.), organizational behavior (UG, MBA, Ph.D.), manufacturing organization (MBA), technology management and organization (UG), seminar on knowledge, organizations, and markets (Ph.D.), strategy and organizations (MBA), industry analysis (EMBA)

Teaching Awards:

- 2001 Distinguished Educator Award, Executive MBA Program, Goizueta Business School. Selected by vote of EMBA students as instructor of the year.
- 2005 Distinguished Educator Award, Executive MBA Program, Goizueta Business School. Selected by vote of EMBA students as instructor of the year.
- 2010 Finalist, MBA Professor of the Year, New York University, Stern School.

Teaching Highlights:

- Co-founded the Medici Doctoral Summer School in Management Studies, a joint venture with

HEC Paris and the University of Bologna. The summer school has been running the past four years, with classes held at La Pietra, NYU's villa in Florence, Italy. Over one hundred doctoral students from all over the world have participated in the week-long course.

- At Emory, I chaired a faculty committee that was charged with designing and implementing a doctoral program in business. This entailed benchmarking other doctoral programs, designing the curriculum, building faculty support for the program, managing the program budget, and producing marketing materials and brochures. There are now 50 doctoral students enrolled in the program. Placements have included U Texas-Austin, Boston College, U Wisconsin, Purdue, Singapore Management University, Northwestern, Georgetown, and Georgia Tech.
- I co-chaired a faculty committee at Emory that designed and implemented a new modular EMBA program that combined in-class and online learning environments. The program graduated its first class of 28 students in 2004, and currently has enrolled about 40 students from around the world who are advancing toward their degrees.
- I taught organizational design to Emory EMBA students and incorporated a number of electronic technologies into the course. These include webconferencing for virtual meetings with individual students and study groups, streaming Powerpoint lectures, an electronic whiteboard for capturing class case discussions, and a completely electronic student assignment submission and grading procedure. As part of the course, I organized and conducted the School's first completely distributed live case discussion involving 53 students in 53 different locations.
- Listed on the University of Illinois' campus-wide list of excellent instructors with student evaluations in the top 10% of all faculty on campus for undergraduate, MBA, EMBA, and Ph.D. courses.
- To assist a local forging company on the brink of bankruptcy, I designed and taught an ad hoc MBA course on manufacturing organization at the University of Illinois and supervised consultant teams of students in assessing and redesigning the company's operations.
- I was an EMBA instructor in behavioral science and organizational theory for 12 years at Illinois. During that time, I championed the use of technologies that enabled the program to build a teleconferencing distance learning partnership with Motorola Corp. I was involved in recruiting Motorola managers for the program, and we accepted our first class in Fall, 1997.
- Together with a colleague in electrical engineering, I was a lead faculty member in designing an interdisciplinary program on Technology and Management that is jointly sponsored by Illinois' College of Engineering and College of Commerce. This program attracted a \$1 million gift from a prominent alumnus as well as \$450,000 in funding from several foundations. It was the first endowed educational program in the University's history. It later attracted another \$6 million in endowment and has been emulated by other top engineering

schools around the country.

- I have regularly taught doctoral students and have participated in various capacities in their dissertation projects. One doctoral student, Tim Pollock, won the INFORMS award for best dissertation proposal in Organization Science and the Academy of Management's Pondy Award for best paper from a dissertation.

Doctoral Dissertation Committees:

1982	Gerald Ferris, UIUC, co-chair
1984	Nancy Rotchford, UIUC
1985	Donald Fedor, UIUC
1986	John Komocar, UIUC
1987	Carol Kulik, UIUC
1987	Rhonda Reger, UIUC
1988	Christina Shalley, UIUC
1988	Donald Conlon, UIUC, co-chair
1989	Willy Haukedal, Norwegian School of Economics
1989	Morten Heide, Norwegian School of Economics
1991	Michael Levenhagen, UIUC
1992	Rune Lines, Norwegian School of Economics
1995	Joan Phillips, UIUC
1998	Tim Pollock, UIUC, co-chair
1998	Philip Gorman, UIUC
1998	Violina Rindova, New York University
2003	Yuri Mishina, UIUC, co-chair
2003	Ben Powell, Wharton School
2005:	Micki Eisenman, Columbia
2005:	Michel Anteby, NYU
2006:	Jen Tosti, NYU
2008:	Justin Miller, NYU
2010:	Daniel Engler
2013:	Pavan Gandhok (SMU)

Grant Funding:

2016	Ewing Marion Kauffman Foundation, Research on Gender Differences Among Restaurant Entrepreneurs in NYC (with Jason Greenberg and Gino Cattani)
1999	National Science Foundation, Knowledge and Distributed Intelligence Program. "Can knowledge be distributed? Mobilizing knowledge in a scientific alliance" (co-PI) \$1,400,000 for three years.

- 1999 Marketing Science Institute. “The socio-cognitive dynamics of a product market” (with J. Rosa), \$20,000.
- 1998 Ewing Marion Kauffman Foundation, National Center for Entrepreneurship Research: Development of database on high growth firms, \$128,600
- 1996 Ewing Marion Kauffman Foundation, National Center for Entrepreneurship Research: Research on managerial growth logics (with T. Pollock), \$25,000
- 1996 Ewing Marion Kauffman Foundation: National Center for Entrepreneurship Research: Development of database on high growth firms, \$81,000
- 1995 Ewing Marion Kauffman Foundation: National Center for Entrepreneurship Research: Development of database on high growth firms, \$59,000
- 1995 AT&T Foundation: Technology and Management Program (with Gary Eden), \$150,000
- 1995 GE Foundation: Technology and Management Program (with Gary Eden), \$150,000
- 1994 Proctor & Gamble Foundation: Technology and Management Program (with Gary Eden), \$150,000
- 1993 IBM Corporation, RISC System 6000 computer hardware (with J. Wade), \$25,000
- 1987 Economic and Social Research Council of Great Britain: Research on cognitive aspects of competitive strategy in UK knitwear manufacturing and grocery retailing (with H. Thomas), \$10,000
- 1985 IBM Corporation, Computer hardware for the development of expert systems for teaching managerial skills (with D. Whetten), \$10,000
- 1983 University of Illinois Research Board: Laboratory computer equipment, \$10,000
- 1981 University of Illinois Research Board: Research on intrinsic motivation, \$2500

Invited Academic Colloquia:

London Business School (2)
 Manchester Business School
 Cornell U (2)

University of Linkoping
 Norwegian School of Economics
 Oxford University (2)

Northwestern University (3)	William & Mary College
INSEAD (3)	University of Chicago (3)
Carnegie Mellon University (2)	Wharton School, U Penn (4)
University of Toronto	Stanford U (4)
Emory University (3)	University of St. Andrews
New York University (3)	U of Michigan (3)
Penn State U (2)	Columbia University
University of Central Florida	University of Minnesota (2)
Harvard Business School (3)	U of Western Ontario
Michigan State	U of Maryland (2)
U of North Carolina	University of Texas at Austin (2)
Georgetown University (3)	University of California Irvine
IRI Summer School, Italy	University of Southern California
University of California-Berkeley	Australian School of Business
Singapore Management U (3)	HEC-Paris
Imperial College London	Ohio State University
Dartmouth	University of Illinois-UC
Arizona State University	Aalto University
University of Washington-Seattle	Drexel University
Lehigh University	

Best Paper Awards:

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| 1988 | Best paper presented at the SUNY-Buffalo conference on Information Processing in Organizations. |
| 2000 | Bell Atlantic Best Paper Award at the AIWORC International Conference on Next Generation Enterprises and Virtual Organizations. |
| 2012 | Best OMT conference paper, Academy of Management, Boston. |
| 2012 | Best OMT symposium, Academy of Management, Boston. |

Media Coverage:

Financial Times, Washington Post, CNN.com, Atlanta Journal Constitution, Philadelphia Inquirer, Reuters, USA Today, Conde Nast Portfolio, Wall Street Journal

Edited Books:

Stubbart, C., Meindl, J., & Porac, J.F. (Eds.), (1994) *Advances in Managerial Cognition and Organizational Informational Processing*. (vol 1) Greenwich, CT: JAI Press.

Meindl, J., Stubbart, C., & Porac, J. F. (Eds.), *Cognition Within and Between Organizations*.

Thousand Oaks, CA: Sage Publications. 1996

Garud, R. & Porac, J.F., (Eds). (1998) *Advances in Managerial Cognition and Organizational Informational Processing*. (vol 2.), Greenwich, CT: JAI Press.

Szulanski, G., Porac, J.F., and Doz, Y. (2005) Strategy Process. *Advances in Strategic Management*, Greenwich, CT: JAI Press.

Publications:

Tan, A., Kendis, R., Fine, J. & Porac, J.F. (1977), A short measure of Ericksonian ego-identity. Journal of Personality Assessment, 1977, 41, 3-10.

Deci, E.L. & Porac, J. F. (1978). Intrinsic motivation and cognitive evaluation theory. In M. Lepper and D. Greene (Eds.) The hidden costs of rewards. Hillsdale, N.J.: Erlbaum, 1978.

Zuckerman, M., Deci, E. L., Smith, R. & Porac, J. F. (1978). On the importance of self-determination for intrinsically motivated behavior. Personality and Social Psychology Bulletin, 41 195-201.

Zuckerman, M., Larrance, D., and Blanck, P, & Porac, J. F. (1980) Fear of success and intrinsic motivation. Journal of Personality and Social Psychology, 39, 503-513.

Deci, E. L., Betley, G., Kahle, J., Abrams, L., & Porac, J.F. (1981). When trying to win: competition, rewards, sex, and intrinsic motivation. Personality and Social Psychology Bulletin, 7, 79-84.

Porac, J.F., Nottenburg, G., & Eggert, J. (1981). On extending Weiner's attributional model to organizational contexts. Journal of Applied Psychology, 1981, 66, 124-127.

Porac, J.F. & Salancik, G.R. (1981). Generic overjustification: The non-additivity of extrinsic rewards. Organizational Behavior and Human Performance, 27, 197-212.

Porac, J.F. (1981). Causal loops and other intercausal perceptions in the explanation of task performance. Journal of Educational Psychology, 73, 587-601.

Porac, J.F. & Meindl, J.R. (1982). Undermining overjustification: Inducing intrinsic and extrinsic task representations. Organizational Behavior and Human Performance, 29, 208-226.

Porac, J.F., Ferris, G., & Fedor, D. (1983). Causal attributions, affect, and expectations for a day's work performance. Academy of Management Journal, 26, 235-242.

Ferris, G. & Porac, J.F. (1984). Goal-setting as impression management. Journal of Psychology, 117, 33-37.

Ferris, G., Fedor, D., & Rowland, K. & Porac, J.F. (1985). Social influence and sex effects on task perceptions and performance. Journal of Vocational Behavior, 26, 66-78.

Porac, J.F. (1986). The job satisfaction questionnaire as a cognitive event. In K. Rowland & G. Ferris (Eds.), Research in personnel and human resource management (vol 5), JAI Press.

Porac, J.F. & Conlon, D. (1986). Affective transfer in experimentally created task sequences. Best Paper Proceedings of the Academy of Management, 1986, 101-106.

Salancik, G.R. & Porac, J.F. Distilled ideologies: causal reasoning in complex environments. In D. Gioia and H. Sims (Eds.), The Thinking Organization. Jossey-Bass.

Porac, J.F. & Thomas, H. (1987). The mental models of retailing strategists. In G. Johnson (Ed.), Strategy in retailing. London: John Wiley.

Oldham, G., Shalley, C., & Porac, J.F. (1987). Effects of goal difficulty and participation on intrinsic motivation. Academy of Management Journal, 1987, 30, 553-563.

Porac, J.F., Thomas, H., & Baden-Fuller, C. (1989) Industries as cognitive communities: The case of Scottish knitwear manufacturers. Journal of Management Studies, 26, 397-416.

Porac, J.F. & Thomas, H. (1989). Managerial thinking in business environments. Journal of Management Studies, 26, 323-325.

Porac, J.F. & Thomas, H. (1990). Taxonomic mental models in competitor categorization. Academy of Management Review, 15, 224-240.

Levenhagen, M., Porac, J.F., & Thomas, H. (1993). Entrepreneurship, cognition, and technology in the formation of new markets. In P. Lorange, B. Chakravarthy, & J. Roos (Eds.), New directions in strategic process research. London: Wiley.

Porac, J.F., Thomas, H., & Carroll, C. (1993). Competitive networks in the Scottish knitwear industry: A cognitive approach to strategic groups. In P. Lorange, B. Charavarthy, & J. Roos (Eds.), New directions in strategic process research. London: Wiley.

Porac, J.F. & Thomas, H. (1993). The social construction of markets. In J. Hendry and G. Johnson (Eds.), The best of strategy. London: Basil Blackwell.

Levenhagen, M., Porac, J.F., & Thomas, H. (1993). Emergent industry leadership and the selling of technological visions: A social constructionist view. In J. Hendry, G. Johnson, and J. Newton (Eds.), Strategic thinking: Leadership and the Management of Change. London: Wiley.

Porac, J.F. & Thomas, H. (1994). Cognitive categorization and subjective rivalry among retailers in a small city. Journal of Applied Psychology, 79, 54-66.

Meindl, J., Stubbart, C. & Porac, J.F. (1994) Cognition within and between organizations. Organizational Science, 5, 288-293.

Levenhagen, M., Thomas, H., & Porac, J.F. (1994). Managing strategic evolution in fast-paced technological environments: The case of software development in Silicon Prairie. Journal of Strategic Change, 12, 34-54.

- reprinted in D. Hussey (Ed.), The Innovation Challenge. New York: Wiley. 1997.

Porac, J.F. (1994). On community evolution. In J.A.C. Baum & J. Singh (Eds.), Evolutionary dynamics of organizations. New York: Oxford University Press.

Porac, J.F., Thomas, H., Wilson, F., Paton, D., & Kanfer, A. (1995). Rivalry and the industry model of Scottish knitwear producers. Administrative Science Quarterly, 40, 203-227.

Porac, J.F., & Rosa, J.A. (1996). In praise of managerial narrowmindedness. Journal of Management Inquiry, 5, 35-42.

Porac, J.F., Meindl, J., & Stubbart, C. (1996). Cognition within and between organizations In J. Meindl, C. Stubbart, and J. Porac (Eds.), Cognition Within and Between Organizations. Thousand Oaks: Sage.

Porac, J.F., & Rosa, J.A. (1996). Rivalry, industry models, and the cognitive embeddedness of the comparable firm. In J.A.C. Baum and J. Dutton (Eds.), Advances in Strategic Management Research. JAI Press.

Porac, J.F. (1997) Local rationality, global blunders, and the boundaries of technological choice: Lessons from IBM and DOS. In R. Garud, P. Nayyar, & Z. Shapira (Eds.), Technological Innovation: Foresights and Oversights. New York: Cambridge U. Press.

Wade, J.B., Porac, J.F., & Pollock, T. (1997). Worth, words, and the justification of CEO pay. Journal of Organizational Behavior,

Pollock, T., Porac, J.F., & Mischel, L. (1997). Entrepreneurial dominant logics and their relationship to organizational growth. Frontiers of Entrepreneurship Research: Proceedings of the Annual Babson-Kauffman Conference on Entrepreneurship Research, refereed summary.

Wade, J.B., Porac, J.F., & Pollock, T. (1997). Hitch your corporate wagon to a CEO star: Testing two views of the relationship between the pay, reputation, and performance of top executives. Corporate Reputation Review, 2, 103-109

Garud, R. & Porac, J. (1998) Kognition. in R. Garud & J. Porac (Eds.), Advances in Managerial Cognition and Organizational Information Processing, v. 2, Greenwich, CT: JAI Press.

Porac, J.F., Wade, J.B., & Pollock, T. (1999) Identity and categorization in CEO compensation: The politics of the comparable firm. Administrative Science Quarterly, 44,112-144.

Rosa, J. A., Porac, J. F., Spanjol, J., & Saxon, M. S., (1999). Sociocognitive dynamics in a product market. Special millennium issue of the Journal of Marketing.

Wade, J.B., Porac, J.F., Yang, M. (1999) Interorganizational Personnel Dynamics, Population Evolution, and Population-Level Learning.” In A.S. Miner and P. Anderson (Eds.) Advances in Strategic Management, 16: 131-153, JAI Press.

Kanfer, A.G., Bowker, G. C., Bruce, B., Burbules, N., Haythornthwaite, C., Porac, J.F., & Wade, J. (2000) Modeling distributed knowledge processes in next generation multidisciplinary alliances. Information Systems Frontiers, 2, 119-133.

Porac, J.F., Rosa, J. A., & Saxon, M. S. (2001) America’s family vehicle: The minivan market as an enacted conceptual system. In R. Garud & P. Karnoe (Eds.), Path Dependence and Path creation. Lawrence Erlbaum Associates.

Porac, J.F., Ventresca, M., & Mishina, Y. (2001) Interorganizational cognition and interpretation. In Joel A.C. Baum (Ed.), Blackwell’s Companion to Organizations. Oxford: Blackwell.

Thomas, H. & Porac, J. F. (2001). Managerial cognition and strategy: Issues, trends, and future directions. In A. Pettigrew & D. Whittington (Eds.), Handbook of Strategy and Management. Sage.

Fischer, Harald, Joyce Brown, Joseph F. Porac, James B. Wade, Michael DeVaughn, and Alaina Kanfer. (2001). Mobilizing knowledge in interorganizational alliances.” In N. Bontis and Chun Wei Choo (Eds) The Strategic Management Of Intellectual Capital and Organizational Knowledge: A Collection of Readings. Oxford University Press.

Porac, J.F., Mishina, Y., & Pollock, T. (2001). Entrepreneurial narratives of growth. In A. Huff & M. Jenkins (Eds.), Mapping Strategic Thought. Sage.

Porac, J.F., & Shapira, Z. (2001). On mind, environment, and Simon’s scissors of rational behavior. Journal of Management and Governance, 5, 206-213.

Rosa, J.A. & Porac, J. F. (2002). Categorization bases and their influence on consumer/producer knowledge structures. Psychology and Marketing, 19, 503-531

Rosa, J.A. & Porac, J. F. (2003). On the mutual influence between product category structure and product models in mature markets: A socio-cognitive view. Journal of Business Research

Pollock, T., Porac, J.F., & Wade, J. (2004). Brokers as network architects: The Case of the U.S. IPO market and other examples. Academy of Management Review, .

Porac, J.F., Wade, J., Fischer, H., Kanfer, A., Bowker, G. (2004). Human capital heterogeneity, collaborative relationships, and publication patterns in a multidisciplinary scientific alliance: A comparative case study of two scientific teams. Research Policy, July

Rosa, J.A., Spanjol, J., & Porac, J.F. (2004) Text analysis as a tool for assessing marketing strategy performance. Forthcoming, Lehmann, D. & Moorman, C. (Eds.), Cool Tools for Marketing Research, Marketing Science Institute.

Mishina, Y., Pollock, T., & Porac, J.F. (2004). Are more resources always better for growth? Resource stickiness in product and market expansion. Strategic Management Journal, Dec. 2004

Szulanski, G., Porac, J.F., & Doz, Y. (2005). Strategy Process. In G. Szulanski, J.F. Porac, and Y. Doz (Eds.), *Advances in Strategic Management*.

Wade, J.B., Porac, J.F., Pollock, T., Graffin, S.D. (2006). The burden of celebrity: The effects of CEO certification contests on CEO pay and performance. *Academy of Management Journal*, 49, pp. 649-660.

Graffin, S.D., Wade, J.B., Porac, J.F., McNamee, R. (2008). Status transfer in the executive suite: The effects of CEO status attainment on the economic outcomes of other senior managers. *Organization Science*, 19(3), 457-474.

Wade, J., Porac, J.F., Pollock, T., Graffin, S. (2009). Star CEOs: Benefit or burden. *Organizational Dynamics*, 37(2), 202-210.

Porac, J.F., Thomas, H. & Baden Fuller, C. (2011). Competitive groups as cognitive communities: The case of Scottish knitwear manufacturers revisited. *Journal of Management Studies*, 48(3), 646-664.

Waldron, T.L., Graffin, S.D., Porac, J.F., & Wade, J.B. (2013). Third party endorsements of CEO quality, managerial discretion, and stakeholder reactions. *Journal of Business Research*, 66, 2592-2599.

Porac, J. & Tschang, F.T. (2013). Unbounding the managerial mind: It's time that we abandon the image of managers as "small brains." *Journal of Management Inquiry*, 22(2), 250-254.

Graffin, S., Bundy, J., Porac, J., Wade, J., Quinn, D., (2013). Falls from Grace and the Hazards of High Status: The 2009 British MP Expense Scandal and its Impact on Parliamentary Elites. *Administrative Science Quarterly*, Sept., 1-33. Winner of the 2012 OMT best conference paper award.

Hannigan, T., Bundy, J., Graffin, S., Wade, J., Porac, J. (2015) "The Social Construction of Scandal: Collective Meaning and the Role of the Media in the 2009 British Parliamentary Expense

Affair." *Best Papers Proceedings, Academy of Management Conference, Vancouver, BC.*

Garbuio, M., Lovallo, D., Porac, J., and Dong, A. (2015). A design cognition perspective on strategic option generation. In G. Gavetti and W. Ocasio (Eds.), *Advances in Strategic Management, v. 32: Cognition and Strategy* (p. 437-465).

Clemente, M., Durand, R., Porac, J. (2016). Organizational wrongdoing and the media. In Palmer, D., Greenwood, R., and Smith-Crowe, K. (Eds.) *Organizational Wrongdoing: New Issues and Perspectives*. Cambridge: Cambridge University Press, 2016.

Cattani, G., Porac, J., and Thomas, H. (2017) Categories and competition.. *Strategic Management Journal.*, 38, 64-92.

Gavetti, G. and Porac, J. (2018). On the origins of great strategies. *Strategy Science*, 3(1), March, 1-14.

Cattani, G., Sands, D., Porac, J., and Greenberg, J. (2018). Competitive sensemaking in value creation and capture. *Strategy Science*, 3(4), 555-582.

Engler, D., Cattani, G., and Porac, J. (provisionally accepted). Studying the incubation of a new product market through realized and alternative histories. *Strategy Science*

Working Papers:

Hannigan, T., Porac, J., Wade, J., Bundy, J. Crossing the line or creating the line: The media, social control agents, and protagonists in defining wrongdoing in organizations

Rerup, C., Porac, J., Zbaracki, M., Distributed sensemaking: A historical analysis of bow door warning incidents in the Baltic ferry industry.

Fang, C., Kim, J., and Porac, J., Simple and complex identities in similarity clustering: Using Schelling segregation to explore infinite dimensionality in organizational cluster formation.

Spiro, J., Porac, J. Rao, H., Weick, K. Distributed sensemaking at the edge of life.

Conference Presentations and Participation:

Conflict and cooptation through the construction of employee attitudes and interests (with G. R. Salancik). Presented at the conference: Industrial Relations and Conflict Management: Different Ways of Managing Conflict. Netherlands School of Business, Breukelen, The Netherlands, 1980.

Outcome interdependence and employee valuation (with G. R. Salancik). American Psychological Association convention, Los Angeles, 1981.

Cognitive taxonomies in a manager's understanding of the competitive environment (with H.

Thomas). Presented at the conference: Strategy in Retailing. Aston Management Center, Wolverhampton, England, 1985.

Cognitive taxonomies in understanding competition (with H. Thomas). Presented at the annual meetings of the Strategic Management Society, Hong Kong, October, 1986.

Affective transfer in experimentally created task sequences (with D. Conlon). Presented at the annual meetings of the Academy of Management, Chicago, August, 1986

Cognitive systematics (with H. Thomas). Presented at the annual meetings of the Academy Management, New Orleans, August, 1987.

Strategic groups and cognitive structures (with H. Thomas). Presented at the annual meetings of the Academy of Management, New Orleans, August, 1987. Taxonomic cognitive structures in the U.K. Knitwear Industry (with H. Thomas and C. Baden-Fuller). Presented at the Workshop on Managerial Thinking in Business Environments, Boston University, October, 1987.

Taxonomic cognitive structures in managerial competitive sensemaking: The case of retailing. (with H. Thomas) Presented at the Conference on Information Processing in Organizations, SUNY-Buffalo, June, 1988.

Industries as cognitive communities: The case of the Scottish knitwear manufacturers (with H. Thomas & C. Baden-Fuller). Presented at the Workshop on Competitive Strategy, EIASM, Brussels, Belgium, November, 1988.

The subjective organization of industries. (with H. Thomas). Presented at the World Congress of Sociology, Madrid, Spain, July, 1990.

The social construction of market niches. (with M. Levenhagen and H. Thomas). Presented at the SMS-Cranfield Conference on Strategic Change, Cambridge University, Cambridge, UK, December, 1990.

Entrepreneurship, cognition, and technology in the creation of new markets. (with M. Levenhagen and H. Thomas) Presented at the Oslo Conference on New Directions in Strategic Process Research, Norwegian School of Management, Oslo, June, 1991.

Competitive networks in the Scottish knitwear industry: A cognitive approach to strategic groups. Presented at the Oslo Conference on New Directions in Strategic Process Research, Norwegian School of Management, Oslo, June, 1991.

Industrial cognition in three forms (with Howard Thomas). Paper presented in symposium titled "Cognitive construction of industries" at the Academy of Management meetings, Las Vegas, August 1992.

Industry belief systems. Paper presented in symposium entitled “Strategy and Cognition: Theoretical and practical linkages” at the annual meeting of the Strategic Management Society, London, England, October 1992.

Nurturing a renaissance in strategic management theory (with C. Carroll and H. Thomas). Paper presented at the annual meeting of the Strategic Management Society, London, England, October, 1992.

De-psychologizing technological foresights and oversights: The case of the IBM PC. (with Greg Williams). Presented at the NYU Conference on Technological Foresights and Oversights, New York City, March 12-13, 1994.

Electronically coding corporate proxy statements (with G. Williams and J. Wade). Presented at the national meetings of the Academy of Management, Dallas, 1994.

A socio-cognitive approach to technological discontinuities (with G. Williams). Paper presented at the national meetings of the Academy of Management, Dallas, 1994.

Rivalry, industry models, and the problem of the comparable firm. (with Jose Rosa). University of Michigan, 1995, invited paper presented at the Michigan conference on Organizational Embeddedness.

Beliefs, categories, and the social construction of competitive boundaries. Keynote address, Stanford Center of Organizational Research annual Asilomar Conference, 1995.

Unbounding rationality in a constructed world: Rethinking the degraded managerial mind. Keynote address, Penn State Conference on Cognition and Organizational Work, Feb, 1996, invited keynote speaker.

CEO Compensation and the Problem of the Comparable Firm” Presented at the annual meeting of the Academy of Management, Cincinnati, OH, August, 1996. (with James Wade and Tim Pollock).

Recent advances in qualitative research. Annual meeting of the Academy of Management, Cincinnati, August, 1996. Invited symposium discussant.

Sensemaking and managerial cognition. Annual meeting of the Academy of Management, Cincinnati, August, 1996. Invited session discussant.

Building frames across the market divide: Evolving conceptual representations in the minivan market. (with Jose Rosa). Annual meeting of the Association of Consumer Research, Tucson, October, 1996.

New games with new rules: Rivalry across N=1 firms. (with Philip Gorman). Annual meeting of

the Strategic Management Society, Phoenix, November, 1996.

Who are first movers? New market creation and entry in the US paper industry. (with James Wade and Philip Gorman). Annual meeting of the Strategic Management Society, Phoenix, November, 1996.

Big money and the star CEO: A look at the pay, reputation, and performance of America's corporate chieftains. (with Jim Wade and Tim Pollock). Presented at the NYU Conference on Corporate Reputation and Competitiveness, New York City, Jan 1997.

Managerial dominant logics and their relationship to organizational growth. (with Tim Pollock and Leann Mischel). Presented at the Babson-Kauffman annual Conference on Research in Entrepreneurship, Wellesly, MA, April, 1997.

Worth, words, and the justification of CEO pay. (with Tim Pollock and Jim Wade). Presented at the 1997 annual meeting of the Academy of Management, Boston, Aug 1997.

Big money and the star CEO: A look at the pay, reputation, and performance of America's corporate chieftains. (with Jim Wade and Tim Pollock). Presented at the 1997 annual meeting of the Academy of Management, Boston, Aug 1997.

Local rationality and global blunders in technological choice. Presented as part of an Academy-wide showcase symposium on Technological Foresight and Oversight at the annual meeting of the Academy of Management, Boston, Aug 1997.

America's family vehicle: The minivan market as an enacted conceptual system. (with Jose Rosa and Michael Saxon). Invited presentation at the Copenhagen Business School conference on Path Dependence and Path Creation in Technological Systems, Copenhagen, Denmark, August, 1997.

Interorganizational mobility and knowledge transfer (with J.B. Wade & T. Pollock). Presented at the INFORMS/Organizational Science Winter Conference.

Identifying dynamic market processes through the analysis of public discourse (with J. A. Rosa & M. Saxon). Presented at the 1998 Winter Educators Conference of the American Marketing Association, Austin, TX, Feb 1998.

Unbounding the managerial mind: Rethinking the metaphor of managers as small brains (with Zur Shapira). Presented at the Managerial and Organizational Cognition Interest Group mid-year conference on organizational learning, George Washington University, March, 1998.

Unbounding the managerial mind: Rethinking the metaphor of managers as small brains (with Zur Shapira). Presented at the NYU conference on managerial cognition, New York University, May, 1998.

The socio-cognitive dynamics of product markets: Minivans from 1982-1988 (with J. A. Rosa). Presented at the Marketing Science Institute/Journal of Marketing special conference on Fundamental Issues and Directions for Marketing, Boston, June, 1998.

Weaving the Social Fabric of the IPO Market: Integrating Organizational and Financial Theory (with T. Pollock & J. Wade). Presented at the Institutions, Conflict, & Change Workshop, Evanston, IL, December, 1998.

CEO Reputations and Their Relationship to Company Performance (with T. Pollock, J. Wade, & J. Meindl). Presented at the Strategic Management Society Annual Meeting, Orlando, FL, November, 1998.

The Use of Textual Data Analysis in the Study of High Growth Firms (with T. Pollock). Presented at the Annual Meeting of the Academy of Management (Entrepreneurship Division), San Diego, CA, August, 1998.

Entrepreneurial Narratives and the Dominant Logics of High Growth Firms. (with Y. Mishina, T. Pollock, & M. Camp). Presented at the Babson/Kauffman Entrepreneurship Research Conference, Columbia, SC, May, 1999.

Competing in fast changing markets: A socio-cognitive perspective. (with J.A. Rosa & M.S. Saxon). Presented at the Conference on Competition and Marketing, University of Mainz, June, 1999.

Antecedents of Entrepreneurial Growth: The Effects of Growth Logics, Resource Slack, and Environmental Munificence (with T. Pollock & Y. Mishina). Presented at the Babson/Kauffman Entrepreneurship Research Conference, Boston, MA, June, 2000.

Shareholder Activism as Symbolic Voice: The Effect of Managerial and Organizational Characteristics on the Incidence of Shareholder Resolutions (with T. Pollock, J. Wade, Y. Mishina & H. Rao). Presented at the Annual Academy of Management Meeting, Toronto, Canada, August, 2000.

Antecedents of Entrepreneurial Growth: The Effects of Growth Logics, Resource Slack, and Environmental Munificence (with Y. Mishina & T. Pollock). Presented at the Strategic Management Society Annual Meeting Vancouver, BC, November, 2000.

Symbolic Protest in Delegitimizing Attacks on Organizations: The Use of Shareholder Resolutions by Corporate Gadflies (with T. Pollock, Y. Mishina, H. Rao, & J. Wade). Presented at the Institutions, Conflict & Change Conference, Evanston, IL, December, 2000.

Distributed cognition in the resolution of diagnostic categories across an interorganizational network: The case of the West Nile virus outbreak in New York City in 1999. Presented at the annual meeting of the Macro Organizational Behavior Society, New York University, October,

2001.

Market Identities and Mental Models of Competition. Keynote address presented at the Competition and Cooperation conference sponsored by University of Umea, the Stockholm School of Economics, and the Swedish Competition Authority, May, 2002 Umea, Sweden.

Interorganizational induction and the case of West Nile virus. Presented at the annual meeting of the Academy of Management, Seattle, August, 2003.

The benefits and burdens of star CEOs. Presented at the annual meeting of the Macro Organizational Behavior Society, Northwestern University, November, 2003.

Graffin, S.D., Wade, J. & Porac, JF. Halo or shadow? The impact of CEO certification on TMT members. Annual Meeting of the Academy of Management, Honolulu, HI, 2005.

Graffin, S., J. Wade, J. Porac, R., McNamee. Status “Leakage” in the executive suite: The impact of CEO status attainment on the economic outcomes of other senior managers. Northwestern University’s Conference on Corporate Governance. Evanston, IL, 2007.

Panel Member, The Capstone Course is Dead: Long live the Capstone Course. Academy of Management Annual Conference, Philadelphia, 2007.

Discussant, Political Dynamics and Social Influence in Corporate Governance. Academy of Management Annual Conference, Philadelphia, 2007.

Discussant, Getting Boxed In: Firm and Market Perspectives on Categorization. Academy of Management Annual Conference, Philadelphia, 2007.

Graffin, S., Porac, J., Wade, J., and Waldron, T., The moderating role of managerial discretion on stakeholder interpretations of CEO quality signals. Presented at the annual meeting of the Academy of Management, Anaheim, 2008.

Keynote speaker, “The Questions That We Have Asked, Now Ask, and Should Ask.” Special session of the Management and Organizational Cognition Division, annual meeting of the Academy of Management, Anaheim, 2008.

Discussant, “New Market Emergence”, annual meeting of the Academy of Management, Anaheim, 2008.

Discussant, “Social Structure and Culture Production: The Film Industry as Example”, annual meeting of the Academy of Management, Anaheim, 2008

“Categories, Identities, and Value Capture”, SCANCOR, Stanford University, November 2008

Faculty presenter, Medici Summer School in Management Studies, Florence, Italy, Summer 2009

Panel Member, OMT New Faculty Consortium, Academy of Management Meeting, Chicago, IL, Summer, 2009

Keynote speaker, "Identities and value capture in coalitional models of markets" Atlanta Competitive Advantage Conference, May 2010.

Keynote speaker, "Identities and competitive advantage", Mid-Atlantic Strategy Conference, U of Maryland, November, 2010.

Panelist, The Dynamics of Categories session, Academy of Management conference, Aug, 2011, San Antonio, TX.

Keynote address, Distinguished Scholar Award, MOC Division, Academy of Management, 2011, San Antonio, TX

Spiro, J., Porac, J., Rao, H. Categorization by emergent networks: The distributed sensemaking simulation model. 1st Asia Ecology Conference, April, 2012.

Graffin, S., Bundy, J., Porac, J., Wade, J., Quinn, D., Negative returns to status among British MPs: The impact of the 2009 expense scandal on Parliamentary elites. Academy of Management conference, Boston, 2012.

Spiro, J., Porac, J., Rao, H. Categorization by emergent networks: The distributed sensemaking simulation model. Academy of Management conference, Boston, 2012.

Porac, J.F. Unbounding the managerial mind. Academy of Management, Orlando, 2013.

Porac, J.F. Imagination and the managerial mind. Academy of Management, Orlando, 2013.

Porac, J.F. The glory days of MOC are upon us! Keynote, MOC Division, Academy of Management, Orlando, 2013.

Rerup, C., Zbaracki, M., and Porac, J. Disaster sensemaking as a hall of mirrors. Academy of Management, Orlando, 2013.

Hannigan, T. and Porac, J. Scandals and rumors. Presentation at the First Columbia-Princeton-NYU Workshop on Automated Text Analysis in Organizational Studies, May 2014.

Scandal process: Untapped opportunities for organizational research. Professional Development Workshop, Academy of Management Conference, Philadelphia, 2014. Co-orgaer.

Hannigan, T., Porac, J., Bundy, J., Graffin, S., Wade, J. Scandal semantics: Using text analytics

to uncover contaminating and purifying media narratives. Presented as part of the symposium on *The power of words in big data: Ngrams, mega-text corpora, and computer-automated text analysis*. Academy of Management Conference, Philadelphia, 2014.

Panelist, Junior Faculty Consortium, Organization and Management Theory Division, Academy of Management Conference, Philadelphia, 2014.

What do scandals accomplish? Reputation and accountability in the MP expenses scandal. Co-organizer of the panel discussion. Reputation Symposium, Oxford Centre for Corporate Reputation, Oxford University, September, 2014.

Scandals: Reputation, media, and scandals – Mediation or misrepresentation. Panel co-organizer and speaker. Reputation Symposium, Oxford Centre for Corporate Reputation, Oxford University, September, 2014.

Hannigan, T., Bundy, J., Graffin, S., Wade, J., Porac, J. (2015) "The Social Construction of Scandal: Collective Meaning and the Role of the Media in the 2009 British Parliamentary Expense Affair." *Best Papers Proceedings, Academy of Management Conference*, Vancouver, BC.

Participant, OMT Junior Faculty Consortium, Academy of Management, 2015 Vancouver.

Hannigan, T., Bundy, J., Graffin, S., Wade, J., Porac, J. (2015) "The Social Construction of Scandal: Collective Meaning and the Role of the Media in the 2009 British Parliamentary Expense Affair." Presented at the 2nd Columbia-Princeton-NYU Conference on Text Analysis in Organization Studies, May 2015.

Co-organizer: Making Sense of Scandals Conference, Oxford University, September 2015

Hannigan, T., Bundy, J., Graffin, S., Wade, J., Porac, J. (2015) "The Social Construction of Scandal: Collective Meaning and the Role of the Media in the 2009 British Parliamentary Expense Affair" Presented at the Conference "Making Sense of Scandals", Oxford University, Sept 2015.

Invited Keynote, Micro Meets Macro Conference, Arizona State University, Feb 2016

Invited Keynote, Imagination and Strategy Conference, University of Texas-Austin, Feb 2016

Co-organizer and presenter for a paper track on Scandals at the annual meeting of the European Group on Organizational Studies (EGOS), Naples, IT July 2016.

Co-organizer of a symposium on Categories and Competition at the annual meeting of the Academy of Management, Anaheim, CA Aug 2016.

Invited facilitator, Professional Development Workshop on Non-Hierarchical Organizational Designs, Academy of Management, Anaheim CA, Aug 2016.

Invited keynote on Imagination and Organizational Design at the annual conference of the Organizational Design Community, Anaheim CA Aug 2016.

Invited Speaker in a debate on Imagination and Strategy, Strategic Management Society annual meeting, Berlin Germany, Sept 2016

Session Organizer and presenter, Categories and Competition, Strategic Management Society annual meeting, Berlin Germany, Sept 2016.

Porac, J. Introduction to the session of Food, Restaurants, and Organization Studies. Academy of Management Annual Conference, Atlanta, August 2017.

Porac, J. Market categories: Well-ordered sensemaking system, opportunistic toolkit, or a semantic junkyard polluting markets? Academy of Management Annual Conference, Atlanta, August 2017.

Porac, J. Discussant. Symposium on Identities and Categories. Academy of Management Annual Conference, Atlanta, August 2017.

Porac, J. Strategy from the demand side: A socio-cognitive perspective. Academy of Management Annual Conference, Atlanta, August 2017.

Rindova, V. & Porac, J., A world of possibility. Utah Strategy Conference, May 2018

Cattani, G., Sands, D., Porac, J., and Greenberg, J. Competitive sensemaking in value creation and capture. Strategy Science Conference, Wharton, June 2018.

Cattani, G., Sands, D., Porac, J., and Greenberg, J. Competitive sensemaking in value creation and capture. Behavioral Strategy Conference, UNC, October 2018.

Porac, J. The governance of imagination. TIM Jr. Faculty Consortium. Academy of Management Annual Conference, Chicago August 2018.

Porac, J., Cattani, G., Sands, D. The primitives of competitive sensemaking. Academy of Management Annual Conference, Chicago, August 2018

Clemente, M. and Porac, J. How and why does a scandal influence media heterogeneity? Calciopoli and the Italian newspapers. Academy of Management Annual Conference, Chicago, August 2018.

Porac, J.F., Distributed sensemaking at the edge of life. Invited research presentation, University of Lugano, March, 2019.

Porac, J.F. On your possibilities. Invited keynote at the University of Lugano's business school graduation ceremony. March, 2019.

Porac, J.F., Studying the incubation of a new product market through realized and alternative histories. Invited research presentation, Johnson School of Management, Cornell University, May 2019.

Panelist, PDW on Language, Meaning, Organizing: The Future of Linguistic Theories, Data, and Methodologies. Academy of Management Annual Conference, Boston 2019.

Porac, J.F. Studying the incubation of a new product market through realized and alternative histories. Invited research presentation, Tepper School of Business, Carnegie Mellon University, September, 2019.

Panelist, Symposium on When an Industry Peer is Struck by Misfortune: Good or Bad News for Other Firms in the Industry? Strategic Management Society Annual Conference, Minneapolis, October, 2019.

Porac, J.F., Meaning and interpretation: Is big data any different than small data? Invited keynote address, Alberta Conference on Interpretative Data Science, Edmonton Alberta, October, 2019.

