

BART S. VANNESTE

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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

2018–2019 **University College London, United Kingdom**
M.Sc. in Data Science and Machine Learning (Distinction)

2004–2009 **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

VISITING SCHOLARSHIPS

2018 **University of New South Wales, Australia**
Business School

RESEARCH INTERESTS

Corporate strategy, algorithmic management, machine learning, artificial intelligence.

PUBLICATIONS¹

1. Vanneste B.S. & Gulati R. (2021), Generalized trust, external sourcing, and firm performance in economic downturns, *Organization Science*, Forthcoming

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

2. Vanneste B.S. & Yoo O. (2020), Performance of trust-based governance, *Journal of Organization Design*, 9, 14.
3. Vanneste B.S. (2017), How much do year, industry, corporation, and business matter, really? A meta-analysis, *Strategy Science*, 2(2): 121-139
4. Vanneste B.S. (2016), From interpersonal to interorganizational trust: The role of indirect reciprocity, *Journal of Trust Research*, 6(1): 7-36
5. 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.
6. Vanneste B.S. & Frank D.H. (2014), Forgiveness in vertical relationships: Incentive and termination effects, *Organization Science*, 25(6), p. 1807-1822
7. Vanneste B.S. & Puranam P. (2010), Repeated interactions and contractual detail: Identifying the learning effect, *Organization Science*, 21(1), p. 186-201
8. Puranam P. & Vanneste B.S. (2009), Trust and governance: Untangling a tangled web, *Academy of Management Review*, 34(1), p. 11-31

TEACHING

Director of Artificial Intelligence for Business, Executive Education Programme at UCL School of Management.

Artificial Intelligence for Business (MSc); Machine Learning for Business (MSc).

Introduction to Machine Learning for Social Scientists (PhD at London Business School).

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

MOOC

1. Corporate Strategy (www.coursera.org/learn/corporatestrategy)

CONFERENCE PROCEEDINGS

1. The Effect of Acquisitions on Customers: Twitter Evidence from Dollar Tree-Family Dollar. *Academy of Management Proceedings* 2018(1)

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

1. Puranam, P. & Vanneste B.S., Artificial Intelligence, Trust, and Perceptions of Agency, Revise & Resubmit
2. Zohrehvand A., Doshi A.R. & Vanneste B.S., Generalizing Event Studies Using Synthetic Controls: An Application to the Dollar Tree–Family Dollar Acquisition, Under review
3. Lee S., Kinias Z., & Vanneste B.S., Trust in individuals vs. groups
4. Ching K. & Vanneste B.S., When to form an alliance? Emergent entrepreneurs in the internet video industry

SEMINAR PRESENTATIONS

HEC, Cass Business School (2020), University of New South Wales (2018), 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. Panelist. Research and publishing in AI & Strategy: Recent developments. *AI and Strategy Consortium*, Virtual, January 2022
2. Panelist. *Management, Artificial Intelligence, and Healthcare Conference at UCL School of Management*, Virtual, October 2021
3. Discussant. SMS Doctoral Consortium. *Strategic Management Society*, Virtual, September 2021
4. Discussant. AI/ML Methodologies in Strategy Research. *AI and Strategy Consortium*, Virtual, January 2021
5. Panelist. Business Model Transformation and Competition in the Age of AI. *Strategic Management Society Extension*, Virtual, October 2020
6. Panelist. Collaborative Strategies in the Age of Digitalization. *Strategic Management Society*, Virtual, October 2020
7. Panelist. STR Doctoral Consortium. *Academy of Management Conference*, Virtual, August 2019
8. Organizer. A Practical Machine Learning Workshop. *Strategic Management Society*, Paris, France, September 2018
9. Panelist. Latest and Greatest in Empirical Methods: Opportunities and Advances in Machine Learning in the Context of Strategic Management. *Strategic Management Society*, Paris,

France, September 2018

10. The Effect of Acquisitions on Customers: Twitter Evidence from Dollar Tree-Family Dollar. *Academy of Management Conference*, Chicago, USA, August 2018
11. Faculty. *INSEAD-Wharton Corporate Strategy Camp*, Philadelphia, USA, November 2017
12. 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
13. Presentation. *Finding Trust in Social Sciences*. University of Birmingham, Birmingham, UK, September 2017
14. Discussant. *Strategy Entrepreneurship and Innovation (SEI) Consortium 2017*. School of Management, University of Bath, Bath, UK, September 2017
15. Panelist. Allocating corporate resources: The need for new theory. *Academy of Management Conference*, Atlanta, USA, August 2017
16. Panelist. Using Computational Models in Management Research. *Academy of Management Conference*, Atlanta, USA, August 2017
17. Discussant. Darden & Cambridge Judge Entrepreneurship and Innovation Research Conference, Cambridge, U.K., June 2017
18. When To Go It Alone: Startups, Alliances, and Resource Accumulation. *Strategic Management Society*, Berlin, Germany, September 2016
19. When To Go It Alone: Startups, Alliances, and Resource Accumulation. *Ghoshal Conference*, London Business School, London, U.K., June 2016
20. Panelist. What have we learned and could learn about coordination, cooperation and collaboration intra and interorganizationally? *European Academy of Management*, Paris, France, June 2016
21. Faculty. *INSEAD-Wharton Corporate Strategy Camp*, Fontainebleau, France, September 2015
22. Facilitator. Trust between individuals and organizations. *Academy of Management Conference*, Vancouver, Canada, August 2015
23. Fragility and interorganizational trust. *Academy of Management Conference*, Vancouver, Canada, August 2015
24. Discussant. *Darden & Cambridge Judge Entrepreneurship and Innovation Research Conference*, Cambridge, U.K., June 2015
25. Fragility and interorganizational trust. *INFORMS*, San Francisco, USA, November 2014
26. From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity. *Micro-*

Foundations for Strategic Management Research: Embracing Individuals (SMS),
Copenhagen, Denmark, June 2014

27. From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity. *Academy of Management Conference*, Orlando, USA, August 2013
28. Organizer. Symposium on Interorganizational Trust: Revisiting Core Assumptions. *Academy of Management Conference*, Orlando, USA, August 2013
29. 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
30. The shadow of the future in vertical relationships. *Academy of Management Conference*, Boston, USA, August 2012
31. The shadow of the future in vertical relationships. *Winter Strategy Conference*, Snowbird, USA, March 2012
32. PDW on Contract, Relationships and Performances: Challenges and Opportunities in Studying Inter-firm Contracts. Panelist. *Academy of Management Conference*, San Antonio, USA, August 2011
33. Trust within and between firms. *Academy of Management Conference*, Montreal, Canada, August 2010
34. The development of trust. *Academy of Management Conference*, Montreal, Canada, August 2010
35. Trust within and between firms. *5th Workshop On Trust Within And Between Organizations (EIASM)*, Madrid, Spain, January 2010
36. The development of trust. *5th Workshop On Trust Within And Between Organizations (EIASM)*, Madrid, Spain, January 2010
37. Trust within and between firms. *8th Annual Trans-Atlantic Doctoral Conference*, London, UK, May 2008
38. Trust and Governance: Untangling a Tangled Web. *Academy of Management Conference*, Philadelphia, USA, August 2007
39. Trust and Governance: Untangling a Tangled Web. *7th Annual Trans-Atlantic Doctoral Conference*, London, UK, May 2007
40. Repeated Interactions and Contractual Detail: When Does Learning Dominate Trust? *Academy of Management Conference*, Philadelphia, USA, August 2006
41. When Do Contracts Become More Detailed? *6th Annual Trans-Atlantic Doctoral Conference*, London, UK, May 2006
42. When Do Contracts Become More Detailed? *European Doctoral Research Conference at*

Imperial College, London, UK, May 2006

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	<i>Strategic Management Journal</i> (2018 –)
Editorial board	<i>Journal of Organization Design</i> (2018 –) <i>Organization Science</i> (2012 –) <i>Journal of Trust Research</i> (2014 – 2019) <i>Strategic Management Journal</i> (2013 – 2017) <i>Academy of Management Journal</i> (2013 – 2016)
Reviewer	<i>Administrative Science Quarterly</i> , <i>Journal of International Business</i> , <i>Long Range Planning</i> , <i>Management Science</i> , <i>Organizational Behavior and Human Decision Processes</i> , <i>Organization Studies</i> , <i>Strategic Entrepreneurship Journal</i> , <i>Strategy Science</i> .

OTHER PROFESSIONAL SERVICE

SMS	Track Chair: New Perspectives on Strategy (2020)
AOM	Track Chair: BPS (2015)

DOCTORAL DISSERTATION COMMITTEES

Joe Ploog (in progress)
Amir Zohrehvand (chair). Leiden University
Henglong Luo
Dennis Malliouris