

# Curriculum Vitae

## Prof. dr. ir. J.W. (Jan-Willem) Stoelhorst

Amsterdam Business School  
University of Amsterdam  
Plantage Muidergracht 12  
1018 TV Amsterdam  
The Netherlands

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### Employment

2018 – <i>present</i>	Professor of Strategy and Organization, University of Amsterdam
2012 – 2014	Head of the ISM department, University of Amsterdam
2009 – 2018	Associate professor of Strategy, University of Amsterdam
2002 – 2009	Assistant professor of Strategy, University of Amsterdam, The Netherlands
1993 – 1996	Consultant, TSM Business School (part-time)
1991 – 2002	Assistant professor – tenured (from 1993-1996 part-time), University of Twente
1989 – 1991	PhD fellow, University of Twente
1987 – 1988	Teaching assistant, University of Twente, The Netherlands

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### Education

1991 – 1997	PhD dissertation (part-time), University of Twente ( <i>Cum laude</i> – highest honor)
1989 – 1991	PhD course work, University of Twente
1983 – 1988	MSc in Management and Industrial Engineering, University of Twente
1982 – 1983	Summerville High School, Tuolumne, California, USA
1976 – 1982	Praedinius Gymnasium, Groningen

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### Research

Research interest: the application of evolutionary theory and economic theory in the social sciences, in general, and in the study of management and organization, in particular. Special interests are competitive strategy theory, stakeholder theory, and the theory of the firm (including applications to organizational design and corporate governance) – as well as in the behavioural foundations of these theories.

#### *Key publications*

- Stoelhorst, J.W. (Forthcoming), Value, Rent, and Profit: A Stakeholder Resource-based Theory, *Strategic Management Journal*.
- Bridoux, F.M. and Stoelhorst, J.W. (2016), Stakeholder Relationships and Social Welfare: A Behavioral Theory of Contributions to Joint Value Creation, *Academy of Management Review*, 41(2): 229-251.
- Bridoux, F.M. and Stoelhorst, J.W. (2014), Microfoundations for Stakeholder Theory: Managing Stakeholders with Heterogeneous Motives, *Strategic Management Journal*, 35: 107-125.
- Stoelhorst, J.W. and Richerson, P.J. (2013), A Naturalistic Theory of Economic Organization, *Journal of Economic Behavior and Organization*, 90 (Supplement): S45-S56.
- Stoelhorst, J.W. (2008), The Explanatory Logic and Ontological Commitments of Generalized Darwinism, *Journal of Economic Methodology*, 15(4): 343-363.

#### *Impact*

<i>Google Scholar</i> (March 2021)	<i>Research Gate</i> (March 2021)	<i>Web of Science</i> (March 2021)
Total citations: 1704	Total citations: 998	Total citations: 457
H-Index = 16	H-Index = 15	H-Index = 10

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## Teaching

### *PhD Supervision*

- Rafael Nunes Teixeira, 'Experiments on pro-social behavior' (Started in 2019)
- Katinka Quintelier, 'The behavioral foundations of stakeholder theory' (completed in 2020 – current position Assistant Professor, VU University Amsterdam)
- Frank Jan de Graaf, 'The role of governance in corporate social responsibility' (completed 2005 – current position Lector, Amsterdam University of Applied Sciences)
- Erik van Raaij, 'The implementation of a market orientation' (completed 2001 – current position: Professor, RSM – Erasmus University)

### *Current teaching – University of Amsterdam*

- Business Theories in Perspective (core – co-taught - coordinator), PhD (since 2015)
- Advanced Seminar in Strategy (elective), PhD (since 2015)
- Strategy and Organization Design (core), part-time MSc (since 2014)
- Theories of Strategy (core), full-time MSc (since 2011)
- MSc thesis supervision

### *Past teaching – University of Amsterdam*

- Strategy and Organization design (core – co taught – lecturer), full-time MSc (2014 – 2016)
- Corporate Strategy (core), full-time and part-time MBA (2005 – 2011)
- Competitive Strategy (core), full-time and part-time MBA (2005 – 2011)
- Strategy and Competitive Advantage (core), full-time and part-time MSc (2002 – 2011)
- Strategy and Organization (core – co-taught – coordinator), BSc (2003 – 2008)
- Entrepreneurship project, BSc (core – co-taught – lecturer) (2003-2005)

### *Past teaching – ESC Rennes School of Business (France)*

- Strategy seminar – PhD (2014-2016)

### *Past teaching – University of Twente*

- E-commerce module – Executive MBA programs (2000-2002)
- Strategic Technology Management module – Executive MBA programs (1999 – 2002)
- Strategic Management (core) – International full-time MBA (1999-2002)
- Corporate Strategy (elective) – Co-taught with former CEO of KLM – MSc (1998 – 2002)
- Strategic Management (core) – MSc (1997 – 2002)
- Technology Management – International full-time MBA (1995 – 2002)
- Marketing Management module – International executive MBA (1994 – 2002)
- Marketing Management – International full-time MBA (1992-1998)
- Consultancy project 'High-Tech Marketing' – International full-time MBA (from 1992-1996)
- Marketing Management – Program 'Innovation Consultant' (from 1991-1995)
- Business game 'Mercator' – Various programs (from 1990 – 1995)

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## Management roles and service

### *Management roles – University of Amsterdam*

- Chair – Program committee for the Research Master (since 2017)
- Head – Strategy area within the ISM department (since 2016)
- Chair – Recruitment committee for the ISM department (since 2012)
- Coordinator – Strategy track in the MSc Business Administration (2011 – 2016)
- Head of Department – International Strategy and Marketing (ISM) (2012 – 2014)

### *Service – University of Amsterdam*

- Re-development of the school-wide system for teaching allocation (2017)
- Development of a business plan for the Strategy area of the ISM department (2017)

- Member – Program committee for the Research Master (2015-2017)
- Preparatory activities and panel member for QANU research assessment (2015)
- Member – Curriculum committee for the new BSc Business Administration (2015)
- Coordinator – Research seminar series of the ISM department (since 2014)
- Development of the school-wide system for teaching allocation (2014)
- Preparatory activities and panel member for EQUIS accreditation visit (2014)
- Preparatory activities and panel member for KNAW assessment of the Research Master program (2014)
- Member – Preparatory committee for the new Research Master Business in Society (2011 – 2014)
- Member – MBA program committee (2005 – 2014)
- Development of a new tenure track system (2012 – 2013)
- Deputy board member – NOBO (Netherlands Organization for Business Research) (2008 – 2013)
- Preparatory activities and panel member for QANU interim research assessment (2013)
- Member – Recruitment committee for the ISM department (2008 – 2012)
- Preparatory activities and panel member for the EQUIS accreditation visit (2012)
- Panel member for the NVAO accreditation visit (2011)
- Preparatory activities and panel member for the EQUIS accreditation visit (2010)
- Preparatory activities and panel member for the EQUIS accreditation visit (2007)
- Member – Preparatory committee for the new MBA program (2004-2005)

#### ***Management roles – University of Twente***

- Coordinator – Strategy curriculum of the MSc Program (1997-2002)
- Chair – Forum for PhD Candidates of the School of Technology and Management (1991-1992)

#### ***Service – University of Twente***

- Member – Program committee, The ORMIT Executive MBA of TSM Business School (1999-2002)
- Member – Program committee, Minor ‘Management of Technology in Society’ (1999-2002)
- Member – Program committee, International Executive MBA of TSM Business School (1998-2002)
- Member – Recruitment committee, Department of Marketing and Strategy (1996-2002)
- Member – Scientific committee, TSM Business School (1999-2001)
- Member – Program committee, International Full-time MBA of TSM Business School (1997-2000)
- Development of a business plan for the department of Marketing and Strategy (1997)
- Member – Examination Board, Program ‘Innovation Consultant’ (1993-1995)
- Member – Scientific Committee, School of Technology and Management (1991-1995)
- Member – Public Relations committee, School of Technology and Management (1994)
- Organizational support for the international conference ‘Technology Management’ in Berlin (1993)
- Organization of the first in-company project ‘High-Tech Marketing’ for the International full-time MBA program for TSM Business School (1992)
- Organization of the international seminar ‘Challenges in Technology Management’ for TSM Business School, in co-operation with Helsinki Technical University (1992)
- Organization of the first student exchange for the Executive MBA programs of TSM Business School and Pepperdine University, USA (1991)

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## **Management training and consultancy**

At various times in my career, but especially during the period when TSM Business School employed me as a consultant (1993-1996), I have worked as project manager, consultant, and lecturer in commercial projects with industry in the fields of strategy, product development, and marketing. Clients included:

- Arcadis*** (*Engineering consultancy*)
- Blijdenstein Willink*** (*Textile manufacturing*)
- Eldim*** (*Manufacturing*)
- Heymans*** (*Construction*)
- Ordina-Ormit*** (*IT consultancy*)
- Philips*** (*Hi-tech manufacturing*)
- Regional Laboratory Enschede*** (*Health service*)

- Stork Engineered Pumps** (*Manufacturing*)
- Ten Cate** (*Textile manufacturing*)
- TNT Post**
- Vereenigde Glasfabrieken** (*Glass manufacturing*)

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## Professional activities

### ***Contributions to scholarly associations***

- Regular session chair and organizer at international conferences (e.g., AOM, EAEPE, SMS)
- Organizer – Showcase Symposium ‘Value created from a Stakeholder Perspective’, AOM - Academy of Management Conference (with Peter Snoeren) (2019)
- Organizer – Special session ‘Rethinking the Fundamentals: Strategy from a Stakeholder Perspective’, Strategic Management Society Conference (2018)
- Speaker – IABS junior faculty consortium (2017)
- Mentor – IABS doctoral consortium (2017)
- Research area coordinator: ‘*Ontological Foundations of Evolutionary Economics*’, European Association for Evolutionary Political Economy (EAEPE) (with Jack Vromen) (2005-2015).
  - Program coordination, reviewing, organizing special sessions, chair, and discussant
- Member of the Research Committee for the BPS division of the Academy of Management (2012 - 2014)
- Organizer – Roundtable ‘A Debate on the Ontological Foundations of Evolutionary Economics’, EAEPE Conference (2007)

### ***Reviewing***

#### *Editorial board member:*

- Academy of Management Review (since 2019)

#### *Ad-hoc reviewing:*

- American Philosophical Quarterly
- Biological Theory
- Business & Society
- Business and Society Review
- Cambridge Journal of Economics
- Corporate Governance: An International Review
- Entrepreneurship Theory and Practice
- History and Philosophy of the Life Sciences
- Journal of Bioeconomics
- Journal of Business Ethics
- Journal of Economic Issues
- Journal of Economic Methodology
- Journal of Evolutionary Economics
- Journal of Institutional Economics
- Journal of Management Studies
- Long Range Planning
- Organization & Environment
- Scandinavian Journal of Management
- Strategic Management Journal

-Routledge publishers

-Swiss National Science Foundations

- AOM (STR/BPS division)
- EAEPE
- EURAM
- IABS

-SMS (Competitive Strategy Interest Group; Stakeholder Strategy Interest Group)

### ***Memberships***

- Strategic Management Society (SMS – Competitive strategy since 2004/Stakeholder strategy since 2012)
- Academy of Management (AOM – BPS division since 2004/SIM division since 2013)
- European Association for Evolutionary Political Economy (EAEPE – 2001-2013)

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## **Honors and awards**

### ***Grants and visits***

- University of Amsterdam, Seed Grant Research Priority Area Human(e) AI, 'Evolutionary Mismatch: The Social and Moral Psychology of Human Cooperation with Algorithmic Agents' (with Gijs van Houwelingen and Bastiaan Rutjens), 45.000 Euro, 2019.
- Amsterdam Business School, Data Science Research Grant, 'Morality in Digital Business Contexts' (with Gijs van Houwelingen), 80.000 Euro, 2017.
- Visitor, University of Wisconsin – Madison, August 2013.
- Visiting fellow grant, Konrad Lorenz Institute for Evolution and Cognition, Altenberg, Austria, April-May, 2012.
- NWO (Dutch Science Foundation), Preparatory Grant 'The Evolutionary Principles of Socio-economic Institutions' (with Annelies van Vianen), 10.000 Euro, 2004.

### ***Research***

- Outstanding Reviewer Award, *Academy of Management Review*, 2021
- Outstanding Reviewer Award, Strategic Management Society, Stakeholder Strategy Interest Group, 2016, 2017, 2018, 2019
- Outstanding Reviewer Award, Academy of Management, Business Policy and Strategy Division, 2007, 2009, 2011, 2016, 2017, 2019
- Finalist, Best Conference Paper Prize for Practice Implications, Strategic Management Society, 2013 (with Flore Bridoux)
- Winner, Best Conference Paper Prize, Strategic Management Society, 2008 (with Flore Bridoux)
- PhD awarded *cum laude* (highest honour)

### ***Teaching***

- Winner 'Best lecturer of the program', Executive program in Management Studies, UvA, 2019
- Winner, 'Lecturer of the year', The Amsterdam MBA, Amsterdam Business School, UvA, 2012
- Excellent Teacher Award, Faculty of Economics and Business, Amsterdam Business School, UvA, 2010
- Winner, 'Van der Schroefferprijs' (Lecturer of the year), Faculty of Economics and Business, UvA, 2008
- Nominee, University-wide 'Lecturer of the year' election, UvA, 2007
- Nominee, 'Lecturer of the year', The Amsterdam MBA, Amsterdam Business School, UvA, 2007
- Winner, 'Favorite lecturer', Executive MBA program, TSM Business School, 2001

### ***Management***

- Winner, 'Best Manager', Election by the Faculty Employee Council, UvA, FEB, 2014

### ***Supervision (honors and awards for students' work under my supervision)***

- Katinka Quintelier – Winner 'Stakeholder Strategy Best Proposal with a Student First Author', Strategic Management Society, 2017.
  - Hung-Yao Liu - Finalist 'Best Conference PhD paper prize', Strategic Management Society, 2010
  - Nicole Stofberg - Winner 'H.K Nieuwenhuizenprijs', Best MSc. thesis, Faculty of Economics and Business, UvA, 2009
  - Anouar El Haji- Winner 'H.K Nieuwenhuizenprijs', Best MSc. thesis, Faculty of Economics and Business, UvA, 2008
  - Erik van Raaij – Winner 'Hewlett Packard Strategy Award', Best Dutch MSc. thesis on strategy, 1994
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## J.W. Stoelhorst

### *Complete list of publications (July 2021)*

#### **Published work (chronologically)**

- Articles in academic journals: 16 (*in bold*)
- Book chapters: 8
- Publications for a general audience: 4
- Book reviews: 2
- Book/dissertation: 1

31. [Publication for a general audience]

Stoelhorst, J.W. and Bridoux F.M. (Forthcoming), Rijnlands of Angelsaksisch? De Psychologie van Stakeholder Relaties. *Jaarboek Corporate Governance 2021*. (In Dutch: Rhineland or Anglosaxon: The Psychology of Stakeholder Relations).

30. [Article – Special issue: New Directions for the Resource-based View]

Stoelhorst, J.W. (Forthcoming), Value, Rent, and Profit: A Stakeholder Resource-based Theory, *Strategic Management Journal*. DOI: 10.1002/smj.3280 (open access)

29. [Article – Special topic forum: New Theoretical Perspectives on Capitalism]

Bridoux, F.M. and Stoelhorst, J.W. (Forthcoming), Stakeholder Governance: Solving the Collective Action Problems in Joint Value Creation, *Academy of Management Review*.

28. [Book chapter]

Bridoux, F.M. and Stoelhorst, J.W. (2019), Rents from Human Capital Complementarities: A Relational View of Value Creation and Value Capture. In: T. Moliterno & A. Nyberg (Eds): *Handbook of Research on Strategic Human Capital Resources*. Cheltenham: Edward Elgar: 34-58.

27. [Book chapter]

Stoelhorst, J.W. (2019), Generalized Darwinism, the Nature of Selection, and Market Efficiency. In: F. Gagliardi & D. Gindis (Eds): *Institutions and Evolution of Capitalism: Essays in Honour of Geoffrey M. Hodgson*, Cheltenham: Edward Elgar: 231-249.

26. [Book chapter]

Stoelhorst, J.W. and Van Vugt, M. (2018), Relational Models, Leadership, and Organization Design: An Evolutionary View of Organizational Development. In: D.S. Wilson & S.C. Hayes (Eds), *Evolution and Contextual Behavioral Science*, Context Press: 171-184.

25. [Publication for a general audience]

Bond, F.W., Stoelhorst, J.W., van Vugt, M. and Wilson, D.S. (2018). Dialogue on Organizational Development. In: D.S. Wilson & S.C. Hayes (Eds), *Evolution and Contextual Behavioral Science*, Context Press: 200-206.

24. [Publication for a general audience – Special issue: How Evolutionary Thinking Can Transform the Workplace]

Stoelhorst, J.W. (2017), Moral Sentiments. *This View of Life*. In: D.S. Wilson, M. van Vugt, M. Beilby (Eds.), *This View of Business: How Evolutionary Thinking Can Transform the Workplace*: 11-12.

<https://evolution-institute.org/article/this-view-of-business-how-evolutionary-thinking-can-transform-the-workplace/>

<https://evolution-institute.org/moral-sentiments/>

23. [Publication for a general audience – Special issue: De Macht in de Onderneming (In Dutch: Power in the Corporation)]  
 Stoelhorst, J.W. (2017), Argumenten voor een Stakeholderbenadering van Ondernemingsbestuur, *Economisch Statistische Berichten*, 102(4751): 326-329. (In Dutch: Arguments for a Stakeholder Approach to Corporate Governance)  
<https://esb.nu/esb/20029496/esb-4751-de-macht-in-de-onderneming>  
<https://esb.nu/esb/20029500/argumenten-voor-een-stakeholderbenadering-van-ondernemingsbestuur>
22. [Article – Special issue: Complexity, Innovation and Policy]  
 Stoelhorst, J.W. (2017), Better Than Rational: A Naturalistic View of Economic Governance, *Complexity, Governance & Networks*. 7-21. Doi: 10.20377/cgn-39 (open access)
21. [Book chapter/Comment]  
 Stoelhorst, J.W. (2016), Major Transitions, Operator Theory, and Human Organization, In Gerard A.J.M. Jagers op Akkerhuis (Ed.), *Evolution and Transitions in Complexity: The Science of Hierarchical Organization in Nature*, Springer: 175-181.
20. [Article – Special Topic Forum: Management and Social Welfare]  
 Bridoux, F.M. and Stoelhorst, J.W. (2016), Stakeholder Relationships and Social Welfare: A Behavioral Theory of Contributions to Joint Value Creation, *Academy of Management Review*, 41(2): 229-251.  
 Doi:10.5465/amr.2013.0475
19. [Book chapter/Encyclopaedia entry]  
 Stoelhorst, J.W. (2015), Evolutionary Economics, In ‘Real World Decision Making: An Encyclopedia of Behavioral Economics’, Morris Altman (Ed.), Praeger: 129 -131.
18. [Article/Introduction to special issue]  
 Hodgson, G.M. and Stoelhorst, J.W. (2014), Introduction to the Special Issue on the Future of Institutional and Evolutionary Economics, *Journal of Institutional Economics*, 10(4): 513-540.  
 Doi: 10.1017/S1744137414000393
17. [Article/Comment]  
 Stoelhorst, J.W. (2014), The Future of Evolutionary Economics Is in a Vision from the Past, *Journal of Institutional Economics*, 10(4): 665-682.  
 Doi: 10.1017/S174413741400037X
16. [Article]  
 Bridoux, F.M. and Stoelhorst, J.W. (2014), Microfoundations for Stakeholder Theory: Managing Stakeholders with Heterogeneous Motives, *Strategic Management Journal*, 35: 107-125.  
 Doi: 10.1002/smj.2089
- Highly cited paper** – Web of Science: ‘As of July/August 2016, this paper received enough citations to place it in the top 1% of the academic field of Economics & Business based on a highly cited threshold for the field and publication year.’
15. [Article – Special issue ‘Evolution as a General Theoretical Framework for Economics and Public Policy’]  
 Stoelhorst, J.W. and Richerson, P.J. (2013), A Naturalistic Theory of Economic Organization, *Journal of Economic Behavior and Organization*, 90 (Supplement): S45-S56.  
 Doi: 10.1016/j.jebo.2012.12.012 (open access)
14. [Article]  
 De Graaf, F.J. and Stoelhorst, J.W. (2013), The Role of Corporate Governance in Corporate Social Responsibility: Lessons from Dutch Finance, *Business & Society*, 52(2): 282-317.  
 Doi: 10.1177/0007650309336451
- Top 3 most read articles in the journal** - Journal website (<http://journals.sagepub.com/home/bas#>): ‘Articles most read in the journal in the last year’ (accessed May 2018).

13. [Book chapter]  
 Van Vianen, A.E.M., Stoelhorst, J.W. and De Goede, M.E.E. (2013), The Construal of Person-Organization Fit during the ASA Stages: Content, Source, and Focus of Comparison, In: A.L. Kristof-Brown and J. Billsberry, *'New Directions in Organizational Fit'*, Oxford: Wiley-Blackwell, 145-169.
12. [Book review]  
 Stoelhorst, J.W. (2011), Darwin's Conjecture: The Search for General Principles of Social and Economic Evolution, *Administrative Science Quarterly*, 56: 147-150.
11. [Article – Symposium 'Organizational Design']  
 Strikwerda, J. and Stoelhorst, J.W. (2009), The Emergence and Evolution of the Multidimensional Organization, *California Management Review*, 51(4): 11-31.
10. [Article/Review essay]  
 Stoelhorst, J.W. (2008), Why is Management Not an Evolutionary Science? Evolutionary Theory in Strategy and Organization, *Journal of Management Studies*, 45(5): 1008-1023.
9. [Article]  
 Stoelhorst, J.W. (2008), The Explanatory Logic and Ontological Commitments of Generalized Darwinism, *Journal of Economic Methodology*, 15(4): 343-363.
8. [Article]  
 Stoelhorst, J.W. (2008), Darwinian Foundations for Evolutionary Economics, *Journal of Economic Issues*, 42(2): 415-423.
7. [Article]  
 Van Raaij, E.M. and Stoelhorst, J.W. (2008), The Implementation of a Market Orientation: A Review and Integration of the Contributions to Date, *European Journal of Marketing*, 42 (11/12): 1265-1293.
6. [Book chapter]  
 Stoelhorst, J.W. (2008), Generalized Darwinism From the Bottom Up: An Evolutionary View of Socio-Economic Behavior and Organization. In: Wolfram Elsner and Hardy Hanappi (Eds.), *'Advances in Evolutionary Institutional Economics: Evolutionary Modules, Non-Knowledge, and Strategy'*. Cheltenham: Edward Elgar Publishers, 35-58.
5. [Book review]  
 Stoelhorst, J.W. (2007), The Evolution of Institutional Economics, *Academy of Management Review*, 32 (4), 1285-1288.
4. [Book chapter]  
 Stoelhorst, J.W. (2005), The Naturalist View of Universal Darwinism: An Application to the Evolutionary Theory of the Firm, In: J. Finch and M. Orillard (Eds.), *'Complexity and the Economy'*, Cheltenham: Edward Elgar, 127-147.
- Reprinted in:*  
 -Hodgson, G.M. (Ed.), *The Evolution of Economic Institutions: A Critical Reader*. Cheltenham: Edward Elgar, (2007): 233-251.  
 -Hodgson, G.M. (Ed.), *Darwinism and Economics*. Cheltenham: Edward Elgar Publishers, (2009): 361-379.
3. [Article – Special issue 'Success Factors, Competitive Advantage and Competence Development']  
 Stoelhorst, J.W. and Van Raaij, E.M. (2004), On Explaining Performance Differentials: Building Blocks for a Marketing Theory of the Firm, *Journal of Business Research*, 57: 462-477.

-Top ten all-time downloads – SSRN: ERN 'Theory of the Firm' (January 2014)



2. [Article – Special issue ‘Integrating Operations, Incremental Change and Radical Innovation’]  
Stoelhorst, J.W. (2002), Managing Technological Discontinuities: Lessons from the Semiconductor Industry, *International Journal of Technology Management*, 23(4): 261-286.

1. [Book/Dissertation]  
Stoelhorst, J.W. (1997), *In Search of a Dynamic Theory of the Firm, An Evolutionary Perspective on Competition Under Conditions of Technological Change With an Application to the Semiconductor Industry*, Enschede: University of Twente, ISBN 90 365 1069 4.

## **Work-in-progress**

### ***Under review***

-A corporate governance paper (With Pushpika Vishwanathan) (Under second round review)  
*Target:* Academy of Management Review

-A stakeholder theory paper (With Katinka Quintelier and Flore Bridoux)  
*Target:* Strategic Management Journal

### ***In preparation for submission***

-Morality in digital contexts (With Gijs van Houwelingen)

### ***Working papers***

-An Evolutionary Resource-based Theory of Competitive Advantage (With Flore Bridoux)

-Human Capital Complementarities: The Tenuous Link between Team Production, Competitive Advantage, and Profit (With Flore Bridoux and Russ Coff)

-How Generalized Darwinism Can Further the Development of an Evolutionary Theory of Economic Growth. (*Papers on Economics and Evolution*, #1019, Max Planck Institute of Economics, Jena)

### ***Under development***

-A Naturalistic Stakeholder Theory

-An Evolutionary Theory of the Firm

-The Behavioral Impact of Artificial Intelligence Algorithms (With Gijs van Houwelingen en Bastiaan Rutjes)

-How do Stakeholders React to How a Firm Treats Its Stakeholders? (With Flore Bridoux)

-The Influence of Stakeholder Orientation on Contributions to Team Production (With Flore Bridoux and Gijs van Houwelingen)

-‘Homo socialis’: An Evolutionary Alternative for the Rational Choice Model (With Alan Page Fiske)

## Conference papers (refereed)

- Bridoux, F.M. and Stoelhorst, J.W. (2020). Broadening our sight to rethink capitalism: A multi-level stakeholder approach, at the 2020 Academy of Management Conference, On-line, August.
- Stoelhorst, J.W. (2019), Value, Rent, and Profit: A Stakeholder Theory of Resource-based Competitive Advantage. Showcase Symposium 'Value created from a Stakeholder Perspective', AOM - Academy of Management Conference, Boston, August.
- Bridoux, F. and Stoelhorst, J.W. (2019), How Do Stakeholders React to a Firm's Orientation towards its Stakeholders? AOM - Academy of Management Conference, Boston, August.
- Vishwanathan, P. and Stoelhorst, J.W. (2018), A Stakeholder Theory of Corporate Governance. Strategic Management Society, Paris, September.
- Stoelhorst, J.W. and Fiske, A.P. (2017). From Social Dilemmas to Social Opportunities: Behavioral Foundations for an Evolutionary Institutional Economics. WINIR – World Interdisciplinary Network for Institutional Research Conference, Utrecht, September.
- Quintelier, K., Stoelhorst, J.W. and Vock, M. (2017). The Influence of Stakeholder Orientation on Firms' Attractiveness to Stakeholders. AOM - Academy of Management Conference, Atlanta, August.
- Stoelhorst, J.W. (2017) Stakeholder Capitalism: A Naturalistic Theory of Welfare. EGOS - European Group for Organization Studies Colloquium, Copenhagen, July.
- Stoelhorst, J.W. (2017) Good for Practice: An Evolutionary Foundation for Stakeholder Theory. IABS - International Association for Business and Society Conference, Amsterdam, June.
- Stoelhorst, J.W. and Fiske, A.P. (2017) Homo socialis: A Naturalistic Alternative for the Rational Choice Model Erasmus Institute for the Philosophy of Economics Conference, Rotterdam, March.
- Stoelhorst, J.W. and Bridoux, F.M. (2016). An Evolutionary Resource-based Theory of Competitive Advantage. SMS - Strategic Management Conference, Berlin, September.
- Quintelier, K., Stoelhorst, J.W. and Vock, M. (2016). The Influence of Stakeholder Orientation on Firms' Attractiveness to Stakeholders. SMS - Strategic Management Conference, Berlin, September.
- Bridoux, F.M., Coff, R. and Stoelhorst, J.W. (2016). Team Players Until Payday? The Tenuous Link Between Social Complexity and Firm Profit, AOM - Academy of Management Conference, Anaheim, August.
- Quintelier, K., Stoelhorst, J.W. and Bridoux, F.M. (2016). The Bright, Dark and Far Side of Reciprocity: Stakeholder Cooperation, Stakeholder Punishment, and Value Creation. AOM - Academy of Management Conference, Anaheim, August.
- Stoelhorst, J.W. (2015). A Stakeholder Theory of Resource-based Competitive Advantage. SMS - Strategic Management Society Conference, Denver, October.  
***(Paper proposal nominated for Best Conference Paper Prize)***
- Quintelier, K. and Stoelhorst, J.W. (2015). The Bright, Dark and Far Side of Reciprocity: Stakeholder Cooperation, Stakeholder Punishment, and Value Creation. SMS - Strategic Management Society Conference, Denver, October.  
***(Paper proposal nominated for Best Conference PhD Paper Prize)***
- Bridoux, F., Coff, R. and Stoelhorst, J.W. (2014). Team Players Until Payday? The Tenuous Link Between Social Complexity and Firm Profit, SMS - Strategic Management Society Conference, Madrid, September.

Bridoux, F., Coff, R. and Stoelhorst, J.W. (2014). Team Players Until Payday? The Tenuous Link Between Social Complexity and Firm Profit, ACAC – Atlanta Competitive Advantage Conference, Atlanta, May.

Stoelhorst, J.W. and Bridoux, F.M. (2013). A Naturalistic Stakeholder Theory of Social Welfare. EAEPE - European Association of Evolutionary Political Economy, Paris, November.

Bridoux, F.M. and Stoelhorst, J.W. (2013). Organization Forms and Cooperation in Firms: A Relational Approach. EAEPE - European Association of Evolutionary Political Economy, Paris, November.

Stoelhorst, J.W. and Bridoux, F.M. (2013). A Naturalistic Stakeholder Theory of Social Welfare. SMS - Strategic Management Society Conference, Atlanta, September.

***(Finalist Best Conference Paper Prize for Practical Implications)***

Bridoux, F.M. and Stoelhorst, J.W. (2013). Organization Forms and Cooperation in Firms: A Relational Approach. SMS - Strategic Management Society Conference, Atlanta, September.

Stoelhorst, J.W. (2012). Generalizing Darwinism to Explain Cultural Evolution: An Alternative to Godfrey-Smith's Darwinian Populations View. EAEPE - European Association of Evolutionary Political Economy, Krakow, October.

Dobrea, I. and Stoelhorst, J.W. (2012). Dynamic Capabilities as an Evolutionary Process: The Case of Schelde Shipyards, SMS - Strategic Management Society Conference, Prague, October.

Bridoux, F.M. and Stoelhorst, J.W. (2012). Stakeholder Theory and Value Creation: Managing Stakeholders with Heterogeneous Motives. AOM - Academy of Management Conference, Boston, August.

Stoelhorst, J.W., Aldrich, H., Hodgson, G.M. and Knudsen, T. (2012). Generalized Darwinism: A Metatheoretical Framework for Organization Theory, EURAM - European Academy of Management Conference, Rotterdam, June.

Stoelhorst, J.W. and Richerson, P.J. (2012). A Naturalistic Theory of Organization. Journal of Management Studies Anniversary Conference, Oxford, April.

Liu, H.Y and Stoelhorst, J.W. (2011). A Comparison of The Profit and Growth Persistence of Winners and Losers: A Mover-Stayer Model. SMS - Strategic Management Society Conference, Miami, November.

Van Vianen, A.E.M., Stoelhorst, J.W. and De Goede, M.E.E. (2011). The Construal of Person-Organization Fit during the ASA Stages: Content, Source, and Focus of Comparison. AOM - Academy of Management Conference, San Antonio, August.

Stoelhorst, J.W. (2010). The Firm as a Darwin Machine: How Generalized Darwinism Can Further the Development of an Evolutionary Theory of Economic Growth. EAEPE - European Association of Evolutionary Political Economy, Bordeaux, October.

Liu, H.Y and Stoelhorst, J.W. (2010). On the Growth Persistence of Winners and Losers: A Quantile Regression Approach. SMS - Strategic Management Society International Conference, Rome, September.

El Haji, A. and Stoelhorst, J.W. (2010). Human Resources, Fairness, and Value Creation: Microfoundations for the Resource-based View. AOM - Academy of Management Conference, Montreal, August.

Stoelhorst, J.W. and Richerson, P.J. (2009). A Naturalistic Theory of Organization. EAEPE - European Association of Evolutionary Political Economy, Amsterdam, November.

- Stoelhorst, J.W. and Bridoux, F.M. (2009). Value Creation and Value Appropriation: A Resource-Based Theory of the Firm for the Knowledge Economy. SMS - Strategic Management Society International Conference, Washington, October.
- Stoelhorst, J.W. and Richerson, P.J. (2009). A Naturalistic Theory of Organization. AOM - Academy of Management Conference, Chicago, August.
- Stoelhorst, J.W. and Liu, H.Y. (2009) Making the Dynamic Capabilities View Dynamic: An Evolutionary Resource-based Theory, AOM - Academy of Management Conference, Chicago, August.
- Stoelhorst, J.W. and Bridoux F.M. (2009). Rent, Profit, and Value: Resource-based Theory for the Knowledge Economy, AOM - Academy of Management Conference, Chicago, August.
- Stoelhorst, J.W. (2008). Ontological Foundations for Evolutionary Economics: A Darwinian Social Ontology. EAEPE - European Association of Evolutionary Political Economy, Rome, November.
- Stoelhorst, J.W. and Bridoux, F.M. (2008). Value Creation in the Knowledge Economy: The Rigor, Relevance, and Morality of the Resource-based View. SMS - Strategic Management Society, 28th Annual International Conference, Cologne, October.  
***(Winner Best Conference Paper Prize)***
- Liu, H.Y. and Stoelhorst, J.W. (2008). The Dynamic Capabilities View: A Survey. SMS - Strategic Management Society, 28th Annual International Conference, Cologne, October.
- Bridoux, F.M. and Stoelhorst, J.W. (2008). Realistic Micro-foundations for the Resource-based View: The Effect of Fairness on Value Creation, AOM - Academy of Management Conference, Anaheim, August.  
***(Selected for Best Paper Proceedings)***
- Stoelhorst, J.W., Aldrich, H., Hodgson, G.M. and Knudsen, T. (2008). Generalized Darwinism: A Metatheoretical Framework for Organization Theory, AOM - Academy of Management Conference, Anaheim, August.
- Stoelhorst, J.W. (2008). Darwinian Foundations for Evolutionary Economics. American Foundation for Evolutionary Economics, ASSA Conference, New Orleans, January.
- Stoelhorst, J.W. and Bridoux, F.M. (2007). Beyond Competitive Advantage: What Can Theories of Strategy Explain? AOM - Academy of Management Conference, Philadelphia, August.
- Stoelhorst, J.W. and Bridoux, F.M. (2007). Beyond Competitive Advantage: What Can Theories of Strategy Explain? ACAC - Atlanta Competitive Advantage Conference, Atlanta, June.
- Stoelhorst, J.W. and Huizing, A. (2006) The firm as a Darwin machine: An evolutionary view of organizational knowledge and learning. AOM - Academy of Management Conference, Atlanta, August.
- Stoelhorst, J.W. and Huizing, A. (2006) Why the Adaptation-Selection debate is misconstrued: A Darwinian view of organizational change. AOM - Academy of Management Conference, Atlanta, August.
- Stoelhorst, J.W. (2006), Beyond Competitive Advantage: Why Resources and Positioning are Not Enough, SMS - Strategic Management Society Conference, Vienna.
- Stoelhorst, J.W. and Hensgens, R. (2006), On Applying Darwinism in Economics: From Meta-theory to Middle-range Theories, EAEPE - European Association for Evolutionary Political Economy Conference, Istanbul, November.
- Stoelhorst, J.W. and Bridoux, F.M. (2006), Beyond Competitive Advantage: What Can Theories of Strategy Explain? Copenhagen Conference on Strategic Management, Copenhagen Business School,

Copenhagen, December.

Stoelhorst, J.W. and Huizing, A. (2005), The Firm As a Darwin Machine: Organizational Learning As an Evolutionary Process, Micro-Foundations of Organizational Capabilities Conference, Copenhagen Business School, Copenhagen, December.

Stoelhorst, J.W. (2005), Why the Resource-Based and Dynamic Capabilities Views Defy Integration, 25<sup>th</sup> SMS - Strategic Management Society Conference, Orlando, October.

Stoelhorst, J.W. (2005), On the Evolutionary Explanation of Economic Phenomena, EAEPE - European Association for Evolutionary Political Economy Conference, Bremen, November.

Van Vianen, A.E.M. and Stoelhorst, J.W. (2005), The Theoretical Foundations of P-E Fit and the Attraction-Selection-Attrition Model: An Evolutionary Perspective, SIOP - Society for Industrial and Organizational Psychology Conference, Los Angeles, April.

Stoelhorst, J.W. (2004), Balancing Resource-based Competitive Advantage Over a Technology Lifecycle, SMS - Strategic Management Society Conference, San Juan, Puerto Rico, October.

Stoelhorst, J.W. and Ruigrok, W. (2004), Sexual Selection: A Missing Link in the Evolutionary Theory of the Firm?, EAEPE - European Association for Evolutionary Political Economy Conference, Rethymno, Greece, October.

Stoelhorst, J.W. (2003), EAEPE - Towards an Evolutionary Theory of the Firm: Applying Universal Darwinism to Socio-Economic Selection, European Association for Evolutionary Political Economy Conference, Maastricht, The Netherlands, November.

Stoelhorst, J.W. (2002), The Naturalist Perspective on Universal Darwinism: An Application to the Evolutionary Theory of the Firm, EAEPE - European Association for Evolutionary Political Economy Conference, Aix-en-Provence, France, November.

Van Raaij, E.M., Stoelhorst, J.W. and Van Engelen, J.M.L. (2002), Interaction Between Business and Academia in Marketing Research: The Issue of Obtaining Access to Organizational Reality, EMAC - European Marketing Academy Conference, Braga, Portugal, May.

Stoelhorst, J.W. and Van Raaij, E.M. (1999), An Assessment of the Possible Contributions of the Marketing Literature to a Theory of the Firm, EMAC - European Marketing Academy Conference, Berlin.

Stoelhorst, J.W. (1999), On Explaining Performance Differentials: Building Blocks for a Marketing Theory of the Firm, EIASM workshop on Success Factors, Competitive Advantage and Competence Development, Brussels, December.

Stoelhorst, J.W. (1999), On Explaining Performance Differentials: A Re-evaluation and Integration of the Positioning and Competence-based Views of Competitive Advantage, SMS - Strategic Management Society Conference, Berlin.

Van Raaij, E.M., Van Engelen, J.M.L. and Stoelhorst, J.W. (1998), Market Orientation: Exploring the Implementation Issue, ANZMAC -The Australia New Zealand Marketing Academy Conference, Dunedin, New Zealand.

Stoelhorst, J.W. (1998), An Evolutionary View of Competitive Dynamics: Incorporating Technological Change Into the Theory of Strategy, EGOS - European Group for Organization Studies Colloquium, Maastricht University.

Van Raaij, Erik M. and J.W. Stoelhorst (1994), Strategy as Sustained Organizational Learning, EIASM Workshop on Schools of Thought in Strategic Management, Erasmus Universiteit Rotterdam.

## **Presentations (non-refereed)**

- Stoelhorst, J.W. (2016). If Economic Theory Is 'Bad for Practice', Then What Is the Alternative? University of Groningen, December.
- Stoelhorst, J.W. and Bridoux, F.M. (2015). An Evolutionary Resource-based Theory of Competitive Advantage, ESC Rennes, March.
- Bridoux, F.M. and Stoelhorst, J.W. (2014). Organization Forms and Cooperation in Firms: A Relational Approach. ESC Rennes, April.
- Stoelhorst, J.W. and Bridoux, F.M. (2013). A Naturalistic Stakeholder Theory of Social Welfare. University of Wisconsin – Madison, August.
- Stoelhorst, J.W. and Richerson, P.J. (2012). A Naturalistic Theory of Organization, Symposium 'De Darwiniaanse Synthese' (In Dutch: The Darwinian Synthesis), Vrije Universiteit Amsterdam, June.
- Stoelhorst, J.W. (2012). Generalized Darwinism: On Evolutionary Theorizing in Economics, Konrad Lorenz Institute for Evolution and Cognition, Altenberg, April.
- Anouar El Haji and Stoelhorst, J.W. (2009). Human Resources, Fairness, and Value Creation: Microfoundations for the Resource-based View, Conference 'Towards the Micro-level Foundations of Organizational Capabilities', RSM Erasmus University, Rotterdam, June.
- Van Vianen, A.E.M. and Stoelhorst, J.W. (2007). Homogeneity of Personalities Generating Organizational Culture: Bottom-up Rather than Top-Down Fit, 1<sup>st</sup> Global E-conference on Fit.
- Stoelhorst, J.W. (2007). The Firm as a Tribe? Linking Organizational Culture to Performance, Organizational Culture and Performance Co-evolving Conference, Max Planck Institute for Evolutionary Economics, Jena, December.
- Stoelhorst, J.W. (2007). The Firm as a Voluntary Tribe: Towards an Evolutionary Theory of the Firm, London School of Economics, June.
- Stoelhorst, J.W. (2007). The Firm as a Voluntary Tribe: How the Theory of Sexual Selection Can Help Us Understand the Nature of the Firm, University of Hertfordshire, May.
- Stoelhorst, J.W. (2007). Beyond Competitive Advantage: What Can Theories of Strategy Explain? HEC, Paris, October.
- Stoelhorst, J.W. (2005), Why Do Firms Exist? Towards An Evolutionary Theory of the Firm, Wartensee Workshop on Evolutionary Economics, University of St. Gallen, Switzerland, June.
- Stoelhorst, J.W. (2005), Why Do Firms Exist? Towards An Evolutionary Theory of the Firm, 2<sup>nd</sup> ENEF (European Network of the Economics of the Firm) Workshop, Rotterdam, September.
- Stoelhorst, J.W. and Ruigrok, W. (2004), Sexual Selection: A Missing Link in the Evolutionary Theory of the Firm?, Wartensee Workshop on Evolutionary Economics, University of St. Gallen, Switzerland., June.
- Stoelhorst, J.W. and Ruigrok W. (2004), Sexual Selection: A Missing Link in the Evolutionary Theory of the Firm?, ECIS seminar, Technical University Eindhoven, The Netherlands, September.

Stoelhorst, J.W. (2004), Evolutionary arguments and the theory of the firm, Seminar 'An evolutionary approach to socio-economic organization' organized within the framework of the NWO program 'Evolution and Behavior', University of Amsterdam.

Stoelhorst, J.W. (1999), The Marketing Literature and the Theory of the Firm, 3<sup>rd</sup> International Seminar on Innovation in Networks, University of Uppsala.

Stoelhorst, J.W. (1999), Reflections on a Journey, 9<sup>th</sup> European Doctoral Summer School in Technology Management, University of Twente.

Stoelhorst, J.W. (1999), On Linking Strategy as Stretch to Strategy as Fit: Transition Strategies for Managing Technological Discontinuities, 2<sup>nd</sup> International Seminar on Innovation in Networks, Technical University Trondheim.

Stoelhorst, J.W. (1998), Incorporating Technology into the Theory of Strategy, TSM Business School.

Stoelhorst, J.W. (1998), Toward a Dynamic Theory of Strategy, 1<sup>st</sup> International Seminar on Innovation in Networks, University of Twente.

Stoelhorst, J.W. (1997), The Evolution of Technology: The Case of Semiconductors, Presentation at the inaugural meeting of SCENT (Study Center for the Evolution of New Technology), University of Sussex.

Stoelhorst, J.W. (1991), Discontinuous Technological Innovation, In: A.J. Groen (ed.), Vogelvlucht over en Diepzeeduiken in Bedrijfskundig Promotieonderzoek (In Dutch: An Overview of and Deep Dive into PhD Research in Management), Landelijk AIO Overleg Bedrijfskunde.

## **Public outreach**

Stoelhorst, J.W. (2018), Public lecture, Spui 25 Event: 'Is Maatschappelijk Verantwoord Ondernemen Maatschappelijk Verantwoord?' (In Dutch: 'Is Corporate Social Responsibility Socially Responsible?'), Amsterdam, 23 januari.

Wilson, D.S., Bond, F.W., Stoelhorst, J.W. & van Vugt M. (2018), Evolution and Contextual Behavioral Science: A Dialogue on Organizational Development.  
<https://www.youtube.com/watch?v=CxNV2ilrAn4>

Stoelhorst, J.W. & Richerson, P. (2013), A Naturalistic Theory of Economic Organization  
<https://evolution-institute.org/a-naturalistic-theory-of-economic-organization/>

Stoelhorst, J.W. (1998), Naar een Integrale Benadering van Concurrentievoordeel (In Dutch: Towards an Integrative View of Competitive Advantage), Presentation at Robert Pino and Company, Rotterdam.

## **Teaching related publications**

Stoelhorst, J.W. (2008), Thinking About Strategy, 3<sup>rd</sup> ed., Amsterdam Business School

Stoelhorst, J.W. (2005), Competitive Dynamics and the Paradox of Increasing Returns: Why Winning Markets May Not Lead to Fat Profits, Amsterdam Business School.

Stoelhorst, J.W. (2005), A Note on the VCR industry, Amsterdam Business School

Stoelhorst, J.W. (2005), A Note on the PC industry, Amsterdam Business School

Stoelhorst, J.W. (2004), *Balancing Resource-Based Competitive Advantage over a Technology Lifecycle*, Amsterdam Business School.

Stoelhorst, J.W. (2004) *De Wetenschappelijke Identiteit van Bedrijfskunde: Vijf Explananda voor Bedrijfskundige Theorie* (In Dutch: *The Scientific Identity of Management Studies: Five Explananda for Management Theory*), Amsterdam Business School

Banens, Hans and Stoelhorst, J.W. (2004), *Reader Strategy & Organization*, Amsterdam Business School

Stoelhorst, J.W. (2000), *A Note on Business Models*, University of Twente

Stoelhorst, J.W. and Powell, J. (2000), *A Note on the Multimedia Industry*, University of Twente

Stoelhorst, J.W. and Powell, J. (2000), *A Note on the Portal Game*, University of Twente

Stoelhorst, J.W. (1990), *Financiële Planning* (In Dutch: *Financial Planning*), In: Willems et al. (ed.), *Ondernemerskunde* (In Dutch: *Entrepreneurship*), Open Universiteit.

Stoelhorst, J.W. (1990), *Venture Capital*, In: Willems et al. (ed.), *Ondernemerskunde* (In Dutch: *Entrepreneurship*), Open Universiteit.