

## METIN SENGUL

Boston College  
Carroll School of Management  
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### ACADEMIC POSITIONS AND AFFILIATIONS

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#### 2008-Present **Boston College, Carroll School of Management**

Associate Professor of Management & Organization (with tenure) and Haub Family Fellow, 2014-

Assistant Professor of Management & Organization, 2011-2014

Assistant Professor of Operations & Strategic Management, and, by courtesy, Assistant Professor of Organization Studies, 2008-2011

#### Visiting positions

2014-2015 University of Pennsylvania, The Wharton School

### EDUCATION

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2008 Ph.D. in Management, INSEAD

*Dissertation:* "Essays on Delegation and Control in Multi-Unit Firms"

Wiley-Blackwell Outstanding Dissertation Award 2009, Finalist

*Committee:* C. Galunic, J. Gimeno (co-chair), S. Rangan (co-chair), A. Shipilov

2005 M.S. in Management, INSEAD

2001 M.S. in Management, Texas A&M University

1997 M.S. in Engineering Management, Istanbul Technical University

1995 B.S. in Industrial Engineering, Istanbul Technical University

### PUBLICATIONS

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#### PEER-REVIEWED JOURNAL ARTICLES

- [1] Sengul, M. & Obloj, T. Better safe than sorry: Subsidiary performance feedback and internal governance in multiunit firms. *Journal of Management*, forthcoming.

- [2] Battilana, J., Sengul, M., Pache, A.-C., & Model, J. 2015. Harnessing productive tensions in hybrid organizations: The case of work integration social enterprises. *Academy of Management Journal*, 58(6): 1658-1685.
- [3] Sengul, M. & Dimitriadis, S. 2015. Multimarket competition. *Journal of Organization Design*, 4(3): 18-30.
- [4] Sengul, M. & Gimeno, J. 2013. Constrained delegation: Limiting subsidiaries' decision rights and resources in firms that compete across multiple industries. *Administrative Science Quarterly*, 58(3): 420-471.
- [5] Obloj, T. & Sengul, M. 2012. Incentive life-cycles: Learning and the division of value in firms. *Administrative Science Quarterly*, 57(2): 305-347.
  - AOM HR Division's Scholarly Achievement Award, Finalist
- [6] Sengul, M., Gimeno, J., & Dial, J. 2012. Strategic delegation: A review, theoretical integration, and research agenda. *Journal of Management*, 38(1): 375-414.
  - An earlier version received McKinsey/SMS Best Conference Prize, Honorable Mention
- [7] Battilana, J., Gilmartin, M., Sengul, M., Pache, A.-C., & Alexander, J. 2010. Leadership competences for implementing planned organizational change. *Leadership Quarterly*, 21(3): 422-438.
- [8] Battilana, J., Anteby, M., & Sengul, M. 2010. The circulation of ideas across academic communities: When locals re-import exported ideas. *Organization Studies*, 31(6): 695-713.
- [9] Rangan, S. & Sengul, M. 2009. The influence of macro structure in the international realm: IGO interconnectedness, export dependence, and immigration links in the foreign market performance of transnational firms. *Administrative Science Quarterly*, 54(2): 229-267.
  - An earlier version nominated for the Carolyn Dexter Best International Paper Award
- [10] Rangan, S. & Sengul, M. 2009. Information technology and transnational integration: Theory & evidence on the evolution of modern multinational enterprise. *Journal of International Business Studies*, 40 (9): 1496-1514.
  - Winner of Emerald Citation of Excellence Award for one of the top 50 management articles published in 2009 in the field of business and management
- [11] Yu, T., Sengul, M., & Lester, R.H. 2008. Misery loves company: The spread of negative impacts resulting from an organizational crisis. *Academy of Management Review*, 33(2): 452-472.

#### OTHER PUBLICATIONS

- [12] Rangan, S. & Sengul, M. 2006. ICT influence on the internationalization-internalization coupling. *Academy of Management Best Paper Proceedings, Atlanta, GA*
- [13] Battilana, J. & Sengul, M. 2006. Interorganizational cooperation between not-for-profit organizations: A relational analysis. In O. Kyriakidou & M. Ozbilgin (Eds.), *Relational Perspectives in Organizational Studies: A Research Companion*. 197-220. Edward Elgar.
- [14] Rangan, S. & Sengul, M. 2005. Institutional influences in multinational competitiveness: An empirical exploration. *Academy of Management Best Paper Proceedings, Honolulu, HI*
- [15] Yu, T., Lester, R.H., & Sengul, M. 2002. Reputation spillovers: How changes in corporate reputation affect competitive action. *Academy of Management Best Paper Proceedings, Denver, CO*

## **AWARDS AND HONORS**

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- 2016 Best Reviewer Award, SMS Corporate Strategy Interest Group  
2016 The Carroll School Coughlin Distinguished Teaching Award for Graduate Teaching  
2015 Best Reviewer Award, *Academy of Management Review*  
2014 Best Reviewer Award, SMS Corporate Strategy Interest Group  
2013 Scholarly Achievement Award, AOM HR Division, Finalist  
2010 Emerald Citation of Excellence Award  
2009 Wiley-Blackwell Outstanding Dissertation Award, AOM BPS Division, Finalist  
2005 Carolyn Dexter Best International Paper Award, Nominee  
2001 McKinsey/SMS Conference Best Paper Prize, Honorable Mention  
2001 Booz.Allen & Hamilton/SMS Conference Best PhD Paper Prize

## **FELLOWSHIPS AND GRANTS**

- 2014-2017 Haub Family Fellowship, Boston College  
2012-2013 Faculty Fellowship, Boston College  
2012 Barry Family Faculty Research Fund, Boston College  
2012 Kelley Research Award, Boston College  
2010 Barry Family Faculty Research Fund, Boston College  
2001-2005 PhD Fellowship, INSEAD  
1999-2001 Regent's Graduate Fellowship, Texas A&M University

## **PROFESSIONAL SERVICE**

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- Associate editor, *Journal of Organization Design* 2014-Present  
Editorial board member, *Academy of Management Journal* 2013-Present  
*Academy of Management Review* 2011-Present  
*Global Strategy Journal* 2014-Present

*Ad hoc* reviewer for

*Academy of Management Journal, Academy of Management Review, Administrative Science Quarterly, European Management Review, Global Strategy Journal, Journal of International Business Studies, Journal of Management, Management Science, Organization Science, and Strategic Management Journal*

Academy of Management and Strategic Management Society annual conferences

Strategic Management Society Conference Best PhD Paper Prize

Strategy Research Foundation, Dissertation Research Program

## PROFESSIONAL AFFILIATIONS

Academy of Management (AOM), Institute for Operations Research and the Management Sciences (INFORMS), Organization Design Community (ODC), Strategic Management Society (SMS)

Member, Business Policy and Strategy (BPS) Division Research Committee, Academy of Management (2015-2017, two-year term)

Representative-at-large, Corporate Strategy Interest Group, Strategic Management Society (2015-2016, two-year term)

## BOSTON COLLEGE

Committee member, Departmental continuous improvement committee (2014-Present)

Academic advisor, Graduate Consulting Club, MBA program (2013-Present)

Committee member, Part-time strategy faculty review committee (2013)

Committee member, MBA strategy courses review committee (2011)

Committee member, Departmental research seminar committee (2010-2014)

## DOCTORAL COMMITTEES

Stefan Dimitriadis (dissertation committee member), HBS (current)

Tomasz Obloj (dissertation committee member), INSEAD (graduated 2011)

## **TEACHING**

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### TEACHING INTERESTS

Strategic management, competitive analysis, and research methods

### COURSES

*Average instructor ratings across sections on 5-point scale with 5 "excellent"*

Strategic Management (MBA core), Boston College (2 sections, 2016): 4.86

Introduction to Strategic Management (MBA core), Boston College (3 sections, 2014-2016): 4.60

Industry and Competitive Analysis (MBA elective), Boston College (3 sections, 2012-2014): 4.85

Business Policy and Strategy (MBA core), Koc University (2 sections, 2009-2010): 4.72

Strategic Management (undergraduate core), Boston College (12 sections, 2009-2014): 4.26

### LECTURES

Invited faculty member, INSEAD Corporate Strategy PhD Camp, 2015

Panelist, HBS Business Education for Scholars and Teachers (BEST) Foundations Panel on Incentives, 2013

## TEACHING MATERIALS

Gimeno, J. & Sengul, M., INSEAD teaching note

- Analyzing the Competitive Environment

Sengul, M., DeBruin, P., & Gimeno, J., INSEAD case

- Garmin

Sengul, M. & Lee, M., INSEAD case #01/2015-6111

- Metal Can and Container Industry in 2014 (2015)

Sengul, M., Venino, A.T., & Gimeno, J., INSEAD case #02/2014-5836 (revised 2014)

- IMAX (A): The Introduction of Digital Media Re-Mastering Technology (2012)
- IMAX (B): Ten Years with DMR (2012)
- IMAX (A) & IMAX (B) Teaching Note (2013)

## **CONFERENCE PRESENTATIONS**

(\* DENOTES PAPERS PRESENTED BY A CO-AUTHOR)

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“Multimarket competition and internal capital markets: Subsidiaries’ responses to the loss of internal funding”

Academy of Management Conference, Vancouver, 2015 (BPS)

Panelist, “Corporate Strategy and Corporate Finance: Continuing the Research Conversation”:

“Internal capital markets in corporate strategy and corporate finance research”

Strategic Management Society Conference, Madrid, 2014

“A behavioral theory of multiunit firms: The role of allocation of decision rights and the provision of incentives in mitigating subsidiary cognitive biases” (with T. Obloj)

Academy of Management Conference, Philadelphia, PA, 2014 (BPS, OMT) \*

Panelist, “Organization Design and the External Environment”: “Strategy, structure, and competitive behavior”

Organization Design Community Annual Conference, Philadelphia, PA, 2014

Panelist, “Managing Your Dissertation Workshop”: “Managing a dissertation committee”

Academy of Management Conference, Orlando, FL, 2013 (BPS)

“Keeping a foot in both camps: Understanding the drivers of social performance in hybrid organizations” (with J. Battilana, A.-C. Pache, & J. Model)

Academy of Management Conference, Boston, MA, 2012 (OMT) \*

EGOS Conference, Helsinki, 2012 \*

ABC Conference, Dover, MA, 2011 \*

Academy of Management Conference, San Antonio, TX, 2011 (OMT) \*

“Incentive life-cycles: Learning and the division of value within firms” (with T. Obloj)

Academy of Management Conference, San Antonio, TX, 2011 (BPS, OMT, OB) \*

“Essays on delegation and control in multi-unit firms”

Academy of Management Conference, Chicago, IL, 2009 (BPS)

“Competition across businesses: The impact on organizational structure and resource allocation”

Academy of Management Conference, Anaheim, CA, 2008 (OMT)

- INSEAD Research Workshop on Organization Theory, Fontainebleau, 2008
- “Liability of foreignness as greater vulnerability to inequity in economic exchange” (with S. Rangan)  
Strategic Management Society Conference, San Diego, CA, 2007 \*
- “Does institutional similarity really explain MNE host market relative performance?” (with S. Rangan)  
Strategic Management Society Conference, Vienna, 2006  
Harvard Business School Strategy Research Conference, Boston, MA, 2005 \*  
Academy of Management Conference, Honolulu, HI, 2005 (OMT)
- “A match made in heaven? Joining leadership competencies in the process of organizational change”  
(with J. Battilana, M. Gilmartin, A.-C. Pache, & J. Alexander)  
Academy of Management Conference, Atlanta, GA, 2006 (ODC) \*
- “ICT influence on the internationalization-internalization coupling” (with S. Rangan)  
Academy of Management Conference, Atlanta, GA, 2006 (IM) \*  
Academy of International Business, Stockholm, 2004 \*
- “Misery loves company: The spread of negative impacts resulting from a firm-specific shock” (with T. Yu & R.H. Lester)  
Academy of Management Conference, Honolulu, HI, 2005 (OMT) \*  
Academy of Management Conference, Denver, CO, 2002 (BPS) \*
- “Interorganizational cooperation between not-for-profit organizations: A relational analysis” (with J. Battilana)  
Academy of Management Conference, Seattle, WA, 2003 (OMT) \*
- “Innovation adoption in multiunit organizations: U.S. banks moving online” (with T. Yu)  
Academy of Management Conference, Denver, CO, 2002 (TIM)
- “Organizational mitosis: The trade of between efficiency and cannibalization”  
AMR Writers' Theory Development Workshop, Academy of Management Conference,  
Denver, CO, 2002  
Strategic Management Society Conference, San Francisco, CA, 2001
- “Designing incentive systems that shape competitive interaction” (with J. Gimeno & J. Dial)  
Strategic Management Society Conference, San Francisco, CA, 2001 \*

#### SESSIONS ORGANIZED

- Panel organizer and co-chair (with J. Joseph), “The Modern Firm Revisited: New Designs for Organizational Processes, Performance and Innovation”, Strategic Management Society Conference, Berlin, 2016
- Panel organizer and chair, “The State and Future of Disciplinary Research in Strategic Management”, Strategic Management Society Conference, Denver, CO, 2015
- Co-organizer, “BPS Managing Your Dissertation Workshop” (with M. Schijven (chair), J.P. Eggers, F. Monteiro, & J. Schweitzer), Academy of Management Conference, Orlando, FL, 2010

DISCUSSANT: Advances in Strategic Management Research Workshop (2016), AOM-TIM Research Workshop (2016)

## **RELATED WORK EXPERIENCE**

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Research Associate, INSEAD Healthcare Management Initiative, 2005-2006

Managing Partner, Datim Advertisement, Istanbul, Turkey, 1997-1999

Quality Assurance Manager, Intermed Medical Center, Istanbul, Turkey, 1995-1997

Freelance Consultant (serving primarily the healthcare industry), 1995-2000

*Up-to-date as of February 2017*