

ANDREW A. KING

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ACADEMIC POSITIONS

- 2007-2008 Harvard Business School, Boston, MA
Marvin Bower Fellow
- 2002 – Tuck School of Business, Dartmouth College – Hanover, NH
Associate Professor of Business Administration
- Fall 1999 University of Michigan Business School – Ann Arbor, MI
Visiting Assistant Professor of Business Administration
- Fall 1997 M.I.T. Sloan School Of Management – Cambridge, MA
Visiting Professor of Management
- 1993 – 2002 New York University, Stern School of Business – New York, NY
Assistant Professor of Management and Operations Management

EDUCATION

- Ph.D. 1994 Sloan School of Management – Massachusetts Institute of Technology
(Zannetos Prize for the Sloan thesis of the highest scholarly excellence)
- M.S. 1984 U.C. Berkeley – Mechanical Engineering
(Dynamics and Controls)
- B.A. 1981 Brown University – Mechanical Engineering
(Engineering and History)

WORK EXPERIENCE

- 1989 – 1990 Arthur D. Little, Inc. – Cambridge, MA
Consulting Engineer and Analyst
- 1985 – 1988 Honeywell Corporate Laboratory – Golden Valley, MN
Research Engineer, Principal Investigator, and Project Manager
- 1984 – 1985 U. C. Berkeley Electronics Research Laboratory – Berkeley, CA
Research Specialist
- 1981 – 1982 Malcolm Lewis Associates – Laguna Beach, CA
Energy Engineer

MANAGEMENT JOURNAL ARTICLES AND PROCEEDINGS

- Barnett, M. & King, A. 2008. Good fences make good neighbors: An institutional explanation of the benefits of industry self-regulation. Forthcoming in the *Academy of Management Journal*.
- Terlaak, A. & King A. 2007. Follow The Small? Information-Revealing Adoption Bandwagons When Profitability Expectations Are Related To Size. *Lead article in Strategic Management Journal*, 28 (12): 1167-1185
- King, A. 2007. Cooperation between corporations and environmental groups: A transaction cost perspective. *Academy of Management Review*. 32 (3): 889-900
- Barnett, M. & King, A. 2006. Good fences make good neighbors: An institutional explanation of industry self-regulation. *Best Paper Proceedings of the Academy of Management*. OMT: M1-M6.
- Terlaak, A. & King, A. 2006. The effect of certification with the ISO 9000 quality management standard: A signaling approach. *Journal of Economic Behavior and Organization*, 60 (4): 579-602.
- King, A., Lenox, M. & Terlaak, A. 2005. The strategic use of decentralized institutions: Exploring certification with the ISO 14001 management standard. *Academy of Management Journal*, 48(6):1091-1106.
- Lenox, M. & King, A. 2004. Prospects for developing absorptive capacity through internal information provision. *Strategic Management Journal*. 25(4): 331-345.
- King, A. & Tucci, C. 2002. Incumbent entry into new market niches: The role of experience in the creation of dynamic capabilities. *Lead article in Management Science*. 48(2):171-186.
- King, A. & Lenox, M. 2002. Exploring the locus of profitable pollution reduction. *Management Science*. 48(2):289-299.
- King, A. & Shaver, M. 2001. Are aliens green? Assessing foreign establishments' environmental conduct in the U.S. *Strategic Management Journal*, 22(11): 244-256.
- King, A. & Lenox, M. 2001. Does it *Really* pay to be green? *The Journal of Industrial Ecology*, 5(1): 105-116.
- King, A. & Lenox, M. 2001. Lean and green? An empirical examination of the relationship between lean production and environmental performance. *Production and Operations Management*, 10(3): 244-257.
- King, A. & Lenox, M. 2001. Who adopts management standards *early*? An examination of ISO 14001 certifications. *Best Paper Proceedings of the Academy of Management*. ONE: A1-A6.
- King, A. & Lenox, M. 2000. Industry self-regulation without sanctions: The chemical industry's responsible care program. *Academy of Management Journal*, 43(4): 698-716.
- King, A. 2000. Organizational response to environmental regulation: Punctuated change or autogenesis? *Business Strategy and the Environment*, 4 (9): 224-238.

- Lenox, M., King, A. & Ehrenfeld, J. 2000. An assessment of design-for-environment practices in leading U.S. electronics firms, *Interfaces*. 30(3): 83-94.
- King, A. & Tucci, C. 2000. Responding to technology-created market niches: Do industry-specialized assets facilitate or hamper entry? *Best Paper Proceedings of the Academy of Management*. TIM: D1-D6. **Best Paper Award**
- King, A. 1999. Retrieving and transferring embodied data: Implications for management of interdependence within organizations. *Management Science*, 45(7): 918-935.
- King, A. & Tucci, C. 1999. Can old disk drive companies learn new tricks? *Proceedings of International Product Development Conference on New Approaches to Development and Engineering, EIASM, Cambridge, England, July, 1999*. **Best Paper Award**
- King, A. 1997. The social performance uncertainty principle. *Corporate Reputation Review*, 1(1&2): 43-46.
- King, A. 1995. Avoiding ecological surprise: Lessons from long standing communities. *Academy of Management Review*, 20(4): 961-985.
- King, A. 1992. Innovation from differentiation: Pollution control departments and innovation in the printed circuit industry. *IEEE Transactions on Engineering Management*, 42(3): 270-277.
- King, A. 1992. Innovation from differentiation: Environmental departments and innovation in the printed circuit industry. *Proceedings of International Product Development Conference on New Approaches to Development and Engineering, EIASM, May 18-19, 1992:299-312*, **Best Paper Award**

PAPERS UNDER REVIEW

- Pe'er A., Vertinsky I. And A. King Who Enters, Where, and Why? The Influence of Capabilities and Initial Resource Endowments on the Location Choices of de novo Enterprises. Conditionally accepted at the *Strategic Organization*.

PAPERS UNDER DEVELOPMENT FOR REFEREED JOURNALS

- Berchicci, L., King, A. & Tucci, C. Is Timeliness Next to Godliness? The Strategic Determinants of Delayed Entry.
- Berchicci, L., King, A. & Tucci, C. No place like home? An examination of the location decisions of spinout entrepreneurs.

BOOK CHAPTERS

- Berchicci, L., & King, A. 2007. Postcards from the edge: A review of the business and environment literature. Invited chapter for the first issue of the *Annals of the Academy of Management*.
- King, A.A. & Toffel, M. Self-regulatory Institutions for Solving Environmental Problems: Perspectives and Contributions from the Management Literature, in Magali Delmas and Oran Young (Ed.) *Governing The Environment: Interdisciplinary Perspectives*

- King, A. 2006. The role of management systems in stakeholder partnerships. In Cary Coglianese and Jennifer Nash (Ed.), *Leveraging the private sector: Management-based strategies for improving environmental performance*, Harvard University Press, Cambridge, MA.
- King, A., Lenox, M., & Barnett, M. 2002. Strategic Responses to the Reputation Commons Problem. In A. Hoffman & M. Ventresca (Eds.), *Organizations, policy and the natural environment*, Stanford University Press, Stanford, CA, 393-407.
- King, A. & Baerwald, S. 1998. Using the court of public opinion to encourage better business decisions. In K. Sexton et al (Ed.) *Better environmental decisions: Strategies for governments, businesses and communities*, Island Press, Wash. DC., 309-329.

SELECTED ENGINEERING & POLICY PUBLICATIONS

- King, A. & Patani, A. 1988. Machine vision for assembly. *Scientific Honeyweller*, Summer, Minneapolis.
- King, A. 1986. A method for automatically generating models for a feature-based vision system. *Proceedings of 10th International Computer Sciences Conference*, May 10, Minneapolis.
- King, A. & White, R. M. 1985. Tactile sensing array based on forming and detecting an optical image. *International Journal of Sensors and Actuators*, 8(1):49-63.
- King, A. & Rickson, N. 1980. *Rhode Island Energy Management Manual*, Published by R.I. League of Cities and Towns, Providence, RI.

MAJOR RESEARCH GRANTS

- 2006 Co-Principal Investigator on a \$350,000 on winning grant proposal to the NSF & EPA to investigate governance of community property (with Mark Borsuk and Richard Howarth).
- 2005 Co-Principal Investigator of a winning \$345,000 proposal to the EPA: Environmental Behavior and Decision-making -- Determining the Effectiveness of Environmental Information Disclosure.
- 1999 Author and Principal Investigator of a winning \$250,000 proposal to the National Science Foundation to study examples of industry self-regulation.
- 1994 Author and co-principal investigator on \$200,000 NSF Grant to study the diffusion of DFE practices. Michael Lenox was my graduate student on this project.

ACADEMIC AWARDS

- 2007 Marvin Bower Fellowship – Harvard Business School
- 2001 Faculty Pioneer Award – World Resources Institute.
- 2001 Outstanding Reviewer Award – ONE Division of the Academy of Management.
- 1998 ATT Faculty Fellow of Industrial Ecology.
- 1994 Zannetos Thesis Prize – Recognizes the Sloan Ph.D. thesis representing the highest level of scholarly excellence.

THESES SUPERVISED

Michael Barnett, PhD Stern, NYU. Thesis: *Three essays on the antecedents, process, and outcome of cooperation amongst rival firms in pursuit of institutional change*. Now Assistant Professor, University of South Florida.

Michael Lenox, PhD MIT. Thesis: *Agency and information costs in the intra-firm diffusion of practice*, Now Associate Professor, Fuqua School of Business, Duke University.

Patricia Velasquez, MS. NYU. Thesis: *Shocked or surprised? Pollution prevention as an operational response to environmental accidents*, Now Finance Advisor, Environmental Ministry, Colombia.

Virginia Terry, MS. NYU. Thesis: *Ecotourism and undeveloped areas of the world: Management dilemmas and institutional influences*, Winner of the Gallatin Thesis Prize. Now Director of Sustainability Inc.

RESEARCH CONFERENCES OR SYMPOSIA ORGANIZED AND CHAIRED

2007 “Institutional Foundations for Industry Self-Regulation”, Co-Chair, Harvard Business School, Boston, MA, Feb. 16-17, 2007

2006 “Institutional Foundations for Industry Self-Regulation”, Founder of this annual conference and chair for the 2006 version, Hanover, NH, Feb. 24-25, 2006

2004 “Competitive Heterogeneity” College on Organization Science Fall Conference, Chair of Conference, Hanover, NH, Nov. 6 & 7

2003 “Industry Coordination” College on Organization Science Fall Conference, Program Chair and Speaker, Philadelphia, PA, November 8 & 9, 2003.

2002 “Workshop on Capital Markets and Environmental Performance. "Program Co-chair, Laguna Beach, CA, February 23-25, 2001.

2002 “Mapping the Flow of Information to Stakeholders." Participants: Frank Dixon, Innovest Strategic Value Advisors; Julie Frieder, Calvert; Douglas Hileman, PriceWaterhouseCoopers; Michael Lenox, Duke University; and Andrew King, Dartmouth College, 2002 Bell Conference, Santa Barbara, CA, July 19.

1999 “Emerging Institutional Arrangements for Environmental Regulation." Participants: Franco Furger, Geoffrey C. Hazard Jr., Michael Lenox, Eric Orts, Michael Piori, Joe Rees. Academy of Management Meetings, San Diego, CA, August 11.

1998 “Environmental Management Strategy and Competitive Advantage." Participants: Richard Bettis, Mark Cohen, Stuart Hart, Andrew King, Michael Lenox, Mark White. All Academy Symposium, Academy Of Management Meetings, San Diego, CA, August 11.

1996 “What's New About Reverse Logistics?" Participants: Andrew King, Michael Lenox, Robert Picard, P. Fraser Johnson, Richard Young. INFORMS Meeting, Atlanta, GA, November 3.

1995 “Functional versus Corporate Strategies for the Natural Environment: The Greening of Manufacturing." Participants: Linda Angel, Ken Baker, John Ettl. Mark Hanna,

Andrew King, Robert Klassen, Clay Whybark. All Academy Symposium, Academy Of Management Meetings, Vancouver, August 9.

- 1994 "New Perspectives on Organizing and Strategy: The Case of Greening Business." Participants: Stuart Hart, Andrew King, Yiorgos Mylonadis, Francis Westley, Harrie Vrendenburg. Academy Of Management Meetings, Dallas, TX, August 16.

SELECTED PRESENTATIONS

- King, A. 2006. *Cooperation between corporations and environmental groups*, Carlson School of Management, University of Minnesota, Minneapolis, MN, December 8, 2006
- King, A. 2006. *State of Play, Alternative approaches to managing social interdependencies*, Donald Bren School of Environmental Science and Management, University of California, Santa Barbara (UCSB) October 13, 2006
- King, A. 2005. *Innovation in Australia: Towards a research agenda*, EPFL, March 18.
- King, A. 2005. *Exploring certification with the ISO 14001 management standard*. McDonough School of Business Georgetown University, March 4.
- King, A. 2005. *The performance consequences of decentralized institutions*. Johnson School of Management at Cornell, February 11.
- King, A. 2005. *The strategic use of decentralized institutions: Exploring certification with The ISO 14001 management standard*. Marshall School of Business at USC, Feb. 4.
- King, A. 2005. *The strategic use of decentralized institutions: exploring certification with The ISO 14001 management standard*. Smith School of Business, University of Maryland, December 12, 2004.
- King, A. 2004. *Choosing whom to follow: profitability expectations and the role of smaller organizations in information-based adoption processes*, Melbourne Business School, November, 26, 2005
- King, A. 2004. *Game theory in action: An empiricist's perspective*, Featured Speaker, The Strategic Management Society Meetings, Puerto Rico, Oct. 31.
- King, A. & Terlaak, A 2004. *Choosing whom to follow: profitability expectations and the role of smaller organizations in information-based adoption processes*, The Wharton School, Philadelphia, PA, Oct. 12.
- King, A., Lenox, M. & Terlaak, A. 2004 *Exploring the role of certified management standards in supporting sustainable enterprise*, Kenan-Flagler School of Business, Chapel Hill, NC, January 23.
- King, A., Lenox, M. & Terlaak, A 2003. *Certified management systems as ceremony and signal: The case of ISO 14000*. Org. Science Fall Conference, Philadelphia, PA, Nov. 9.
- King, A. & Tucci, C. 2003. *Corporate and regional determinants of spinouts*. Presented at the University of Wisconsin School of Business, Sept. 23.

- Terlaak, A. & King A. 2003. *When underdogs matter: a new perspective on bandwagon processes*. Academy of Management Annual Conference, Seattle, WA, Aug 4.
- Terlaak, A. & King, A. 2003) *The effect of network mediated spillovers on the changing value of adoption*. Academy of Management Conference, Seattle, WA, Aug 4.
- King, A. 2003. *Opportunities for making it pay to be green*. University of Michigan Business School and the School of Natural Resources and the Env., April 22.
- King, A. & Barnett, M. 2003. *All for One? Growth in trade association activity*. INFORMS Annual Meeting, College on Organization Science Section Sunday, San Jose, CA November 17.
- Terlaak, A. & King, A.2002. *Contrasting institutional theory and signaling theory to explain the adoption process of an industry standard*. 2nd Annual Wharton Technology Mini-conference, University of Pennsylvania, Philadelphia, Pa, April 12.
- King, A. 2002. *Entry into new market niches: the role of experience in the creation of dynamic capabilities*. London Business School, January 14, 2002.
- King A. 2002) Moderator for the World Bank Dialogue on Corporate Social Responsibility, Washington, D.C., January 8.
- King A. 2002. *Why does it pay to be green?* Symposium on Sustainability – Profiles in Leadership. Neuberger and Bermann, New York, NY October 17.
- King, A. 2002. *On self-regulation in the United States*. Environmental Protection Agency, Washington D.C., June 4.
- King, A. 2001. *Implications of industry standards and informational regulation for customers, corporations, and investors*. The Wharton School, University of Pennsylvania, July 20.
- King, A. 2001. *Incumbent entry into new market niches: the role of experience in the creation of dynamic capabilities*. University of Toronto, March 23.
- King, A. 1999. *Opportunities for industry self-regulation*. Speech at the Yale School of Management, New Haven, CN, Dec. 11
- King, A. & Lenox, M. 2000. *Does it really pay to be green? Accounting for the strategy selection in the relationship between environmental and financial performance*. Academy of Management Annual Conference. Toronto, Canada, August 4 – 8.
- King, A. & Tucci, C. 2000. *Responding to the frequent creation of new markets: the role of experience*. Academy of Management Annual Conference. Toronto, Canada, August 4 – 8.
- King, A. 2000. *Exploring the locus of profitable pollution reduction*. University of California at Santa Barbara, Bren School of Env. Science and Mgmt, UCSB, June 9.
- King, A. 2000. *Can old disk drive companies learn new tricks?* Sloan School of Management, Massachusetts Institute of Technology, Cambridge, Mass., April 6.
- King, A. 2000. *Industry self-regulation: limits and opportunities*. Engineering Systems Division, Massachusetts Institute of Technology, Cambridge, MA, April 7.

- King, A. & Tucci, C. 2000. *Responding to technology-created market niches: do industry-specialized assets facilitate or hamper entry?* HBS Innovation Workshop, Feb. 10.
- King, A. & Lenox M. 2000. *Industry self-regulation without sanctions: the chemical industry's responsible care program.* University of Pennsylvania, Jan. 27.
- King, A. 1999. *Exploring the prescience of managers: Did managers miss market opportunities?* University of Michigan Business School, October 15.
- King, A. 1999. *Industry self-regulation.* Speech at the Rotman School of Business, University of Toronto, Toronto, Canada, November 5.
- King, A. 1999. *Opportunities for industry self-regulation.* Plenary Speech at the Greening of Industry Conference, Chapel Hill, NC, November 14.
- King, A. & Tucci, C. 1999) *New product development & technological change.* INFORMS Fall Meeting, Philadelphia, PA, November 8.
- King, A. 1999. *Emerging institutional arrangements for environmental regulation.* Academy of Management Meetings, Chicago, IL, August 10.
- King, A. 1999. *An overview of voluntary initiatives and agreements.* Keynote Speech to UN Conference on Voluntary Initiatives, Toronto, Canada, March 10.
- King, A., Knott, A, & Lenox, M. 1998. *The management of extramural knowledge.* Presented at the INFORMS Meeting, Seattle, WA, October 25.
- King, A. & Lenox, M. 1998. *The benefits of membership: performance implications of the responsible care program.* AOM Annual Meetings, San Diego, August 11.
- King, A. 1997. *Cooperative self-regulation in the chemical industry – impact and implications.* Greening of Industry Conference, Santa Barbara, November 16-19.
- King, A. 1996. *Managing inter-firm exchange of byproducts for efficiency, reliability and improvement.* Presented at the 1996 INFORMS Meeting, Atlanta, GA, November 3.
- King, A. 1995. *Pollution control technology as a determinant of absorptive capacity.* Presented at Academy of Management Meetings, Vancouver, Aug. 9.
- King, A. 1993. *Waste treatment technology and pollution control personnel as drivers of cross functional innovation and assistance.* 4th Annual Meeting of the Production and Operations Management Society, Boston, Oct. 3-5.
- King, A. 1993. *The role of waste treatment equipment and pollution control personnel in supporting cross functional assistance.* ORSA/TIMS Meeting, Phoenix, AZ, Oct. 31.
- King, A. 1992. *Innovation from differentiation: environmental departments and process innovation in the printed circuit industry.* AOM Annual Meetings, Las Vegas, NV, Aug. 8-13.
- King, A. 1992. *Innovation from differentiation: environmental departments and innovation in the printed circuit industry.* International Product Development Conference on New Approaches to Development and Engineering, Brussels, May 18-19.

TEACHING

Tuck: Strategic Analysis of Technological Systems (2002-present).
Strategic Response to Market Failure (2003-present)
Advanced Topics in Strategy: Organizations, Markets, and Government (2007)
Executive Education (2005-2006)

NYU: Competitive Advantage from Operations (1994-2002)
Environmental Assessment, Management and Strategy (1995-)
Global Environmental Resource Management (1994)

University of Michigan: Strategies for Environmental Management and
Strategies for Sustainable Development (1999).

International Teaching

Ecole Polytechnique Fédérale de Lausanne (EPFL), Data Analysis and Research Design
Bootcamp, July 4-15th, 2005

University of St.Gallen – Oikos Summer Academy, St. Gallen Switzerland (Aug. 2001).

China BELL 2000 – International Conference on Environment and Business Education
Beijing, China. (November, 2000)

University Adolfo Ibañez, Viña del Mar, Chile (Summer, 1994)

Instituto di Studi per la Direzione e Gestione di Impresa, Ercolano, Italy (Summer, 1992)

CASES & SIMULATIONS

King, A. 2006. "Cempro Vietnam" This case chronicles the story of a large industrial investment in Vietnam. It allows students to learn about risk management in project finance.

King, A. 2006. "ClassGames.Net" This web site will provide an interface to many of my classroom games. It is presently hosted on the Dartmouth server for beta testing. Two games were used in class in 2006 – a market simulator and the "Symbol Game".

King, A. 2003. "Winner Take All." This is a simulation of network economics. It provides understanding of network externalities and teaches effective strategic responses.

King, A. 2002. "Xenon Drives." This case explores issues involved in supply changing management and exposes the value of inventory pooling.

Fredrick, R., Henrickson, J., & King, A. 2000. "The Excursion Dilemma: Green Intentions, Market Realities Clash at Ford." This case explores Ford's strategy for entering the ultra-size SUV market while simultaneously pursuing a "green" image.

King, A. 1998. "Fishbanks." This is a computerized modification of D. Meadows' common property game. It allows collective action, policy interventions, and side payments.

King A. & Wolf, J. 1998. "Community Banking at Greenpoint." This case examines externalities, regulation, and moral hazard in bank lending.

King, A. 1996. "Inca Gold." This case analyzes inventory management issues.

King, A. 1996. "Moo Computers" and "Moo Computers Expands." This case analyzes potential problems with direct-order production operations.

UNIVERSITY SERVICE

Tuck School of Business & Dartmouth College

Founder of Management Research Workshop	2006 –
Allwin Initiative Advisory Board	2006 –
ACIR Advisory Board	2005 –
Ethics Institute Advisory Board	2005 –
Executive Education Advisory Board	2005 –
Judge for Masters in Engineering Management Projects (MEM)	2002 –
Strategy Monitoring Committee	2003 –
Core Course Coordinator for Strategic Analysis of Tech. Systems	2002 –
Masters in Engineering Management Review Board	2002 –
Business and Sustainability Initiative Conference Advisor	2002 –
Admitted Students Weekend Featured Professor	2002 –

Stern School of Business and New York University

Core Course Coordinator for Operations Management	2001 – 2003
Thesis Committees	
Susan Perkins Rodriguez	2001 – 2002
Michael Barnett	2000 – 2003
Michael Lenox (MIT)	1996 – 1999
Founder and Coordinator of the Business and Environment at Stern	1998 – 2002
Founder and Coordinator of the Stern Mgmt Research Workshop	1994 – 1998
Member or Chair of Stern School Recruiting Committees	1994 – 1998

PROFESSIONAL SERVICE

Institutional Foundations for Industry Self-Regulation – an annual conference that rotates between Tuck, HBS, Rotman, and Fuqua	2006 –
Co-Chair	2007
Founder and Conference Chair	2006
College on Organization Science/INFORMS:	
Chair of the College	2005
Vice Char of the College and Conference Chair	2004
Program Chair	2003
Dissertation Competition Coordinator	2002
Academy of Management	
ONE division	1993 –
Member Committee	1997 – 1998
Doctoral Committee	2000 – 2003
TIM division	1993 –
Doctoral Consortia	2004 –
Junior Faculty Consortia	2006 –
Executive Committee	2001 – 2003
Capital Markets and the Environment: Program Chair	2002
Bell conference: Associate Program Chair	2001

Editorial Boards:

Organization & Environment 2002 –
Strategic Organization 2003 –
Organization Science 2003 –

Strategic Management Journal 2006 –

Ad hoc Reviewer:

1993 –
Administrative Science Quarterly, Academy of Management Journal, Journal of Industrial Ecology, Production and Operations Management, Management Science, Journal of International Business, Journal of Management Studies, Organizations Science, Managerial and Decision Economics

COMMUNITY SERVICE

Founder of MapMundi. A supplier of software for place-based planning. 2005 –
Advisor to the World Bank/IFC on environmental issues in project finance. 2004 –
Teaching Advisor to Bell Program, World Resources Institute 2000 – 2003
Advisory Board Member of Innovest Strategic Value Advisors 1998 –
Faculty Member for Sustainability, London, U.K 1996 – 2003
Faculty Advisor to the Council for Economic Priorities 1994 – 2000