

## **November 4: Introduction, Overview:**

**Session 1: General issues about sports data, my research & ongoing work**

**Session 2: Student research areas/interests**

## **November 5: Status, reputation, networks**

### **Session 3: Status, reputation, networks**

Bothner, M. S., Kim, Y. K., & Smith, E. B. 2012. How does status affect performance? Status as an asset vs. status as a liability in the PGA and NASCAR. *Organization Science*, 23(2), 416-433.

Castellucci, F., & Ertug, G. 2010. What's in it for them? Advantages of higher-status partners in exchange relationships. *Academy of Management Journal*, 53(1), 149-166.

Ertug, G., & Castellucci, F. 2013. Getting what you need: How reputation and status affect team performance, hiring, and salaries in the NBA. *Academy of Management Journal*, 56(2), 407-431.

Fonti, F., & Maoret, M. 2016. The direct and indirect effects of core and peripheral social capital on organizational performance. *Strategic Management Journal*, 37(8), 1765-1786.

## **November 6: Rivalry, competition, performance**

**Session 4: Lunch seminar**

### **Session 5: Rivalry**

Kilduff, G. J., Galinsky, A. D., Gallo, E., & Reade, J. J. 2016. Whatever it takes to win: Rivalry increases unethical behavior. *Academy of Management Journal*, 59(5), 1508-1534.

To, C., Kilduff, G. J., Ordoñez, L., & Schweitzer, M. E. 2018. Going for it on fourth down: Rivalry increases risk taking, physiological arousal, and promotion focus. *Academy of Management Journal*, 61(4), 1281-1306.

Sgourev, S. V., & Operti, E. 2019 From Montagues To Capulets? Analyzing the Systemic Nature of Rivalry in Career Mobility. *Academy of Management Journal*, 62(5): 1333-1357.

### **Session 6: Competition, performance**

Bothner, M. S., Kang, J.-h., & Stuart, T. E. 2007. Competitive crowding and risk taking in a tournament: Evidence from NASCAR racing. *Administrative Science Quarterly*, 52(2): 208-247.

Grohsjean, T., Kober, P., & Zucchini, L. 2016. Coming back to Edmonton: Competing with former employers and colleagues. *Academy of Management Journal*, 59(2), 394-413.

Ross, J. M., & Sharapov, D. 2015. When leaders follow: avoiding dethronement through imitation. *Academy of Management Journal*, 58(3): 658-679.

### **November 7: Behavioral Theory of the Firm, learning, R&D**

#### **Session 7: Behavioral theory of the firm, behavioral approaches**

Moliterno, T. P., Beck, N., Beckman, C. M., & Meyer, M. 2014. Knowing your place: social performance feedback in good times and bad times. *Organization Science*, 25(6): 1684-1702.

Dai, H., Dietvorst, B. J., Tuckfield, B., Milkman, K. L., & Schweitzer, M. E. 2018. Quitting When the Going Gets Tough: A Downside of High Performance Expectations. *Academy of Management Journal*, 61(5), 1667-1691.

Lehman, D. W., & Hahn, J. 2013. Momentum and organizational risk taking: Evidence from the National Football League. *Management Science*, 59(4), 852-868.

#### **Session 8: Learning, R&D**

Marino, A., Aversa, P., Mesquita, L., & Anand, J. 2015. Driving performance via exploration in changing environments: Evidence from formula one racing. *Organization Science*, 26(4), 1079-1100.

Aversa, P., & Guillotin, O. 2018. Firm technological responses to regulatory changes: A longitudinal study in the Le Mans Prototype racing. *Research Policy*, 47(9), 1655-1673.

Hoisl, K., Gruber, M., & Conti, A. 2017. R&D team diversity and performance in hypercompetitive environments. *Strategic Management Journal*, 38(7), 1455-1477.

### **November 8: Current work, your research ideas, future directions**

#### **Session 9: My current, ongoing work, future ideas/directions**

Zhang, L. 2017. A Fair Game? Racial bias and repeated interaction between NBA coaches and players. *Administrative Science Quarterly*, 62(4), 603-625.

Zhang, L. 2019. Who Loses When a Team Wins? Better Performance Increases Racial Bias. *Organization Science*, 30(1), 40-50.

Ertug, G., & Maoret, M. 2019 Do coaches in the National Basketball Association actually display racial bias? A replication and extension. *Academy of Management Discoveries*

Brief mention of my ongoing work using sports data, and some topics/ideas/settings that interest me.

#### **Session 10: Your research ideas presentations (might take up some of session 9 as well depending on the number of students)**

### **Some other pieces for further reading/exploration:**

- Wolfe, R. A., Weick, K. E., Usher, J. M., Terborg, J. R., Poppo, L., Murrell, A. J., [...] & Jourdan, J. S. 2005. Sport and organizational studies: Exploring synergy. *Journal of Management Inquiry*, 14(2), 182-210.
- Day, D. V., Gordon, S., & Fink, C. 2012. The sporting life: Exploring organizations through the lens of sport. *Academy of Management Annals*, 6(1), 397-433.
- Piezunka, H., Lee, W., Haynes, R., & Bothner, M. S. 2018. Escalation of competition into conflict in competitive networks of Formula One drivers. *Proceedings of the National Academy of Sciences*, 201717303.
- Waguespack, D. M., & Salomon, R. 2015. Quality, subjectivity, and sustained superior performance at the Olympic Games. *Management Science*, 62(1), 286-300.
- Christie, A. M., & Barling, J. 2010. Beyond status: relating status inequality to performance and health in teams. *Journal of Applied Psychology*, 95(5), 920.
- Hill, A. D., Aime, F., & Ridge, J. W. 2017. The performance implications of resource and pay dispersion: the case of Major League Baseball. *Strategic Management Journal*, 38(9), 1935-1947.
- Kilduff, M., Crossland, C., Tsai, W., & Bowers, M. T. 2016. Magnification and correction of the acolyte effect: Initial benefits and ex post settling up in NFL coaching careers. *Academy of Management Journal*, 59(1): 352-375.
- Christie, A. M., & Barling, J. 2010. Beyond status: relating status inequality to performance and health in teams. *Journal of Applied Psychology*, 95(5), 920.
- Bartling, B., Brandes, L., & Schunk, D. 2015. Expectations as reference points: Field evidence from professional soccer. *Management Science*, 61(11), 2646-2661.
- Jenkins, M. 2010. Technological discontinuities and competitive advantage: A historical perspective on Formula 1 motor racing 1950–2006. *Journal of Management Studies*, 47(5), 884-910.
- Grund, T. U. 2012. Network structure and team performance: The case of English Premier League soccer teams. *Social Networks*, 34(4), 682-690.
- Kim, J. W., & King, B. G. 2014. Seeing stars: Matthew effects and status bias in major league baseball umpiring. *Management Science*, 60(11), 2619-2644.