

# BART S. VANNESTE

UCL School of Management, Level 38 One Canada Square, Canary Wharf,  
London, E14 5AA, United Kingdom  
+44 (0)20 3108 6051, [b.vanneste@ucl.ac.uk](mailto:b.vanneste@ucl.ac.uk)

## EMPLOYMENT

---

### **University College London, United Kingdom**

2015– Associate Professor of Strategy  
2013–2015 Assistant Professor of Strategy  
2012–2013 Honorary Lecturer

### **INSEAD, France**

2009–2013 Assistant Professor of Strategy

## EDUCATION

---

### **London Business School, United Kingdom**

Ph.D. in Strategic & International Management  
Master in Research

2007

### **Northwestern University, United States**

Visiting research scholar at Kellogg School of Management

1997–2003

### **Eindhoven University of Technology, The Netherlands**

M.Sc. in Industrial Engineering and Management Science (Cum laude)

2000

### **University of Michigan, United States**

Exchange program at Business School and Faculty of Industrial Engineering

## RESEARCH INTERESTS

---

Corporate strategy; interorganizational relationships; machine learning.

## PUBLICATIONS<sup>1</sup>

---

1. Vanneste B.S. (2017), How much do year, industry, corporation, and business matter, really? A meta-analysis, *Strategy Science*, 2(2): 121-139
2. Vanneste B.S. (2016), From interpersonal to interorganizational trust: The role of indirect reciprocity, *Journal of Trust Research*, 6(1): 7-36
3. Vanneste B.S., Puranam P. & Kretschmer T. (2014), Trust over time in exchange relationships: Meta-analysis and theory, *Strategic Management Journal*, 35(12), p. 1891-1902.
4. Vanneste B.S. & Frank D.H. (2014), Forgiveness in vertical relationships: Incentive and termination effects, *Organization Science*, 25(6), p. 1807-1822

---

<sup>1</sup> <http://www.researcherid.com/rid/B-3644-2010>  
<http://orcid.org/0000-0002-3209-9370>

5. Vanneste B.S. & Puranam P. (2010), Repeated interactions and contractual detail: Identifying the learning effect, *Organization Science*, 21(1), p. 186-201
6. Puranam P. & Vanneste B.S. (2009), Trust and governance: Untangling a tangled web, *Academy of Management Review*, 34(1), p. 11-31

## MOOC

---

1. Corporate Strategy ([www.coursera.org/learn/corporatestrategy](http://www.coursera.org/learn/corporatestrategy))

## BOOKS

---

1. Puranam P. & Vanneste B.S. (2016), *Corporate Strategy: Tools for Analysis and Decision-Making*, Cambridge University Press: Cambridge

## BOOK CHAPTERS

---

1. Kretschmer T. & Vanneste B.S. (2017), Collaboration in strategic alliances: Cooperation and coordination, in *Collaborative Strategy: A Guide to Strategic Alliances*, Mesquita L.F., Ragozzino R. & Reuer J.J. (Eds.), Edward Elgar Publishing: Cheltenham (U.K.)

## WORKING PAPERS<sup>2</sup>

---

1. Ching K. & Vanneste B.S., When to form an alliance? Emergent entrepreneurs in the internet video industry, *Under review*
2. Vanneste B.S. & Yoo O., Performance of trust-based governance, *Under review*
3. Gulati R. & Vanneste B.S., Purchasing in Europe
4. Lee S, Kinias Z., Vanneste B.S. & Pillutla M., Trust between groups

## SEMINAR PRESENTATIONS

---

University of Southern Denmark (2017), Henley Business School (2017), Copenhagen Business School, Cambridge University (2016), Yale University, Cass Business School (2014), Hong Kong University (2013), Rotterdam School of Management (2012), Tilburg University, Eindhoven University of Technology (2010), LMU Munich (2009), Cass Business School, INSEAD, University of Southern Denmark (2008), Utrecht University (2006)

## CONFERENCES

---

1. Faculty. *INSEAD-Wharton Corporate Strategy Camp*, Philadelphia, USA, November 2017
2. Panelist. The Latest and Greatest in Empirical Methods for Strategy Scholars: Bringing Machine Learning into Strategic Management Research. *Strategic Management Society*, Houston, USA, November 2017
3. Presentation. *Finding Trust in Social Sciences*. University of Birmingham, Birmingham, UK, September 2017

---

<sup>2</sup> <http://www.ssrn.com/author=461350>

4. Discussant. *Strategy Entrepreneurship and Innovation (SEI) Consortium 2017*. School of Management, University of Bath, Bath, UK, September 2017
5. Panelist. Allocating corporate resources: The need for new theory. *Academy of Management Conference*, Atlanta, USA, August 2017
6. Panelist. Using Computational Models in Management Research. *Academy of Management Conference*, Atlanta, USA, August 2017
7. Discussant. Darden & Cambridge Judge Entrepreneurship and Innovation Research Conference, Cambridge, U.K., June 2017
8. When To Go It Alone: Startups, Alliances, and Resource Accumulation. *Strategic Management Society*, Berlin, Germany, September 2016
9. When To Go It Alone: Startups, Alliances, and Resource Accumulation. *Ghoshal Conference*, London Business School, London, U.K., June 2016
10. Panelist. What have we learned and could learn about coordination, cooperation and collaboration intra and interorganizationally? *European Academy of Management*, Paris, France, June 2016
11. Faculty. *INSEAD-Wharton Corporate Strategy Camp*, Fontainebleau, France, September 2015
12. Facilitator. Trust between individuals and organizations. *Academy of Management Conference*, Vancouver, Canada, August 2015
13. Fragility and interorganizational trust. *Academy of Management Conference*, Vancouver, Canada, August 2015
14. Discussant. *Darden & Cambridge Judge Entrepreneurship and Innovation Research Conference*, Cambridge, U.K., June 2015
15. Fragility and interorganizational trust. *INFORMS*, San Francisco, USA, November 2014
16. From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity. *Micro-Foundations for Strategic Management Research: Embracing Individuals (SMS)*, Copenhagen, Denmark, June 2014
17. From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity. *Academy of Management Conference*, Orlando, USA, August 2013
18. Organizer. Symposium on Interorganizational Trust: Revisiting Core Assumptions. *Academy of Management Conference*, Orlando, USA, August 2013
19. Panelist. PDW on A variety of theoretical approaches to address contractual issues: Do they complement or overlap each other? *Academy of Management Conference*, Boston, USA, August 2012

20. The shadow of the future in vertical relationships. *Academy of Management Conference*, Boston, USA, August 2012
21. The shadow of the future in vertical relationships. *Winter Strategy Conference*, Snowbird, USA, March 2012
22. PDW on Contract, Relationships and Performances: Challenges and Opportunities in Studying Inter-firm Contracts. Panelist. *Academy of Management Conference*, San Antonio, USA, August 2011
23. Trust within and between firms. *Academy of Management Conference*, Montreal, Canada, August 2010
24. The development of trust. *Academy of Management Conference*, Montreal, Canada, August 2010
25. Trust within and between firms. *5<sup>th</sup> Workshop On Trust Within And Between Organizations (EIASM)*, Madrid, Spain, January 2010
26. The development of trust. *5<sup>th</sup> Workshop On Trust Within And Between Organizations (EIASM)*, Madrid, Spain, January 2010
27. Trust within and between firms. *8<sup>th</sup> Annual Trans-Atlantic Doctoral Conference*, London, UK, May 2008
28. Trust and Governance: Untangling a Tangled Web. *Academy of Management Conference*, Philadelphia, USA, August 2007
29. Trust and Governance: Untangling a Tangled Web. *7<sup>th</sup> Annual Trans-Atlantic Doctoral Conference*, London, UK, May 2007
30. Repeated Interactions and Contractual Detail: When Does Learning Dominate Trust? *Academy of Management Conference*, Philadelphia, USA, August 2006
31. When Do Contracts Become More Detailed? *6<sup>th</sup> Annual Trans-Atlantic Doctoral Conference*, London, UK, May 2006
32. When Do Contracts Become More Detailed? *European Doctoral Research Conference at Imperial College*, London, UK, May 2006

## **TEACHING**

---

M&A, Alliances, and Corporate strategy (MBA / EMBA); Corporate Strategy (MSc, PhD, Executive education).

## **HONORS AND FELLOWSHIPS**

---

2016–2017	Organization Science Outstanding Reviewer Award
2017	Management Best Teacher Award (UCL School of Management)
2015–2016	Organization Science Outstanding Reviewer Award
2013–2014	Organization Science Outstanding Reviewer Award
2013–2014	Management Best Teacher Award (Runner-up) (UCL School of Management)

2010 International Management Division Best Reviewer Award (AOM, Montreal)  
2007–2008 NEVI Foundation Research Fellowship  
2004–2008 London Business School PhD Fellowship  
2004–2007 European Union Marie Curie Fellowship  
2006 European Doctoral Research Conference Best Presentation (Tanaka Business School, Imperial College)  
2003 NEVI National Award for Best Master’s Thesis on Purchasing

### **EDITORIAL RESPONSIBILITIES**

---

Associate Editor *Strategic Management Journal* (2018 – )

Editorial board *Journal of Organization Design* (2018 – )  
*Journal of Trust Research* (2014 – )  
*Organization Science* (2012 – )  
*Strategic Management Journal* (2013 – 2017)  
*Academy of Management Journal* (2013 – 2016)

Reviewer *Administrative Science Quarterly, Journal of International Business, Journal of Organization Design, Long Range Planning, Management Science, Organizational Behavior and Human Decision Processes, Organization Studies, Strategic Entrepreneurship Journal.*

### **OTHER PROFESSIONAL SERVICE**

---

AOM BPS Track Chair (2015)

### **DOCTORAL DISSERTATION COMMITTEES**

---

Amir Zohrevand (in progress, chair)

### **PERSONAL DETAILS**

---

Citizenship: Belgian