



Strategic Management Review

Publishing Ideas that Matter for Strategic Management Research

Special Conference on

The Expanding Role of Coopetition in Strategic Management

Friday, June 21st 2019

University of Rome LUMSA, Palermo Campus
Via Filippo Parlatore, 65, 90145 Palermo – Aula Magna

Final Program

Friday, June 21st 2019

9.00 – Welcome Table

9.30-10.00 – Conference Opening and Addresses

Prof. Gabriele Carapezza, Head Department of Law, LUMSA Palermo

Prof. Sergio Paternostro, Academic Director Undergraduate Program in Economics and Business, LUMSA Palermo

Prof. Jeffrey Reuer, Founding Editor *Strategic Management Review*

Prof. Giovanni Battista Dagnino, Guest Editor Special Issue *Strategic Management Review*

Prof. Paavo Ritala, Guest Editor Special Issue *Strategic Management Review*

10.00-11.30 – Session #1: Coopetition Definition, Status, and Value Chain Configuration

11.30-12.00 – *Refreshment Break*

12.00-13.30 – Session #2: Dilemma, Paradoxes, and Antecedents in Coopetition and Alliances

13.30-14.30 – *Business Lunch*

14.30-15.00 – Meet the SMR Editors: The Foundations of a New Strategy Journal

15.00-16.00 – Panel: Coopetition, Firms, and Regulation: New Digital Challenges

16.00-16.15 – *Refreshment Break*

16.15-17.15 – Session #3: Value Creation and Value Capture in Coopetition

17.15-17.30 – *Wrap Up and Concluding Remarks*

17.30 – *End of Conference*

20.30-22.30 – Conference Dinner at Bar della Villa Zito, Via della Libertà, 50, 90143, Palermo

<http://www.barristorante.palermo.it/>





Look very much forward to seeing you in Palermo soon!

The Organizers
of the SMR Special Issue Conference

Giovanni Battista Dagnino
Paavo Ritala

The Editors of Strategic Management Review

Prof. Michael Leiblein
Prof. Jeffrey Reuer



DETAILED PROGRAM

10.00-11.30 – Session #1

Coopetition Definition, Status, and Value Chain Configuration

- **Chair: Giovanni Battista Dagnino**, *University of Rome LUMSA*
- “What Coopetition is and What is Not? Defining the Boundaries of Coopetition”
Paul Chiambaretto, *Montpellier Business School/Ecole Polytechnique*, **Anne-Sophie Fernandez**, *University of Montpellier*, and **Frédéric le Roy**, *University of Montpellier*
Paper #1
- “Value Chain Configuration and Coopetition”
Navid Asgari, *Fordham University*, and **Will Mitchell**, *University of Toronto*
Paper #2
- “Coopetition as Wild Tiger in the Cage: A Literature Review and a Platform for Future Research,” **Anna Mina**, *Kore University of Enna*, and **Giovanni Battista Dagnino**, *University of Rome LUMSA*
Paper #3
- **Facilitated Discussion: Daniela Baglieri**, *University of Messina*, **Tobias Kretchmer**, *LMU Munich*, and **Ivana Lo Nigro**, *University of Palermo*

12.00-13.30 – Session #2

Dilemma, Paradoxes, and Antecedents in Coopetition and Alliances

- **Chair: Jeffrey Reuer**, *University of Colorado*
- “The Paradox Perspective and the Interplay of Cooperation and Competition”
Maria Bengtsson, and **Tatbeeq Raza-Ullah**, *University of Umea*
Paper #1
- “Managing the Cooperation-Competition Dilemma during the Fuzzy Front-End of Open Innovation Trajectories: The Case of FrieslandCampina”
Willem Posthouwer, *Alderman for Sustainability, Economy, Traffic, Culture and Recreation at Zaltbomme*, and **Dries Faems**, *WHU Otto Beisheim School of Management*
Paper #2
- “The Antecedents and Consequences of Multi-firm, Technology Coordination Alliances”
Ram Ranganathan, *University of Texas at Austin*, and **John Chen**, *University of Florida*
Paper #3
- **Facilitated Discussion: Daniela Baglieri**, *University of Messina*, **Tobias Kretchmer**, *LMU Munich*, and **Ivana Lo Nigro**, *University of Palermo*

14.30-15.00 – Meet the SMR Editors: The Foundations of a New Strategy Journal

Prof. Jeffrey Reuer, *Founding Editor Strategic Management Review*

15.00-16.00 – Conference Panel

Coopetition, Firms, and Regulation: New Digital Challenges

Moderator

Antonio Nicita, *Commissioner AGCOM – Authority for Communications Guarantees, the regulator and competition authority for the communication industries in Italy, and LUMSA*

Panelists

Francesco Castelli, *Head of National Regulatory Strategies, TIM Group*

Stefano Gori, *Head of Relations with European and International Authorities and Organizations, Poste Italiane, and Visiting Scholar Rutgers University*

Tiziana Talevi, *Director Regulatory Affairs, Fastweb*

Ilaria De Dominicis, *Chief Strategy Officer, Trenitalia (TBC)*

16.15-17.15 – Session #3

Value Creation and Value Capture in Coopetition

- **Chair: Paavo Ritala**, *Lappeenranta University of Technology*
- “Subsidizing Enabling Technologies: The Joint Effort of Public Funding Agencies and Private Firms to Create and Capture Value in R&D Relationships”
Jason Rathje, *United States Air Force*, and **Riitta Katila**, *Stanford University (on Skype)*
Paper #1
- “Virtuous and Vicious Cycles of Value Creation in Coopetition”
Devi Gnyawali, *Virginia Tech*, and **Tadhg Ryan-Charleton**, *University of Otago*
Paper #2
- **Facilitated Discussion: Daniela Baglieri**, *University of Messina*, **Tobias Kretchmer**, *LMU Munich*, and **Ivana Lo Nigro**, *University of Palermo*

17.15-17.30 – Wrap Up and Concluding Remarks

NOTE: In bold are reported the names of the papers’ authors, session chairs, and discussants



GUIDELINES FOR PRESENTERS, DISCUSSANTS, AND CHAIRS

In order to make the Conference sessions as stimulating and effective as possible with the shared aim to developing the papers for publication in the special issue of *Strategic Management Review*, paper presenters, discussants, and chairs are invited to observe the following guidelines.

Sessions 1 and 2 are scheduled to last 1 hour and 30 minutes, session 3 is scheduled to last 1 hour.

Sessions 1 and 2 will have three papers, while session 3 will feature two papers.

FOR DISCUSSANTS

In order to encourage communication and foster the most intense dialogue among all the presenters, in each session we have tried to schedule a mix of papers that are talking with each other. Since all the session **discussants** have been provided with the papers that are going to be presented in the sessions well in advance, they are warmly encouraged to have a close look to them and develop (also in writing) **three or four key relevant comments** on them. This would serve as the groundwork to develop their short critical essays for the special issue.

FOR ALL ATTENDEES

Since this conference is intended to lay the groundwork to develop a special issue of SMR, and since all presenters and papers' authors, panelists and conference attendees have been provided with the papers that are going to be presented in the sessions in advance, they are **all** expected to take a look at them and intervene during the sessions by speaking up their comments.

Sessions will start sharply at the time previously announced in the program.

FOR CHAIRS

It is the Chair's responsibility to make sure that the presenters are in the room in time and that session set-off schedule is respected.

Each paper has been allocated a slot of 30 minutes in each session. Paper presenters will have up to 15-16 minutes to present their papers, with rest of time allowed for discussants' comments and general audience discussion.

ELECTRONIC PRESENTATIONS

A beamer and an overhead projector are provided as standard equipment of each room. For those making electronic presentations, for organizational reasons they must be provided to the organizers in advance (**send your presentation to g.dagnino@lumsa.it by no later than June 14th 2019**). Microsoft PowerPoint will be the standard software used. If your presentation does not match with the lines above, please get in touch with the organizers at your earliest convenience to talk about how to accommodate your special request.

Conference Headquarters

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