

Kathleen M. Eisenhardt*

2012 Award Winner

Career

Born 1947

BSc, Brown University (1969)

PhD, Stanford University (1982)

Assistant Professor, Stanford University (1981–1990)

Associate Professor, Stanford University (1990–1995)

Professor, Stanford University (1995–)

Kermit F. Hanson Visiting Professor, University of Washington (2003)

Visiting Professor, INSEAD (2007–)

Stanford W. Ascherman, M.D. Professor, Stanford University (2003–)

Major Scientific Contributions in the Fields of the Award

Books

Brown, Shona L. and Kathleen M. Eisenhardt (1998), *Competing on the Edge: Strategy as Structured Chaos*. Boston: Harvard Business School Press.

Journal Articles

Eisenhardt, Kathleen M. (1985), “Control: Organizational and Economic Approaches.” *Management Science* 31(2), 134–149.

Bourgeois, L. Jay, III and Kathleen M. Eisenhardt (1988), “Strategic Decision Processes in High Velocity Environments: Four Cases in the Microcomputer Industry.” *Management Science* 34(7), 816–835.

* This biography covers Kathleen Eisenhardt’s work until January 2012.

- Eisenhardt, Kathleen M. (1989), "Agency Theory: Assessment and Review." *Academy of Management Review* 14(1), 57–74.
- _____ (1989), "Building Theories from Case Study Research." *Academy of Management Review* 14(4), 532–550.
- _____ (1989), "Making Fast Strategic Decisions in High Velocity Environments." *Academy of Management Journal* 32(3), 543–576.
- Eisenhardt, Kathleen M. and Claudia B. Schoonhoven (1990), "Organizational Growth: Linking Founding Team, Strategy, Environment and Growth Among U.S. Semiconductor Ventures." *Administrative Science Quarterly* 35(3), 504–529.
- Brown, Shona L. and Kathleen M. Eisenhardt (1995), "Product Development: Past Research, Present Findings, and Future Directions." *Academy of Management Review* 20(2), 343–378.
- Eisenhardt, Kathleen M. and Behnam N. Tabrizi (1995), "Accelerating Adaptive Processes: Product Innovation in the Global Computer Industry." *Administrative Science Quarterly* 40(1), 84–110.
- Eisenhardt, Kathleen M. and Claudia B. Schoonhoven (1996), "Resource-based View of Strategic Alliance Formation: Strategic and Social Explanations in Entrepreneurial Firms." *Organization Science* 7(2), 136–150.
- Brown, Shona L. and Kathleen M. Eisenhardt (1997), "The Art of Continuous Change: Tying Complexity Theory and Time-Paced Evolution to Relentlessly Shifting Organizations." *Administrative Science Quarterly* 42(1), 1–37.
- Eisenhardt, Kathleen M. and Jeffrey A. Martin (2000), "Dynamic Capabilities: What are They." *Strategic Management Journal* 21(10–11), 1105–1121.
- Eisenhardt, Kathleen M. and Donald N. Sull (2001), "Strategy as Simple Rules." *Harvard Business Review* 79(1), 107–116.
- Galunic, D. Charles and Kathleen M. Eisenhardt (2001), "Architectural Innovation and Modular Corporate Form." *Academy of Management Journal* 44(6), 1229–1249.
- Eisenhardt, Kathleen M. and Melissa E. Graebner (2007), "Theory Building from Cases: Opportunities and Challenges." *Academy of Management Journal* 50(1), 25–32.
- Rosenberger, Jeff D., Riitta Katila and Kathleen M. Eisenhardt (2008), "Swimming with Sharks: Technology Ventures and Corporate Relationships." *Administrative Science Quarterly* 53(2), 295–332.
- Ozcan, C. Pinar and Kathleen M. Eisenhardt (2009), "Origin of Alliance Portfolios: Entrepreneurs, Network Strategies, and Firm Performance." *Academy of Management Journal* 52(2), 246–279.

- Santos, Filipe M. and Kathleen M. Eisenhardt (2009), “Constructing Markets and Shaping Boundaries: Entrepreneurial Power in Nascent Fields.” *Academy of Management Journal* 52(4), 643–671.
- Davis, Jason P., Kathleen M. Eisenhardt and Christopher B. Bingham (2009), “Optimal Structure, Market Dynamism, and the Strategy of Simple Rules.” *Administrative Science Quarterly* 54(3), 413–452.
- Martin, Jeffrey A. and Kathleen M. Eisenhardt (2010), “Rewiring: Creating Cross-Business Unit Collaborations in Multi-Business Organizations.” *Academy of Management Journal* 53(2), 265–301.
- Bingham, Christopher B. and Kathleen M. Eisenhardt (2011), “Rational Heuristics: The ‘Simple Rules’ that Strategists Learn from Process Experiences.” *Strategic Management Journal* 32(13), 1437–1464.
- Davis, Jason P. and Kathleen M. Eisenhardt (2011), “Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships.” *Administrative Science Quarterly* 56(2), 159–201.
- Hallen, Benjamin L. and Kathleen M. Eisenhardt (2012), “Catalyzing Strategies and Efficient Tie Formation: How Entrepreneurial Firms Obtain Investment Ties.” *Academy of Management Journal* 55(1), *forthcoming*.

Book Chapters

- Schoonhoven, Claudia B. and Kathleen M. Eisenhardt (1993), “Entrepreneurial Environments: Incubator Region Effects on the Birth of New Technology-Based Firms.” In Luis R. Gomez-Mejia and Michael W. Lawless, eds., *High Technology Venturing*, Vol. VIII. Greenwich, CT: JAI Press, 149–175.
- Eisenhardt, Kathleen M. and Claudia B. Schoonhoven (1994), “Triggering Strategic Alliances in Entrepreneurial Firms: The Case of Technology-Sharing Alliances.” In William D. Bygrave, ed., *Frontiers of Entrepreneurship Research*. Wellesley, MA: Babson College, 416–429
- Eisenhardt, Kathleen M. and Filipe M. Santos (2001), “Knowledge-based View of the Firm: A New Theory of Strategy?” In Andrew Pettigrew, Howard Thomas and Richard Whittington, eds., *Handbook of Strategy and Management*. London: Sage, 139–164.
- Martin, Jeffrey A. and Kathleen M. Eisenhardt (2004), “Coping with Decline in Dynamic Markets: Corporate Entrepreneurship and the Recombinative Organizational Form.” In Joel A.C. Baum and Anita M. McGahan, eds., *Advances in Strategic Management – Business Strategy over the Industry Lifecycle*, Vol. 21. Amsterdam: Elsevier, 356–382.