

## PROF. DR. STEPHAN NÜESCH

University of Fribourg  
International institute of management in technology  
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Date of Birth: March 18, 1980  
Family Situation: married, two daughters (July 12, 2011; February 7, 2013)  
Citizenship: Swiss

### EDUCATION

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07/2013	<b>Venia legendi</b> , University of Zurich
12/2004 – 04/2007	<b>PhD</b> University of Zurich, Dr. oec. publ., <i>summa cum laude</i>
10/2000 – 10/2004	<b>Master</b> University of Zurich, lic. oec. publ., <i>summa cum laude</i>

### ACADEMIC POSITIONS

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Since 08/2023	<b>Full-Professor</b> of Technology and Innovation Management at the University of Fribourg
Since 02/2023	<b>Director of the international institute of management in technology (iimt)</b> at the University of Fribourg
Since 09/2021	<b>Scientific Director</b> and Founder of the MBA in Sportsmanagement, WWU Weiterbildung gemeinnützige GmbH
Since 09/2015	<b>Scientific Director</b> and Founder of the MBA in Medical Management, WWU Weiterbildung gemeinnützige GmbH
03/2014 – 07/2023	<b>Full-Professor and Head of the Business Management Group</b> , University of Muenster
10/2019 – 10/2022	<b>Director</b> of the Master in Business Administration, University of Muenster
03/2018 – 09/2022	<b>Director</b> of the Master für Hochschul- und Wissenschaftsmanagement, WWU Weiterbildung gemeinnützige GmbH
04/2007 – 02/2014	<b>Post-Doctoral Research Associate</b> Strategic Management and Business Policy, University of Zurich
12/2004 – 03/2007	<b>Research Associate</b> Strategic Management and Business Policy, University of Zurich

## NON-ACADEMIC POSITIONS

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Since 04/2007	<b>Consulting</b> (e.g., Reso Partners, FIFA, Hochschule Heilbronn)
Since 08/2019	<b>Member of the Board of Directors</b> , Innotix AG
02/2021 – 07/2023	<b>Member of the Advisory Board</b> , Pivoty
07/2003 – 10/2003	<b>Internship</b> : Helbling Management Consulting, Dietikon
02/2001 – 03/2001	<b>Internship</b> : Exxon Mobile, Zürich

## AWARDS AND GRANTS

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06/2022	Offer for a position as Full Professor of Technology and Innovation Management, University of Fribourg (offer accepted)
05/2022	Grant, Start-up Transfer.NRW, Pivoty, project owner, 239.841 EUR
07/2021	Grant, EXIST, Kundenzentrierte Innovationsentwicklung und Design Thinking, project owner, 141.000 EUR
03/2021	Top 10% of Business scholars according to research output between 2016 and 2022 ( <a href="http://www.forschungsmonitoring.org">www.forschungsmonitoring.org</a> )
12/2020	„Best Paper Award“, ICIS conference 2020.
10/2020	Nomination for „Best Research Methods Paper Prize“, Strategic Management Society 40th Annual Meeting.
06/2020	„Best Paper Award“, EURAM 2020, Organizational Behavior (OB)
12/2018	Nomination for „Best Conference Paper Award“, 5th World Open Innovation Conference.
Since 07/2017	Top 10 % of authors on SSRN by all-time downloads
09/2015	PERSONALquarterly Best Paper Award 2015
07/2013	Offer for a position as Full Professor of Business Management, University of Münster (offer accepted)
04/2012	Grant, Helene Bieber-Fonds, 5000 CHF
08/2006	2 <sup>nd</sup> Lindau Meeting of the Nobel Prize Winners in Economics Invited as „Young Researcher“
01/2000 – 12/2005	Scholarship of the Swiss Study Foundation (Schweizerische Studienstiftung)
01/2000	Best higher education entrance qualification of the age group

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## PUBLICATIONS

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### Peer-Reviewed Articles

- 1) Value-Based Health Care for Prostate Cancer Centers by Implementing Specific Key Performance Indicators Using a Balanced Score Card (with J.P. Radtke, P. Albers, B.A. Hadaschik, M. Graefen, C.P. Meyer, and B. Behr). *Healthcare*, Vol. 12 (2024), 991.
- 2) Unwanted Recommendation. The Dark Side of Recommendations for Performance Rating Distribution on Employees' Emotions, Attitudes, and Behaviors (with L. Loberg and A.M. Allendorf). *Zeitschrift für Arbeits- und Organisationspsychologie*, Vol. 68 (2024), 36-48.
- 3) Toolkits for Innovation: How Digital Technologies Empower Users in New Product Development (with T. Schäper and J.N. Foege), *R&D Management*, Vol. 54 (2024), 95-117.
- 4) From Feelings to Funding: The Moderating Role of Category Membership in Crowdfunding Participation (with D. Lohmar and T. Schäper), *Proceedings of the International Conference on Information Systems*, ICIS 2023.
- 5) The S-shaped Relationship Between Open Innovation and Financial Performance: A Longitudinal Perspective Using a Novel Text-based Measure (with T. Schäper, C. Jung, J. N. Foege, M. L.A.M. Bogers, S. Fainshmidt), *Research Policy*, Vol. 52 (2023), 104764.
- 6) System Design Choice in the Sharing Economy: How Different Institutional Logics Drive Consumer Perception and Consumers' Intention to Use Sharing Systems (with V. Clemens, C.A. Sabel, J. N. Foege), *Schmalenbach Journal of Business Research*, Vol. 74 (2022), 201-234.
- 7) Organizational Attractiveness after Identity Threats of Crises: How Potential Employees Anticipate Social Identity (with G. Onken-Menke, G.D. Lauritzen and N. Foege), *European Journal of Work and Organizational Psychology*, Vol. 31 (2022), 622-640.
- 8) Toward a Shared Leadership Environment: Insights into Retail Salespeople's Work Environment (with A.M. van der Berg, J.N. Foege), *Journal of Personal Selling & Sales Management*, Vol. 42 (2022), 121-138.
- 9) Algorithm-driven Search: An Attention-based View on Artificial Intelligence for Organizational Exploitation and Exploration (with A. Eicke and C. Sabel), *Proceedings of the International Conference on Information Systems*, ICIS 2022.
- 10) CEO-CIO Shared Understanding of the Role of Technology: Outcomes for Technological Innovation Value (with D. Lohmar), *Proceedings of the International Conference on Information Systems*, ICIS 2022.
- 11) Incentivizing Creativity in Virtual Groups (with P. Brkovic and C. Sabel), *Proceedings of the International Conference on Information Systems*, ICIS 2022.
- 12) When and Why Technology Leadership Enters the C-Suite: An Antecedents Perspective on CIO Presence (with D. Bendig, R. Wagner, C. Jung), *Journal of Strategic Information Systems*, Vol 31 (2022), 101705.

- 13) Simply Clever – The Impact of Cognitive Simplicity on Organizational Digital Strategy Orientation (with D. Lohmar and C. Jung), *Proceedings of the International Conference on Information Systems*, ICIS 2021.
- 14) Forced Distribution Rating Systems and Team Collaboration (with L. Loberg and N. Foege), *Journal of Economic Behavior and Organization*, Vol. 188 (2021), 18-35.
- 15) Flexible Work Practices and Organizational Attractiveness in Germany: The Mediating Role of Anticipated Organizational Support (with C. Kröll and N. Foege), *International Journal of Human Resource Management*, Vol. 32 (2021), 543-572.
- 16) Determinants of Idea Sharing in Crowdsourcing: Evidence from the Automotive Industry (with T. Schäper, N. Foege and S. Schäfer), *R&D Management*, Vol. 51 (2021), 101-113.
- 17) Privacy Awareness under Scrutiny: Field Experimental Evidence on Health Data Protection in Underserved Communities (with M. Gabel and N. Foege), *Proceedings of the International Conference on Information Systems*, ICIS 2020.
- 18) Measuring Open Innovation through Textual Analysis: An Assessment of Nonlinear Performance Implications (with T. Schäper, N. Foege, C. Jung), *Proceedings of the International Conference on Information Systems*, ICIS 2020.
- 19) The Sharing Economy Landscape: Structuring Research from Airbnb to Zipcar (with V. Clemens and R. Wilden), *Academy of Management Best Paper Proceedings*, Academy of Management Meetings (2020), Vancouver, Canada.
- 20) Cash for contingencies: How the organizational task environment shapes the cash-performance relationship (with C. Jung and J.N. Foege), *Long Range Planning*, 53 (2020), 101885.
- 21) The (In)effectiveness of incentives: A field experiment on the adoption of personal electronic health records (M. Gabel and J.N. Foege), *Proceedings of the International Conference on Information Systems*, ICIS 2019.
- 22) The Effects of Flexible Work Practices on Employee Attitudes: Evidence from a Large-Scale Panel Study in Germany (with C. Kröll), *International Journal of Human Resource Management*, Vol. 30 (2019), 1505-1525.
- 23) Diversification and Organizational Environment: The Effect of Resource Scarcity and Complexity on the Valuation of Multi-Segment Firms (with M. Sturm), *Journal of Business Economics*, Vol. 89 (2019), 251–272.
- 24) Strong Shareholder Rights, Internal Capital Allocation Efficiency, and the Moderating Role of Market Competition and External Financing Needs (with M. Sturm), *Review of Managerial Science*, Vol. 13 (2019), 93-111.
- 25) The More Other Care, the More You Share? Social Contagion as a Stardom Trigger of Social Media Superstars (with C. Jung), *Applied Economics*, Vol. 51 (2019), 881-888.
- 26) Are you Attracted? Do you Remain? Meta-Analytic Evidence on Flexible Work Practices (with G. Onken-Menke and C. Kröll), *Business Research*, Vol. 11 (2018), 239-277.

- 27) Not only a matter of dynamic managerial capabilities (with C. Jung and J.N. Foege), *Academy of Management Best Paper Proceedings*, Strategic Management Division, Academy of Management Meeting (2018), Chicago, IL, USA.
- 28) Adjustments in the Housing Market After an Environmental Shock: Evidence from a Large-Scale Change in Aircraft Noise Exposure (with C. Almer and S. Boes), *Oxford Economic Papers*, Vol. 69 (2017), 918-938.
- 29) Meta-Analytic Evidence of the Effectiveness of Stress Management at Work (with C. Kröll and P. Doeblner), *European Journal of Work and Organizational Psychology*, Vol. 26 (2017), 677-693.
- 30) Does Sports Activity Improve Health? Representative Evidence Using Local Density of Sports Facilities as an Instrument (with M. Brechot and E. Franck), *Applied Economics*, Vol. 49 (2017), 4871-4884.
- 31) The Liquidity Advantage of Quote-Driven Markets: Evidence from the Betting Industry (with R. Flepp and E. Franck), *The Quarterly Review of Economics and Finance*, Vol. 64 (2017), 306-317.
- 32) Trust in third parties. (with G. Eisenkopf), *Journal of Economic Behavior & Organization*, Vol. 137 (2017), 410-427.
- 33) Third Parties and Specific Investments (with G. Eisenkopf), *Schmalenbach Business Review*, Vol. 17 (2016), 151-175.
- 34) Dual-Class Shares, External Financing Needs, and Firm Performance, *Journal of Management and Governance*, Vol. 20 (2016), 525-551.
- 35) Death-Related Publicity as Informational Advertising: Evidence from the Music Industry (with L. Brandes and E. Franck), *Marketing Letters*, Vol. 27 (2016), 143-157.
- 36) Does Bettor Sentiment Affect Bookmaker Pricing? (with R. Flepp and E. Franck), *Journal of Sports Economics*, Vol. 17 (2016), 3-11.
- 37) Hedonic Valuation of the Perceived Risks of Nuclear Power Plants (with S. Boes and K. Wüthrich), *Economics Letters*, Vol. 133 (2015), 109-111.
- 38) How Performance Expectations Affect Managerial Replacement Decisions (with J. Pieper and E. Franck), *Schmalenbach Business Review (sbr)*, Vol. 66 (2014), 5-23.
- 39) Aircraft Noise, Health, and Residential Sorting: Evidence from Two Quasi-Experiments (with S. Boes and S. Stillman), *Health Economics*, Vol. 22 (2013), 1037-1051.
- 40) Inter-market Arbitrage in Betting (with E. Franck and E. Verbeek), *Economica*, Vol. 80 (2013), 300-325.
- 41) Are Multinational Teams More Successful (with H. Haas), *International Journal of Human Resource Management*, Vol. 23 (2012), 3105-3113.
- 42) Empirical Evidence on the “Never Change a Winning Team” Heuristic (with H. Haas), *Journal of Economics and Statistics*, Vol. 232 (2012), 247-257.
- 43) Talent and/or Popularity – What does it Take to Be a Superstar? (with E. Franck), *Economic Inquiry*, Vol. 50 (2012), 202-216.

- 44) Sentimental Preferences and the Organizational Regime of Betting Markets (with E. Franck and E. Verbeek), *Southern Economic Journal*, Vol. 78 (2011), 502-518.
- 45) Specific Human Capital as a Source of Superior Team Performance (with E. Franck and J. Pieper), *Schmalenbach Business Review (sbr)*, Vol. 63 (2011), 393-415.
- 46) The Effect of Wage Dispersion on Team Outcome and the Way Team Outcome is Produced (with E. Franck), *Applied Economics*, Vol. 43 (2011), 3037-3049.
- 47) Quasi-Experimental Evidence on the Effect of Aircraft Noise on Apartment Rents (with S. Boes), *Journal of Urban Economics*, Vol. 69 (2011), 196-204.
- 48) Prediction Accuracy of Different Market Structures – Bookmakers versus a Betting Exchange (with E. Franck and E. Verbeek), *International Journal of Forecasting*, Vol. 26 (2010), 448-459.
- 49) The Effect of Talent Disparity on Team Productivity in Soccer (with E. Franck), *Journal of Economic Psychology*, Vol. 31 (2010), 218-229.
- 50) A Note on the Endogeneity of the Pay-Performance Relationship in Professional Soccer, *Economics Bulletin*, Vol. 29 (2009), 1852-1857.
- 51) Are Demographic Diversity Effects Spurious? *Economic Analysis and Policy*, Vol. 39 (2009), 379-388.
- 52) The Role of Patriotism in Explaining the TV Audience of National Team Games – Evidence from Four International Tournaments (with E. Franck), *Journal of Media Economics*, Vol. 22 (2009), 6-19.
- 53) Mechanisms of Superstar Formation in German Soccer – Empirical Evidence (with E. Franck), *European Sport Management Quarterly*, Vol. 8 (2008), 145-164.
- 54) Local Heroes and Superstars – An Empirical Analysis of Star Attraction in German Soccer (with L. Brandes and E. Franck), *Journal of Sports Economics*, Vol. 9 (2008), 266-286.
- 55) Avoiding “Star Wars” – Celebrity Creation as Media Strategy (with E. Franck), *Kyklos*, Vol. 60, (2007), 211-230.
- 56) Are Voluntary Salary Caps Self-Enforcing (with H. M. Dietl and E. Franck), *European Sport Management Quarterly*, Vol. 6 (2006), 23-34.

## Books

- 57) The Economics of Superstars and Celebrities, Deutscher Universitäts-Verlag (DUV), Wiesbaden 2007.

**Other Articles**

- 58) Im Musikgeschäft ist der Tod nicht das Ende (mit L. Brandes und E. Franck), UZH Business Insight vom Mai 2012.
- 59) Lokalmatadore und Superstars - Eine empirische Analyse des Stareffekts in der deutschen Bundesliga (mit L. Brandes und E. Franck), in: H.-D. Horch, C. Breuer, G. Hovemann, S. Kaiser and V. Roemisch (Eds.), *Qualitätsmanagement im Sport*, Edition Sportökonomie/Sportmanagement, Köln, 2007, pp. 25-34.
- 60) Alles nur Patrioten – Eine empirische Analyse der Fernsehnachfrage während der WM 2006 (mit E. Franck), in: H. Dietl, E. Franck und H. Kempf (Eds.), *Fußball – Ökonomie einer Leidenschaft*, Hofmann, 2009, pp. 83-101.