

Scott F. Rockart

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ACADEMIC POSITIONS

Fuqua School of Business, Duke University

Assistant Professor (2002 -)

Courses Taught: Strategic Modeling and Business Dynamics (6.1, 6.5, 5.9, 6.1, 6.3, 6.5, 6.2, 6.2, 6.5, 6.4, 6.4, 6.6 out of 7.0), Foundations of Strategy (5.7, 5.9, 6.0, 5.9, 6.2, 6.4, 6.2, 6.4 & 6.5 out of 7.0)

Advising: Committee Member for Sharron Hunter-Rainey, Min Li

London Business School, University of London

Assistant Professor (2000-02)

Courses Taught: Executive Course in Systems Thinking and Strategic Modeling (4.5/5.0; 4.8/5.0), PhD Research Seminar in Dynamic Modeling (5.0/5.0), Dynamics of Strategy (4.5/5.0, 3.9/5.0, 4.1/5.0), Strategic Modeling and Business Dynamics (4.4/5.0; 4.7/5.0)

Advising: Fourteen master's theses including Executive, Sloan, and daytime MBA program participants

Sloan School of Management, MIT

Research and Teaching Assistant (1994-1999)

Advising: Twelve Sloan masters theses in strategic management

Teaching assistant: Strategic Management for Executives (4.4/5.0), Managerial Decision Making (4.7/5.0), Micro-Economics & Game Theory (4.3/5.0), System Dynamics (No individual evaluations), IAP course in System Dynamics (No individual evaluations)

Economic University, Bratislava, Slovakia

Visiting Lecturer (1992 - 1993)

Courses Taught: Corporate Finance and Managerial Accounting

Outside Speaking: Lectured on corporate finance to managers at Slovakia's major oil company, Slovnaft

EDUCATION

MIT Sloan School of Management

Ph.D., Behavioral and Policy Sciences and Management Science departments, 2001

MBA, 1996

Dissertation Topic: "Calling Spirits from the Deep: Competing for and through Sophisticated Customers"

Courses Include: Strategy, Organizational Behavior, Industrial Organization, Game Theory, Econometrics, Micro-Economics, International Economics, Engineering Control Theory

Princeton University

A.B. Economics *cum laude*, 1990

Thesis topic: "The Effect of Insurance Coverage on Pulmonary Care in Massachusetts and Maryland"

PAPERS IN REFEREED JOURNALS

- “Does Interdependency Affect Industry Profitability? An Empirical Investigation.” Strategic Management Journal. **31**(2), (2010): 121-139. [lead article] With Michael Lenox and Arie Lewin.
- “System Dynamics and Strategy” The System Dynamics Review **24**(4), (2008): 407-429. With Shayne Gary, Martin Kunc, and John Morecroft
- “Interdependencies, Competition, and Industry Dynamics” Management Science **53**(4), (2007): 599-615. With Michael Lenox and Arie Lewin.
- “Interdependency, Competition and the Distribution of Firm and Industry Profits.” Management Science **52**(5), (2006): 757-772. With Michael Lenox and Arie Lewin.
- “Overcoming the Improvement Paradox.” European Management Journal **17**(2), (1999): 120-134. With E. Keating, R. Oliva, N. Repenning, and J.D. Sterman.

WORKING PAPERS

- “High Point or Hobgoblin? Consistency and Performance in Organizations” Revise and resubmit at Administrative Science Quarterly. With Will Mitchell.
- “Experience Quality and Competitive Advantage” In preparation for second review at Management Science under revised title.
- “Insensitivity to Commonality among Groups” Working paper. With Min Li.

PAPERS IN EDITED VOLUMES

- “Competing in Professional Services: Strategy Evaluation with Model-Supported Comparative Case Studies.” (Wettbewerbsstrategien in der Dienstleistungsindustrie: Modellgestützte Analyse und Bewertung am Beispiel zweier Investmentbanken).” In Strohhecker, J. and J. Sehnert (Eds.). System Dynamics für die Finanzindustrie. Frankfurt: Frankfurt School Verlag, (2008). (ISBN 978-3-937519-54-8)
- “Managing Multiple Improvement Programs: Lessons from a Semiconductor Manufacturing Site.” In Fedor, D.B. and Ghosh, S. (Eds.). Advances in the Management of Organizational Quality: Volume 3. Greenwich, CT: JAI Press, (1998). With R. Oliva, and J.D. Sterman.

PRESENTATIONS

- “Does Interdependency Affect Industry Profitability? An Empirical Investigation.”
- Invited presentation, Management Area, Wharton (2008)
 - Academy of Management Annual Meeting, Anaheim (2008)
 - Invited presentation, Kenan-Flagler, University of North Carolina (2008)
 - CRES Conference on Foundations of Strategy, Washington University (2008)
 - Invited presentation, Strategy and International Management Area, London Business School (2008)
 - Invited presentation, Program for Advanced Research in the Social Sciences, Duke University (2008)
 - Strategic Management Society annual conference, San Diego (2007)
 - Atlanta Competitive Advantage Conference, Emory University (2007)
- “System Dynamics and Strategy” International System Dynamics Conference (2007)

- “Innovation Differences among Industries” Organization Science Fall Conference, Seattle (2007)
- “Interdependencies, Competition, and Industry Dynamics”
- Invited presentation, Washington University’s Center for Research in Economics and Strategy (2006)
 - Atlanta Competitive Advantage Conference - presented by Michael Lenox, Emory University (2006).
- “High Point or Hobgoblin? Consistency and Performance in Organizations”
- Utah/BYU Winter Conference, Salt Lake City (2007)
 - Strategic Management Society annual conference, San Diego (2007)
 - Invited presentation, Organizations and Management Seminar Series, Emory University (2006)
 - Invited presentation, Program for Advanced Research in the Social Sciences, Duke University (2006)
 - Strategy Research Forum, Egg Harbor (2006)
 - Academy of Management Annual Meeting, Atlanta (2006)
 - International System Dynamics Conference, Nijmegen (2006)
 - Strategy Research Forum, Egg Harbor (2006)
 - Atlanta Competitive Advantage Conference, Emory University (2006)
- “Interdependency, Competition and the Distribution of Firm and Industry Profits”
- Strategic Management Society, Orlando (2005). Presented by Michael Lenox.
 - Atlanta Competitive Advantage Conference, Emory University (2005)
- “Calling Spirits from the Deep” Atlanta Competitive Advantage Conference, Emory University (2005)
- “How do Firms Differ and Does it Matter?” System Dynamics Winter Conference, UT Austin (2005)
- “Complementarities, Competition, and Sustained Intra-industry Profit Heterogeneity.”
- College on Organization Science Fall Conference, Tuck School of Business (2004)
- “Calling Spirits from the Deep: Social Learning, Industry Structure, and Competitive Dynamics.”
- Academy of Management Annual Meeting, New Orleans (2004)
- College on Organization Science Fall Conference, Tuck School of Business (2004)
- “Twenty Models for Ninety Percent of All Situations Managers Encounter?” Proceedings of the International System Dynamics Conference, Oxford (2004).
- “You Are Whom You Serve: Reconciling and Augmenting Theories Explaining Differences in Firms’ Capabilities.” Strategic Management Society, Baltimore (2003).
- “Toward Jay’s Twenty (or so) Models: Research on Model Generalizability.” System Dynamics Winter Conference, UT Austin (2003).
- “Status Hierarchies and Competition in Professional Services Industries.” INFORMS Annual Meeting - San Jose (2002)
- “How do Professional-Services Firms Compete?” Plenary Session. Proceedings of the International System Dynamics Conference, Atlanta (2001).
- “Strategic Fixed-Points: The One-to-Many relationship between Practices and Performance.” Proceedings of the International System Dynamics Conference, Quebec (1998).
- “Modeling Climate Change: A System Dynamics Approach.” International Society for Ecological Economics, Boston University (1996). With E. Kraemer and T. Fiddaman.

“Carbon Sequestration and Emission Management: A Costa Rican Case Study.” Proceedings of the International System Dynamics Conference, Cambridge (1996). With E. Krahmer.

“The Improvement Paradox: Designing Sustainable Quality Improvement Programs.” Proceedings of the International System Dynamics Conference, Cambridge (1996). Plenary session with D. Jones, E. Krahmer, R. Oliva, N. Repenning, and J.D. Sterman.

“Carbon Sequestration and Sustainable Development.” Invited Presentation with E. Krahmer, Universidad de Costa Rica, (1996).

SERVICE

Editorial Board Member, Strategic Management Journal (commencing January 1, 2009)

Editorial Board Member, Organization Science (commencing in 2009)

Board Member, Program for Advanced Research in the Social Sciences – Duke University (2005 onward)

Strategy Thread Chair, International System Dynamics Conference (annually, 2005 onward)

Academic Council Member – Duke University (2006-2008)

Dean’s Advisory Committee Member – Fuqua School of Business (2005-2006)

Policy Council Member – System Dynamics Society (2003-2005)

Organizing Committee Member – Strategy Research Forum, Asheville NC (2008)

Assistant Chair – System Dynamics Winter Camp, Austin TX (2003)

Ad hoc reviewer, for: Management Science; Organization Science; Strategic Management Journal; System Dynamics Review; Academy of Management Review; MIS Quarterly

GRANTS AND FELLOWSHIPS

Duke Innovating Program in the Social Sciences: Grant of \$10K to develop social science computational models (Co-Principal Investigator with Michael Lenox and Scott DeMarchi, 2005-2006)

Hartman Fund: Grant of \$5,000 to study management routines (Co-Principal Investigator with Will Mitchell, 2005)

Global Mobility Innovation Initiative: Grant of £68K to study expectations, misperceptions, and complementary actions driving the development of the mobile internet (Recipient, 2001-2002)

LBS Research and Materials Development Fund: Grant of £7K for a methodological study of testing and comparing dynamic hypotheses (Recipient, 2001-2002)

McKinsey & Company, Inc: Approximately \$25K Fellowship for Doctoral Research (Recipient, 1998-1999)

National Science Foundation: NSF grant #SBR-9422228 “Transformations to Quality Organizations” (Research Assistant, 1996-1997)

INDUSTRY EXPERIENCE

Monitor Company (Cambridge, MA) Summer Associate (1994)

McKinsey & Company, Inc. (Cleveland, OH) Business Analyst (1990-1992)

Lecturing and advising: Arthur Anderson; British Telecom; Cargill; Cott; and SBC Warburg Dillon Read