

JÖRG CLAUSSEN

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Office Address

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Personal

Date of Birth 5 September 1981, Munich, Germany
Sex Male
Nationality German

Academic Positions

9/2012 – *Postdoc*
Department of Innovation and Organizational Economics
Copenhagen Business School, Denmark

3/2011 – 8/2012 *Postdoc*
Department for Industrial Organization and New Technologies
Ifo Institute for Economic Research at the University of Munich

11/2007 – 2/2011 *Research and Teaching Assistant*
Institute for Strategy, Technology and Organization,
Munich School of Management, University of Munich, Germany

Education

11/2007 – 6/2011 *PhD* (Dr. oec. publ., *summa cum laude*)
Munich School of Management, University of Munich, Germany
Topic: Product and Organization Design for Dynamic Environments
Committee: Tobias Kretschmer (advisor), Arnold Picot

4/2008 – 5/2010 *Master of Business Research*
University of Munich, Germany

10/2005 – 7/2007 *Master of Business Administration*
Technical University Munich, Germany

10/2005 – 9/2007 *Master of Science* (Electrical Engineering and Information Technology)
Technical University Munich, Germany

4/2004 – 6/2006 *Honor's Degree in Technology Management*
Center for Digital Technology and Management, Munich, Germany

10/2002 – 8/2005 *Bachelor of Science* (Electrical Engineering and Information Technology)
Technical University Munich, Germany

Research Interests

- Strategy & Organization
- Empirical Industrial Organization
- High Technology Industries, in particular Videogames and Telecommunication
- Simulation Methods in Management

Refereed Journal Articles

- [1] The Strength of Direct Ties: Evidence from the Gaming Industry (with Oliver Falck and Thorsten Grohsjean). *International Journal of Industrial Organization*, 30 (2), 2012, 223-230. Available at <http://dx.doi.org/10.1016/j.ijindorg.2011.09.004>.
- [2] The Effects of Rewarding User Engagement – The Case of Facebook Apps (with Tobias Kretschmer and Philip Mayrhofer). Forthcoming at *Information Systems Research*.

Submitted Papers

- [3] Uncertainty and the Value of Commitment and Flexibility (with Tobias Kretschmer and Nils Stieglitz). Revise and resubmit at *Management Science*.
- [4] Tariff-Mediated Network Effects versus Strategic Discounting: Evidence from German Mobile Telecommunications (with Moritz Trüg and Leon Zucchini). Revise and resubmit at *International Journal of Industrial Organization*.
- [5] Market Leadership through Technology – Backward Compatibility in the U.S. Handheld Video Game Industry (with Tobias Kretschmer and Thomas Spengler). Reject and resubmit at *Strategic Management Journal*.

Work in Progress

- [6] Vertical Integration and the Scope of Uncertainty – Evidence from the PC Gaming Industry. Winner of the 2011 Bent Dalum PhD Award. Nominated for the DRUID Best Young Scholar Paper Award 2011.
- [7] Product Quality and Technological Change – Evidence from the Computer Games Industry (with Christian Essling and Tobias Kretschmer).
- [8] Performance Implications of Outsourcing in the Mobile Telecommunications Industry (with Tobias Kretschmer and Daniel Oehling).
- [9] M&A Target Choice in the Global Mobile Network Operator Industry (with Rebecca Ermecke and Tobias Kretschmer).
- [10] On the Road Again: The Effect of Live Performances on Artist Popularity (with Christian Peukert and Jan-Christian Tonon).
- [11] Piracy and Movie Revenues: Evidence from Megaupload (with Tobias Kretschmer and Christian Peukert).
- [12] Talent Management and Career Development: What it Takes to Get Promoted (with Thorsten Grohsjean, Johannes Luger, and Gilbert Probst).

Working papers can be downloaded at:

- <http://ssrn.com/author=857305>
- <http://econpapers.repec.org/RAS/pcl74.htm>

Fellowships & Awards

- Dissertation Award from LMU Management Alumni (6/2011)
- Bent Dalum PhD Award, DRUID-DIME Academy Winter Conference (1/2011)
- Travel grant from LMU Management Alumni (8/2010)
- Scholarship by “Förderverein Kurt Fordan für herausragende Begabungen” for the exchange studies at Lund University, Sweden (8/2006)
- Scholarship by the “Center for Digital Technology and Management” for the research stay at Carnegie Mellon University, Pittsburgh, USA (9/2005)

Presentations at Seminars & Conferences (P = Presentation / D = Discussion)

2012 (including scheduled)

- CAMS Seminar (University of Munich / Germany, P, P)
- Academy of Management Annual Meeting (Boston / USA, P)
- NBER Summer Institute, Economics of IT and Digitization Workshop (Boston / USA, P)
- International Schumpeter Society Conference (Brisbane / Australia, P, D)
- ZEW Conference on ICT (Mannheim / Germany, P, D)
- DRUID Summer Conference (Copenhagen / Denmark, P, D)
- ZEW Research Seminar (Mannheim / Germany, P)
- International Industrial Organization Conference (Arlington / USA, P, D)
- CESifo Area Conference on Applied Microeconomics (Munich / Germany, D)
- INO Seminar (Copenhagen Business School / Denmark, P)
- Management and Economics of ICT Conference (Munich / Germany, D)
- Strategic Management Group Research Seminar (Copenhagen Business School / Denmark, P)
- Management and Microeconomics Seminar (Goethe-University Frankfurt / Germany, P)

2011

- Management Research Seminar (Linköping University / Sweden, P)
- Academy of Management Annual Meeting (San Antonio / USA, P)
- DRUID Summer Conference (Copenhagen / Denmark, P, D)
- International Industrial Organization Conference (Boston / USA, P, P, D)
- Workshop on the Economics of ICTs (Evora / Portugal, P, D)
- CESifo Area Conference on Applied Microeconomics (Munich / Germany, D)
- SEEK Kick-Off Conference (ZEW / Mannheim / Germany, P)
- International Conference on Path Dependence (FU Berlin / Germany, P, D)
- DRUID Winter Conference (Aalborg / Denmark, P, D)

2010

- Mid-Atlantic Strategy Colloquium (University of Maryland / USA, P)
- Academy of Management Annual Meeting (Montréal / Canada, P)
- ZEW Conference on the Economics of ICT (Mannheim / Germany, P)
- DRUID Summer Conference (London / UK, P, D)
- ZEW Conference on Platform Markets (Mannheim / Germany, P, D)
- Strategic Organization Design Seminar (U of Southern Denmark / Odense / Denmark, P)
- DRUID Winter Conference (Aalborg / Denmark, P, D)

2009

- EARIE Annual Meeting (Ljubljana / Slovenia, P)

Other Professional Activities

Referee	<p><u>Journals</u>: European Management Review, Industrial and Corporate Change, Industry and Innovation, Information Economics and Policy, Journal of Strategy and Management, Management Science</p> <p><u>Conferences</u>: Academy of Management Annual Meeting (Boston 2012, San Antonio 2011, Montréal 2010, Chicago 2009, Anaheim 2008), DRUID Summer Conference (Copenhagen 2012, 2011)</p>
Academic Service	Coordinator for the CESifo Applied Microeconomics Network (1/2011-12/2012) Coordinator for the structured PhD program “Master of Business Research” (MBR) at the University of Munich (7/2009-2/2011)
Member	Academy of Management (AOM) Danish Research Unit in Industrial Dynamics (DRUID) European Association for Research in Industrial Economics (EARIE) Industrial Organization Society (IOS)
Visiting Scholar	CAMS, University of Munich, Germany (12/2012) ZEW, Mannheim, Germany (7/2012 – 8/2012) SOD, University of Southern Denmark, Odense, Denmark (4/2010 – 5/2010) ICES, Carnegie Mellon University, Pittsburgh, USA (8/2005 – 12/2005)
Summer Schools	One-week Workshop: “Wharton Global Faculty Development Program” Wharton, U of Pennsylvania 2012 One-week Workshop: “Contributing to the Strategy Literature”, Hart Posen, U of Zurich 2011 Two-week Doctoral Training Course: “Evolutionary Economics”, Max Planck Institute of Economics, Jena 2008

Projects

- “Effects of knowledge and learning in technology adoption: social networks, adoption, and persistence in the video game market”, joint project together with Benjamin Engelstätter and Mike Ward, funded by the SEEK program of the ZEW (4/2012-10/2013)
- “Patents in ICT – challenge for the business location Germany”, joint workshop organization with the Chair in Technology and Innovation Management, Technical University Munich, commissioned by the German Federal Ministry of Economics and Technology (5/2011-7/2011)
- “Study on the cost competitiveness of European industry in the globalization era – empirical evidence on the basis of relative unit labour costs at sectoral level”, joint project with Cambridge Econometrics, commissioned by the European Commission, Directorate-General Enterprise & Industry (1/2011-7/2011)
- “Study on the Competitiveness of the EU Mechanical Engineering Industry”, joint project with Cambridge Econometrics and Dansk Technological Institute, commissioned by the European Commission, Directorate-General Enterprise & Industry (1/2011-12/2011)

Teaching

(Audience: U = Undergraduate / G = Graduate; Type: L = Lecture / S = Seminar / T = Tutorial)

Thesis supervision: 8 bachelor theses, 6 diploma theses, 1 master thesis.

Winter Term 2012

- Agribusiness and Innovation (Copenhagen Business School, G, L)

Summer Term 2012

- Advanced Data Analysis (University of Munich, G, S)

Winter Term 2011/2012

- Quantitative Data Analysis (University of Munich, U, S)

Summer Term 2011

- Advanced Management and Economics of Network Industries (University of Munich, G, L)

Winter Term 2010/2011

- Quantitative Data Analysis (University of Munich, U, S)

Summer Term 2010

- Organizational Design for Dynamic Environments (University of Munich, U, S)

Winter Term 2009/2010

- Foundations of Management (University of Munich, U, T)
- Managerial Economics (CDTM / Munich, G, L)
- Quantitative Data Analysis (University of Munich, U, S)

Summer Term 2009

- Frontiers in Telecommunication Research (University of Munich, U, S)
- Management and Economics of Network Industries (University of Munich, U, T)
- Managerial Economics (CDTM / Munich, G, L)

Winter Term 2008/2009

- Innovation & Information (University of Munich, G, T)
- Managerial Economics (CDTM / Munich, G, L)

Summer Term 2008

- Management and Economics of Network Industries (University of Munich, U, T)

Media Coverage

- Market Leadership through Technology – Backward Compatibility in the U.S. Handheld Video Game Industry
 - [Data shows Vita's missing backward compatibility could cost Sony sales](#). Ars Technica. Published February 8th, 2012.
- Piracy and Movie Revenues: Evidence from Megaupload
 - Coverage in more than 50 media outlets, over 10,000 social media shares
 - Examples of English coverage: [The Next Web](#), [The Globe and Mail](#)
 - Examples of German coverage: [Süddeutsche Zeitung](#), [Netzpolitik.org](#)

Other Experience

3/2007 – 9/2007	Master Theses in Business Administration and Electrical Engineering Vodafone R&D, Munich, Germany
8/2006 – 12/2006	Exchange Studies in Business Administration Lund University, Sweden
3/2006 – 4/2006	Project Study A.T. Kearney, Munich, Germany
3/2005 – 7/2005	Internship and Bachelor Thesis NTT DoCoMo Euro-Labs, Munich, Germany
6/2001 – 2/2005	Working Student EOS GmbH, Krailling, Germany
9/2001 – 6/2002	Community Service Hospital of the University of Munich, Germany

Patents

- Method and apparatus for context based switching between reactive and proactive group header selection (with C. Prehofer and Q. Wei). Priority date: July 6, 2005. EP1742426A1.
- Method and apparatus for switching network modes (with B. Hurler, C. Prehofer, Q. Wei, and M. Zitterbart). Priority date: August 8th, 2005. EP1761086A1.

Languages

German (native), English (fluent)