



Frank T. Rothaermel

Georgia Institute of Technology
Atlanta, GA 30308-1149

frank.rothaermel@gatech.edu
<http://scheller.gatech.edu/rothaermel>

APPOINTMENTS

2023-present Regents' Professor
2013-present The Russell and Nancy McDonough Chair in Business
2010-present Professor
2006-2010 Associate Professor
2003-2006 Assistant Professor
Scheller College of Business
Georgia Institute of Technology

2000-2003 Assistant Professor
Broad School of Management
Michigan State University

EDUCATION

Ph.D. University of Washington
1999 Strategic Management

M.B.A. Brigham Young University
1995

Dipl.-Vw. University of Duisburg-Essen, Germany
1993 Economics

SCHOLARLY RESEARCH IMPACT

- 25,800 citations (Google Scholar)
- h-index: 38
- Highly Cited Researcher (top 1% in Economics & Business, Web of Science), multiple years.
- Top 0.64% Most-Cited Researcher in Business & Mgmt (based on career-long data). The Meta-Research Innovation Center at Stanford (METRICS), published in PLOS Biology [here](#)
- Web of Science “Rising Star” based on citations

(selected) **HONORS**

- CAREER Award, National Science Foundation
- Alfred P. Sloan Foundation Industry Studies Fellow
- Theory-to-Practice Award (2022), Vienna University of Economics and Business
- Top 75 Thought Leaders in Entrepreneurship and Innovation, Kauffman Foundation
- Doctoral Student Mentor Award, 25th Consortium on Competitiveness and Cooperation (CCC), University of California, Berkeley (2018)
- Prominent Faculty at Georgia Tech, Bloomberg Businessweek
- Linda and Lloyd Byars Faculty Research Excellence Award (2009, inaugural winner)

1. SCHOLARSHIP

JOURNAL PUBLICATIONS AND PAPERS IN REVIEW PROCESS

- [38] Rothaermel, F.T., Fuller, A.W. 2025. [Title withheld]. **Academy of Management Perspectives**, *Under Second Review*.
- [37] Bei, X., Rothaermel, F.T. 2024. [Title withheld]. **Strategic Management Journal**, *Reject and Resubmit*.
- [36] Roche, M.P., Conti, A., Rothaermel, F.T. 2020. Different founders, different venture outcomes: A comparative analysis of academic and non-academic startups. **Research Policy**, (49) 10: doi.org/10.1016/j.respol.2020.104062.
- [35] Cozzolino, A., Rothaermel, F.T. 2018. Discontinuities, competition, and cooperation: Cooperative dynamics between incumbents and entrants. **Strategic Management Journal**, (39) 12: 3053-3085.
- *Academy of Management Best Paper Proceedings (2016)*
- [34] Cozzolino, A., Verona, G., Rothaermel, F.T. 2018. Unpacking the disruption process: New technology, business models, and incumbent adaptation. **Journal of Management Studies**, (55) 7: 1166-1202.
- *Academy of Management Best Paper Proceedings (2017)*
- [33] Grigoriou, K., Rothaermel, F.T. 2017. Organizing for knowledge generation: Internal knowledge networks and the contingent effect of external knowledge sourcing. **Strategic Management Journal**, (38) 2: 395-414.
- *DRUID Conference Best Paper Award (2010)*
 - *Finalist, SMS Conference Best Paper Prize, Strategic Management Society Conference, Rome, Italy (2010)*
- [32] Hoang, H., Rothaermel, F.T. 2016. How to manage alliances strategically. **MIT Sloan Management Review**, Fall 58(1): 69-76.
- *Harvard Business Publishing Bestseller*

- [31] Grigoriou, K., Rothaermel, F.T. 2014. Structural microfoundations of innovation: The role of relational stars. **Journal of Management**, 40 (2): 586-615.
- [30] Conti, A., Thursby, M., Rothaermel, F.T. 2013. Show me the right stuff: Signals for high-tech startups. **Journal of Economics & Management Strategy**, 22 (2): 341-364.
- *Academy of Management Best Paper Proceedings (2010)*
- [29] Fuller, A.W., Rothaermel, F.T. 2012. When stars shine: The effects of faculty founders on new technology ventures. **Strategic Entrepreneurship Journal**, 6 (3): 220-235.
- [28] Hess, A.M., Rothaermel, F.T. 2012. Intellectual human capital and the emergence of biotechnology: Trends and patterns, 1974-2006. **IEEE Transactions on Engineering Management**, 59 (1): 65-76.
- [27] Hess, A.M., Rothaermel, F.T. 2011. When are assets complementary? Star scientists, strategic alliances and innovation in the pharmaceutical industry. **Strategic Management Journal**, 32 (8): 895-909.
- *Israel Strategy Conference Best Paper Prize (2008)*
- [26] Rothaermel, F.T., Hess, A.M. 2010. Innovation strategies combined. **MIT Sloan Management Review**, Spring 51 (3): 13-15.
- [25] Hoang, H., Rothaermel, F.T. 2010. Leveraging internal and external experience: Exploration, exploitation, and R&D project performance. **Strategic Management Journal**, 31 (7): 734-758.
- *Academy of Management Best Paper Proceedings (2006)*
- [24] Rothaermel, F.T., Alexandre, M.T. 2009. Ambidexterity in technology sourcing: The moderating role of absorptive capacity. **Organization Science**, 20 (4): 759-780.
- [23] Rothaermel, F.T., Boeker, W. 2008. Old technology meets new technology: Complementarities, similarities, and alliance formation. **Strategic Management Journal**, 29 (1): 47-77.
- [22] Rothaermel, F.T., Ku, D. 2008. Intercluster innovation differentials: The role of research universities. **IEEE Transactions on Engineering Management**, 55 (1): 9-22.
- [21] Link, A.N., Rothaermel, F.T., Siegel, D.S. 2008. University technology transfer: An introduction to the special issue. **IEEE Transactions on Engineering Management**, 55 (1): 5-8.
- [20] Rothaermel, F.T., Hess, A.M. 2007. Building dynamic capabilities: Innovation driven by individual-, firm-, and network-level effects. **Organization Science**, 18 (6): 898-921.
- *Sloan Industry Studies Best Paper Award (2008)*
 - *Finalist, Technical University Munich (TUM) Research Excellence Award (2008)*
 - *Academy of Management Best Paper Proceedings (2006)*
- [19] Rothaermel, F.T., Agung, S., Jiang, L. 2007. University entrepreneurship: A taxonomy of the literature. **Industrial and Corporate Change**, 16 (4): 691-791.
- *Most cited paper published in Industrial and Corporate Change since 2003 (Web of Science)*

- *National Press Release by Kauffman Foundation: "Academic Research into University Entrepreneurship Picks Up Steam"*
- [18] Rothaermel, F.T., Thursby, M. 2007. The nanotech vs. the biotech revolution: Sources of incumbent productivity in research. **Research Policy**, 36 (6): 832-849.
- [17] Rothaermel, F.T., Hitt, M.A., Jobe, L.A. 2006. Balancing vertical integration and strategic outsourcing: Effects on product portfolios, new product success, and firm performance. **Strategic Management Journal**, 27 (11): 1033-1056.
- *Strategic Management Society Conference Best Paper Prize (2004)*
- [16] Rothaermel, F.T., Kotha, S., Steensma, H.K. 2006. International market entry by U.S. Internet firms: An empirical analysis of country risk, national culture, and market size. **Journal of Management**, 32 (1): 56-82.
- [15] Rothaermel, F.T., Deeds, D.L. 2006. Alliance type, alliance experience, and alliance management capability in high-technology ventures. **Journal of Business Venturing**, 21 (4): 429-460.
- *Academy of Management Best Paper Proceedings (2001)*
- [14] Hoang, H., Rothaermel, F.T. 2005. The effect of general and partner-specific alliance experience on joint R&D project performance. **Academy of Management Journal**, 48 (2): 332-345.
- [13] Rothaermel, F.T., Hill, C.W.L. 2005. Technological discontinuities and complementary assets: A longitudinal study of industry and firm performance. **Organization Science**, 16 (1): 52-70.
- *William H. Newman Award for Best Paper Based on a Dissertation, Academy of Management 2000*
 - *TIM Division Best Student Paper, Academy of Management 2000*
 - *Finalist, Strategic Management Society Conference Best Paper Prize 1998*
- [12] Rothaermel, F.T., Thursby, M. 2005. University-incubator firm knowledge flows: Assessing their impact on incubator firm performance. **Research Policy**, 34 (3): 305-320.
- *Reprinted in: Technology entrepreneurship: Institutions and agents involved in university technology transfer. Siegel, D.S. (Ed.) 2006. Vol. 1, London: Edgar Elgar, 283-300.*
- [11] Rothaermel, F.T., Thursby, M. 2005. Incubator firm failure or graduation? The role of university linkages. **Research Policy**, 34 (7): 1076-1090.
- [10] Rothaermel, F.T., Deeds, D.L. 2004. Exploration and exploitation alliances in biotechnology: A system of new product development. **Strategic Management Journal**, 25 (3): 201-221.
- *Flagged as "highly cited paper" in Web of Science and Scopus*
- [9] Hill, C.W.L., Rothaermel, F.T. 2003. The performance of incumbent firms in the face of radical technological innovation. **Academy of Management Review**, 28 (2): 257-274.

- [8] Deeds, D.L., Rothaermel, F.T. 2003. Honeymoons and liabilities: The relationship between alliance age and performance in R&D alliances. **Journal of Product Innovation Management**, 20 (6): 468-484.
- [7] Rothaermel, F.T. 2002. Technological discontinuities and interfirm cooperation: What determines a startup's attractiveness as alliance partner? **IEEE Transactions on Engineering Management**, 49 (4): 388-397.
- [6] Rothaermel, F.T. 2001. Incumbent's advantage through exploiting complementary assets via interfirm cooperation. **Strategic Management Journal**, 22 (6-7): 687-699.
- [5] Rothaermel, F.T., Sugiyama, S. 2001. Virtual Internet communities and commercial success: Individual and community-level theory grounded in the atypical case of TimeZone.com. **Journal of Management**, 27 (3): 297-312.
- [4] Kotha, S., Rindova, V., Rothaermel, F.T. 2001. Assets and actions: Firm-specific factors in the internationalization of U.S. Internet firms. **Journal of International Business Studies**, 32 (4): 769-791.
- [3] Rothaermel, F.T. 2001. Complementary assets, strategic alliances, and the incumbent's advantage: An empirical study of industry and firm effects in the biopharmaceutical industry. **Research Policy**, 30 (8): 1235-1251.
- [2] Rothaermel, F.T. 2000. Technological discontinuities and the nature of competition. **Technology Analysis & Strategic Management**, 12 (2): 149-160.
- [1] Shay, J.P., Rothaermel, F.T. 1999. Dynamic competitive strategy: Towards a multi-perspective conceptual framework. **Long Range Planning**, 32 (6): 559-572.

BOOK CHAPTERS AND CONFERENCE PROCEEDINGS

- [16] Bei, X., Rothaermel, F.T. 2023. Market Entry, Capability development, and innovation: External technology and complementary assets. **Academy of Management Best Paper Proceedings**.
- [15] Cozzolino, A., Rothaermel, F.T., Verona, G. 2017. Business model innovation after disruptions: A process study of an incumbent media organization. **Academy of Management Best Paper Proceedings**.
- [14] Cozzolino, A., Rothaermel, F.T. 2016. Competing through cooperation: How the nature of technological change affects cooperation. **Academy of Management Best Paper Proceedings**.
- [13] Rothaermel, F.T. 2016. Competitive advantage in technology intensive industries. **Advances in Study of Entrepreneurship, Innovation, and Economic Growth**, 26: 233-256.
- [12] Ceccagnoli, M., Rothaermel, F.T. 2016. Appropriating the returns to innovation. **Advances in Study of Entrepreneurship, Innovation, and Economic Growth**, 26: 3-31.

- [11] Conti, A., Thursby, M., Rothaermel, F.T. 2010. Show me what you have: Signaling, angel and VC investments in technology startups. **Academy of Management Best Paper Proceedings.**
- [10] Rothaermel, F.T. 2008. Competitive advantage in technology intensive industries. **Advances in the Study of Entrepreneurship, Innovation, and Economic Growth**, 18: 203-226.
- [9] Ceccagnoli, M., Rothaermel, F.T. 2008. Appropriating the returns to innovation. **Advances in the Study of Entrepreneurship, Innovation, and Economic Growth**, 18: 11-34.
- [8] Hoang, H., Rothaermel, F.T. 2006. Internal and external capabilities transfer: Time to market in new drug development. **Academy of Management Best Paper Proceedings**, BPS R1-R6.
- [7] Rothaermel, F.T., Hess, A. 2006. The role of individual, firm, and network-level effects in building capabilities. **Academy of Management Best Paper Proceedings.**
- [6] Rothaermel, F.T. 2004. Incumbents' advantage. In: M. A. Hitt, & R. D. Ireland (Eds.), **The Blackwell Encyclopedic Dictionary of Entrepreneurship**, 151-152, Oxford, UK: Blackwell.
- [5] Rothaermel, F.T., Deeds, D.L. 2002. More good things are not necessarily better: An empirical study of strategic alliances, experience effects, and new product development in high-technology startups. In: M. A. Hitt, R. Amit, C. Lucier, R. D. Nixon (Eds.), **Creating Value: Winners in the New Business Environment**, pp. 85-103, Oxford, UK: Blackwell. *(Book based on the 2000 SMS Conference Best Papers)*
- [4] Rothaermel, F.T., Deeds, D.L. 2001. More good things are not necessarily better: An empirical study of strategic alliances, experience effects, and innovative output in high-technology startups. **Academy of Management Best Paper Proceedings.**
- [3] Rothaermel, F.T. 2000. The virtual reconstruction of value chains: Complementary process innovation in the biopharmaceutical industry. In: R. Bresser, M. A. Hitt, D. Heuskel, R. D. Nixon, (Eds.), **Winning Strategies in a Deconstructing World**, pp. 107-133, New York, John Wiley & Sons. *(Book based on the 1999 SMS Conference Best Papers)*
- [2] Kotha, S., Rindova, V., Rothaermel, F.T. 2000. Identifying firm-specific factors in the internationalization of U.S. Internet firms. Proceedings of the **CIBER conference "eCommerce and Global Business Forum."**
- [1] Rothaermel, F.T. 1999. Creative destruction or creative cooperation? A tale of two industries. In: M. A. Hitt, P. G. Clifford, R. D. Nixon, K. Coyne (Eds.), **Dynamic Strategic Resources: Development, Diffusion and Integration**, pp. 245-266, New York, John Wiley & Sons. *(Book based on the 1998 SMS Conference Best Papers).*

RESEARCH TRANSLATIONS

- [1] Rothaermel, F.T., Hess, A.M. 2009. Finding an innovation strategy that works. **The Wall Street Journal**, August 17.

2. TEACHING

SCHOLARLY TEACHING IMPACT

- Since 4e, my Strategy text has been the #1 in North America and widely used overseas
- I have published **70 teaching cases** and teaching notes distributed by Harvard Business Publishing (HBP), with **34** achieving “**bestseller**” status as determined by HBP

TEACHING PUBLICATIONS

2.1 TEXTBOOKS

Rothaermel, F.T. (2026). *Strategic Management*. 7e, Burr Ridge, IL: McGraw-Hill. *In progress.*

Rothaermel, F.T. (2023). *Strategic Management*. 6e, Burr Ridge, IL: McGraw-Hill.

Rothaermel, F.T. (2020). *Strategic Management*. 5e, Burr Ridge, IL: McGraw-Hill.

Rothaermel, F.T. (2018). *Strategic Management*. 4e, Burr Ridge, IL: McGraw-Hill.

- *Product of the Year Award in Business and Economics, McGraw-Hill, 2019.*
- *Market leader in the United States.*

Rothaermel, F.T. (2016). *Strategic Management*. 3e, Burr Ridge, IL: McGraw-Hill.

Rothaermel, F.T. (2014). *Strategic Management*. 2e, Burr Ridge, IL: McGraw-Hill.

Rothaermel, F.T. (2012). *Strategic Management*. 1e, Burr Ridge, IL: McGraw-Hill.

- *1st Edition of Year Award in Business and Economics, McGraw-Hill, 2013.*

Foreign Language Translations

- Chinese (Mandarin)
- Greek
- Korean
- Spanish

2.2 HARVARD BUSINESS PUBLISHING CASE STUDIES (HBP) [here](#)

2023

[70] Tesla, Inc.

- *HBP Bestseller*

[69] Starbucks Corporation

- *HBP Bestseller*

[68] McDonald's Corporation

- *HBP Bestseller*

[67] Purdue Pharma and the Opioid Addiction Crisis

- *HBP Bestseller*

[66] Uber Technologies, Inc.

- *HBP Bestseller*

[65] Airbnb, Inc

- *HBP Bestseller*

[64] Best Buy Co., Inc.

- *HBP Bestseller*

[63] The Walt Disney Company

- *HBP Bestseller*

[62] Rivian Automotive, Inc.

- *HBP Bestseller*

[61] Apple Inc.

- *HBP Bestseller*

[60] Netflix, Inc.

- *HBP Bestseller*

2022

[59] Peloton Interactive, Inc.

2020

[58] Tesla, Inc.

- *HBP Bestseller*

[57] Airbnb, Inc.

- *HBP Bestseller*

2019

[56] Amazon.com, Inc.

- *HBP Bestseller*

[55] Apple Inc.

- *HBP Bestseller*

[54] McDonald's Corporation

- *HBP Bestseller*

[53] Nike, Inc.

- *HBP Bestseller*

[52] Facebook, Inc.

[51] Best Buy Co., Inc.

- *HBP Bestseller*

[49] The Vanguard Group

2017

[48] UPS in India - Time to Shift Gears?

- *HBP Bestseller*

[47] The Walt Disney Company

- *HBP Bestseller*

[46] Tesla, Inc.

- *HBP Bestseller*

[45] Facebook, Inc.

[44] Uber Technologies, Inc.

- *HBP Bestseller*

[43] McDonald's Corporation

- *HBP Bestseller*

[42] Alphabet's Google

- *HBP Bestseller*

[41] Best Buy Co., Inc.

[40] Amazon.com, Inc.

[39] Apple Inc.

- *HBP Bestseller*

[38] Delta Air Lines, Inc.

[37] Walmart

[36] Netflix, Inc.
• *HBP Bestseller*

[35] Starbucks Corporation
• *HBP Bestseller*

2016

[34] Best Buy Co., Inc.

[33] McDonald's Corporation

2015

[32] Tesla Motors, Inc.
• *HBP Bestseller*

[31] Amazon.com, Inc.
• *HBP Bestseller*

[30] Facebook, Inc.

[29] Apple Inc.

[28] Google Inc.

[27] Delta Air Lines, Inc.

[26] General Electric after GE Capital

[25] IBM at the Crossroads

[24] Better World Books and the Triple Bottom Line

[23] Merck & Co., Inc.

2014

[22] McDonald's (in 2013): How to Win (Again)?
• *HBP Bestseller*

[21] Best Buy's Turn-Around Strategy (2013)

[20] Make or Break at RIM (in 2013): Launching BlackBerry 10

[19] Facebook (in 2013): Will Wall Street Hit the "Like" Button?

[18] Amazon.com (in 2013): Will Amazon Kindle Another Fire?

[17] Apple (in 2013): How to Sustain a Competitive Advantage?

- *HBP Bestseller*

[16] Grok (in 2013): Action Intelligence for Fast Data

[15] Tesla Motors (in 2013): Will Sparks Fly in the Automobile Industry?

2012

[14] Merck (in 2009): Open for Innovation?

[13] healthymagination at GE (in 2011)

[12] InterfaceRAISE (in 2010): Raising the Bar in Sustainability Consulting

- *HBP Bestseller*

[11] Siemens Energy (in 2010): How to Engineer a Green Future?

[10] Genentech (in 2011): After the Acquisition by Roche

[9] Better World Books (in 2013): Social Entrepreneurship and the Triple Bottom Line

[8] Best Buy after Circuit City (in 2011): What's Next?

[7] IBM (in 2010) and the Emerging Cloud-Computing Industry

- *HBP Bestseller*

[6] Numenta (in 2010): The Age of Truly Intelligent Machines?

[5] Better World Books (in 2009): Social Entrepreneurship and the Triple Bottom Line.

[4] Apple (in 2011) after Steve Jobs.

[3] Bank of America (in 2010) and the New Financial Landscape

[2] Tesla Motors (in 2011) and the U.S. Auto Industry (Case B)

[1] Tesla Motors (in 2009) and the U.S. Auto Industry (Case A)

(CV continues on next page)

TEACHING AWARDS

I have won 14 MBA Outstanding Professor teaching awards and several university/institute-wide teaching awards.

- MBA Outstanding Professor (executive programs)
 - Global Executive MBA Program, Scheller College of Business, Georgia Tech, 2006, 2007, 2022, 2023
 - Executive MBA in Management of Technology Program, Scheller College of Business, Georgia Tech, 2007, 2012, 2022, 2023, 2024
 - Technology Management MBA Program, Foster Business School, University of Washington, 2002
- MBA Outstanding Core Professor (full-time program)
 - Scheller College of Business, Georgia Tech, 2005, 2006, 2007
 - Broad Graduate School of Management, Michigan State University, 2003
- Georgia Power Professor of Excellence, 2012 (GT Institute-wide scholarly award for research & teaching)
- Class of 1940 Course Survey Teaching Effectiveness Award (GT Institute-wide award), 2016
- CIOS Award: Student Recognition of Excellence in Teaching (GT Institute-wide award), 2022
- Poets & Quants “Favorite MBA Professors” 2016, 2021, 2022 (full-time MBA), 2022, 2023 (executive MBA)
- University of Washington Excellence in Teaching Award, 1998 (Presidential university-wide award)
- University of Washington Business School Teaching Award, 1998

DOCTORAL STUDENT TRAINING AND PLACEMENT

Dissertation Chair

- Li, Congshan 2019 (co-advisor, placement: Xiamen University, China)
- Grigoriou, Konstantinos 2012 (placement: Florida International University)
- Hess, Andrew 2008 (placement: University of Virginia)

Dissertation Committee Member

- Roche, Maria 2020 (placement: Harvard Business School)
- Bei, Xiaoshu 2019 (Duke University, placement: University of Colorado, Boulder)
- Cozzolino, Alessio 2015 (Bocconi University, placement: University College, Dublin)
- Agung, Shanti 2011 (placement: Drexel University)
- Fuller, Anne 2009 (placement: California State University, Sacramento)
- Ransbotham, Samuel 2008 (placement: Boston College)

RESEARCH GRANTS

Total Grant Amount Generated: \$658,879

2006-11	CAREER Award, <i>National Science Foundation</i> (\$445,000; PI)
2009-11	Liquidity events in entrepreneurial ventures. <i>Kauffman Foundation</i> (\$15,000; co-PI)
2010	CIBER Research Grant (\$1,400; PI)
2009	Rich Foundation Grant (\$7,100; PI)
2009	CIBER Research Grant (\$6,000; PI)
2006-08	Industry Studies Fellowship. <i>Alfred P. Sloan Foundation</i> (\$45,000; PI)
2008	CIBER Research Grant (\$5,000; PI)
2007	The valuation of new ventures. <i>Kauffman Foundation</i> (\$10,000, co-PI)
2007	CIBER Research Grant (\$2,500; PI)
2005-06	From invention to innovation. <i>Kauffman Foundation</i> (\$109,934; co-PI)
2005	CIBER Research Grant (\$6,000; PI)
2004	CIBER Research Grant (\$3,000; PI)
2003	CIBER Research Grant (\$2,945; PI)

STATUS

- U.S. citizen
- EU citizen (Germany)