

CURRICULUM VITAE

DR. FLORIAN ÜBERBACHER

PERSONAL INFORMATION

Date of birth: 30 October 1981 in Salzburg (Austria/EU)
Nationality: Austrian citizen (EU); Swiss permanent residency permit (C permit)

CONTACT

PROFESSIONAL ADDRESS:

University of Zurich
Department of Business Administration
Plattenstrasse 14
CH-8032 Zurich
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ACADEMIC POSITIONS

MONTPELLIER BUSINESS SCHOOL

- From 02/2021: Associate Professor of Management (with tenure)

UNIVERSITY OF ZURICH, INSTITUTE OF BUSINESS ADMINISTRATION, CHAIR OF FOUNDATIONS OF BUSINESS ADMINISTRATION AND THEORIES OF THE FIRM (PROF. ANDREAS GEORG SCHERER)

- since 06/2016: Senior Researcher and Lecturer ("Oberassistent")
- 03/2019-09/2019: Representation of Prof. Scherer's chair during his sabbatical

UNIVERSITY OF ST. GALLEN, INSTITUTE OF MANAGEMENT

- since 03/2014: Guest-Lecturer
- 08/2012-06/2016: Senior Researcher
- 08/2008-07/2012: Research Associate and PhD candidate

UNIVERSITY OF LUCERNE, DEPARTMENT OF SOCIOLOGY, CHAIR OF ORGANIZATION AND KNOWLEDGE

- 03/2012-07/2014: Guest-Lecturer

UNIVERSITY OF INNSBRUCK, INSTITUTE OF ORGANIZATION AND LEARNING (IOL)

- 09/2007-06/2008: Teaching Assistant

EDUCATION

UNIVERSITY OF ST. GALLEN, PH.D. IN MANAGEMENT (2013)

- Grade: 6.00/6.00 (summa cum laude)

UNIVERSITY OF INNSBRUCK, M.A. IN INTERNATIONAL BUSINESS STUDIES (2008)

- Grade: 1.70/5.00 (with distinction)

HANDELSAKADEMIE SALZBURG, MATURA/SCHOOL LEAVING EXAMS (2001)

- Grade: 1.30/5.00 (with distinction)

RESEARCH FOCUS

BUSINESS AND SOCIETY

- Business-Government-Relations
- Business Regulation

INTERNATIONAL MANAGEMENT

- The political environment of international business
- Globalization and global governance

ORGANIZATION THEORY

- Institutional Theories of Organizations
- Theories of Organizational Power and Influence

RESEARCH AWARDS

GERMAN ACADEMIC ASSOCIATION FOR BUSINESS RESEARCH (VHB), INTERNATIONAL BUSINESS DIVISION (2020)

- Best paper award (together with A. G. Scherer)

GERMAN ACADEMIC ASSOCIATION FOR BUSINESS RESEARCH (VHB) ANNUAL MEETING, 2019

- Best Practice Paper Award (together with D. Winkler and A. G. Scherer) (1,000 EUR)

EUROPEAN GROUP OF ORGANIZATION STUDIES (EGOS) CONFERENCE, 2018

- Best paper award (together with G. Delmestri and B. Goodrick) (Subtheme: "Values, Organizations and Institutions")

UNIVERSITY OF ST. GALLEN, 2013

- Award for best PhD thesis ('Peter Werhahn Prize' 2013 for most outstanding PhD dissertation in management and the social sciences at the University of St. Gallen) (5,000 EUR)

ACADEMY OF MANAGEMENT CONFERENCE, 2013

- Nomination for 'Best International Paper Award'

RESEARCH GRANTS

SWISS NATIONAL SCIENCE FOUNDATION (SNF)

- 2020-2023: Application of research project: "The Persistence of Institutionalized Corruption in a Field of International Nongovernmental Associations: The Case of International Sports Federations" (together with Andreas G. Scherer) (CHF 766,000) ([reject & Resubmit](#))

SWISS NATIONAL SCIENCE FOUNDATION (SNF)

- 2017-2020: Successful application and principal investigator of the research project: "Towards a General Theory of Organizational Delegitimation: The Case of Corporate Tax Avoidance" (together with Andreas G. Scherer) (CHF 309,078)
- 2020-2021: Successful application and principal investigator of extension to above research project (CHF 85,000)

UNIVERSITY OF ST. GALLEN

- 2014-2016: Basic Research Grant: "Legitimation of Innovation: Evidence from the Swiss Mechanical Watch Industry" (CHF 175,000)

SWISS NATIONAL SCIENCE FOUNDATION (SNF)

- 2012-2014: Contributed to the successful application and co-investigator of the research project: "Strategic Legitimation in Complex Settings" (Lead-Applicant: Claus D. Jacobs) (CHF 597,000)

SWISS NATIONAL SCIENCE FOUNDATION (SNF)

- Funded summer programs in research methods (CHF 10,200):
2012: University of Michigan (Ann Arbor): Advanced regression, Categorical data
2013: University of Essex: STATA, Social Network Analysis

TEACHING INTERESTS

BUSINESS AND SOCIETY

INTERNATIONAL MANAGEMENT

ORGANIZATION AND MANAGEMENT THEORY

TEACHING AND SUPERVISION EXPERIENCE

UNIVERSITY OF ZURICH

- "Corporate Social Responsibility" (in the context of globalization/global governance) (Master) (2018-ongoing)
- "Introduction to Organization & Management" (Bachelor) (2016-ongoing)
- "Philosophy of Science" (Master) (Assistance and Substitution of Prof. Scherer) (2016)

UNIVERSITY OF ST. GALLEN

- "Exploring Sustainability as Strategic Opportunity" (SIM Master*) (2014-ongoing)
- "Strategic Management of Innovation" (Master) (2016)
- "Strategic Management" (International Master Program and MBA) (Teaching Assistance) (2008-2014)
- Teaching Assistance and Substitution in several other courses on Master-/MBA- and PhD-level (e.g. Organization Theory, Research Methods, etc.)

UNIVERSITY OF LUCERNE

- Seminar "Sociological Perspectives on Organizations" (Bachelor) (2012-2014)

UNIVERSITÉ DU LUXEMBOURG

- Seminar "Social Acceptance of New Ventures" (Master) (Guest-Lecturer) (2018-)

SUPERVISION:

- Supervision of Bachelor- and Master-theses at University of St. Gallen and University of Zurich
- Assistance in the supervision of PhD theses at University of Zurich
- Co-examiner of PhD thesis at Aalto University together with Prof. Raghu Garud (Pennsylvania State University)

PROFESSIONAL SERVICE

EDITORIAL BOARD MEMBERSHIP IN TOP-RANKED PEER-REVIEWED JOURNALS

- Journal of Management Studies (A)

REGULAR REVIEWING FOR TOP-RANKED PEER-REVIEWED JOURNALS

- A+ Journals: Academy of Management Review, Organization Science, Strategic Management Journal
- A Journals: Journal of Business Venturing, Journal of Management, Journal of Management Studies, Org. Studies
- B Journals: Business and Society, Entrepreneurship Theory and Practice, Human Relations, Journal of Business Research, Long Range Planning, Management International Review, Organization

REGULAR REVIEWING FOR RESEARCH FUNDING ORGANIZATIONS, CONFERENCES, AND WORKSHOPS

- Swiss National Science Foundation (SNF)
- Academy of Management (AOM) Conferences
- German Academic Association for Business Research (VHB / WK-ORG)

* The University of St. Gallen's «Strategy and International Management» (SIM) Master program has been ranked as the No. 1 "Masters in Management" program globally by the *Financial Times* for the last 8 consecutive years.

- Strategic Management Society (SMS)

ORGANIZATION OF ACADEMIC CONFERENCES AND WORKSHOPS

- European Group of Organization Studies (EGOS) Annual Conference (2019):
Convener of Track on “Institutional theory and problem-driven research: The challenge of normativity”
Co-Conveners: Giuseppe Delmestri (WU Vienna), Emilio Marti (Erasmus University Rotterdam)
- Academy of Management (AOM Annual Conference: (2017):
Organizer of Symposium “Addressing Grand Challenges with Institutional Research: The Role of Power”
Co-Organizers: Giuseppe Delmestri (WU Vienna), Elizabeth Goodrick (Florida Atlantic University)
Invited Faculty: Royston Greenwood (Alberta), Andreas Scherer (Zurich), Johanna Mair (Hamburg), Kamal Munir (Cambridge), Joel Gehman (Alberta)
- German Academic Association for Business Research (VHB) Annual Meeting (2017):
Organizer of Symposium “Tax Optimization of Multinational Companies: Managerial and Societal Challenges”
Co-Organizer: Andreas Georg Scherer (Zurich)
- Academy of Management (AOM) Annual Conference (2015):
Organizer of Symposium “Inter-organizational power and strategy”
Co-Organizer: Torsten Schmid (St. Gallen)
Invited Faculty: Eero Vaara (Aalto), Andre Spicer (Cass), Peter Flemming (Cass), Pinar Ozcan (Warwick), Wesley Helms (Brock), Ed Walker (UCLA)
- Oikos Entrepreneurship Academy 2013 “Legitimacy Challenges in Social Entrepreneurship”
Co-Organizer: Claus Jacobs
Invited Faculty: Anne-Claire Pache (ESSEC Paris), Filipe Santos (INSEAD)

MEMBERSHIP IN ACADEMIC ASSOCIATIONS

- Academy of Management (AOM)
- European Group of Organization Studies (EGOS)
- New Institutionalism Network
- German Academic Association for Business Research (VHB)
- Swiss working group on Organizations, Management and Theories of the Firm (OMTF)

INVITED RESEARCH TALKS

- 2021: University of Edinburgh Business School
- 2020: EBS Universität für Wirtschaft und Recht
- 2020: WU Vienna University of Business and Economics
- 2020: EM Lyon (Qualitative Research Seminar Series)
- 2019: ESADE Barcelona (Department of Society, Politics and Sustainability)
- 2019: SciencesPo Paris (‘MaxPo’ / Max Planck SciencesPo Research Center)
- 2019: Bocconi University Milan (Department of Social and Political Sciences)
- 2019: Rotterdam School of Management (Department of Organisation)
- 2018: USI Lugano (Institute of Management)
- 2017: WU Vienna University of Business and Economics
- 2017: University of Innsbruck
- 2014: Oxford University, Said Business School
- 2014: Free University of Amsterdam
- 2013: University of Lucerne
- 2013: HEC Lausanne
- 2011: Hanken School of Business (Helsinki)

COLLABORATION WITH COMPANIES, NGOS, PUBLIC SECTOR-, AND TRANSNATIONAL ORGANIZATIONS

PROJECT WORK WITH MULTINATIONAL COMPANIES†:

- Allianz, Munich (2015)
- BMW, Munich (2015, 2016, 2017, 2018)
- Firmenich, Geneva (2014, 2016, 2017, 2018)
- Henkel, Düsseldorf (2014, 2015, 2016, 2017, 2018, 2019)
- Roche, Basel (2017, 2018, 2019)
- UBS, Zurich (2016, 2017, 2018, 2019)
- Zurich Insurance, Zurich (2019)

RESEARCH COLLABORATION WITH COMPANIES, NGOS, PUBLIC SECTOR-, AND TRANSNATIONAL ORGANIZATIONS:

- Arvato Government Services, East Riding of Yorkshire, UK (2008-2012)
- European Broadcasting Union, Geneva (2018-ongoing)
- OECD (2016)
- Swiss auditing companies (KPMG, Deloitte) (2016-2017)
- Swiss Competition Commission WEKO (2016)
- Swiss Financial Market Supervisory Authority FINMA (2017-ongoing)
- Swiss private banks and private banking experts (2016-ongoing)
- Tax Justice Network, London (2016-ongoing)

CONTRIBUTION TO THE FACILITATION AND ORGANIZATION OF ORGANIZATIONS' STRATEGY WORKSHOP AND RETREATS

- Arvato Government Services, East Riding of Yorkshire, UK (2010, 2011)
- Unicef, Cologne, DE (2011, 2012)

RESEARCH FEEDBACK PRESENTATIONS AND ADVICE TO ORGANIZATIONS' TOP MANAGEMENT

- Arvato Government Services, East Riding of Yorkshire, UK (2009-2012)

NON-ACADEMIC EMPLOYMENT

- Roland Berger Strategy Consultants, Munich and Prague (2007)
- BMW Group, Munich (2006-2007)

LANGUAGES

- German (mother tongue)
- English (fluent)
- French (fluent)

REFERENCES

- PROF. DR. ANDREAS GEORG SCHERER
Chaired Professor of Foundations of Business Administration and Theories of the Firm
Department of Business Administration
University of Zurich
andreas.scherer@business.uzh.ch
(Relationship: Prof. Scherer is my current employer, a co-author, and mentor)

† In the context of the "Sustainability as strategic opportunity" class which I co-teach with Barbara Kux in St. Gallen, our students conduct in-depth projects of relevance to our acquired partner companies in close collaboration with senior management

- PROF. JOEP C. CORNELISSEN, PHD
Chaired Professor of Business and Society
Rotterdam School of Management
Erasmus University Rotterdam (NL)
cornelissen@rsm.nl
(Relationship: Prof. Cornelissen is a co-author)

- PROF. DR. GIUSEPPE DELMESTRI
Chaired Professor of Change Management und Management Development
WU Vienna University of Economics and Business (AUT)
giuseppe.delmestri@wu.ac.at
(Relationship: Prof. Delmestri is a co-author)

LIST OF PUBLICATIONS

DR. FLORIAN ÜBERBACHER

PAPERS PUBLISHED IN PEER-REVIEWED JOURNALS

Überbacher, F., & Scherer, A. G. 2020. Indirect Compellence and Institutional Change: U.S. Extraterritorial Law Enforcement and the Erosion of Swiss Banking Secrecy. *Administrative Science Quarterly*, 65(3): 565-605.

- A+ Journal (ISI Journal Citation Impact Factor: 8.024)
- Best Paper Award (German Academic Association for Business Research / VHB, International Management Division)

Überbacher, F., Jacobs, C. D., & Cornelissen, J.P. 2015. How Entrepreneurs become Skilled Cultural Operators. *Organization Studies*, 36(7): 925-951

- A Journal (ISI Journal Citation Impact Factor: 3.543)
- Nomination for "Best International Paper" award 2013 (Academy of Management, OMT division)

Überbacher, F. 2014. Legitimation of New Ventures: A Review and Research Programme. *Journal of Management Studies*, 51(4): 667-698.

- A Journal (ISI Journal Citation Impact Factor: 5.839)
- Most cited paper published in the Journal of Management Studies since 2014

Jacobs, C.D., Steyaert, C., & Überbacher, F. 2013. Prospective Sensemaking in Technology Development: The case of CERN. *Technology Analysis & Strategic Management*, 25(9): 1027-1043.

- C Journal (ISI Journal Citation Impact Factor: 1.739)

Überbacher, F., & Jacobs, C. D. 2013. How Entrepreneurs become Strategic Cultural Actors. *Academy of Management Best Paper Proceedings*

PUBLISHED BOOK CHAPTERS

Überbacher, F., & Reuter, E. 2018. In Defence of Corporate Social Irresponsibility: How companies strategically avert social responsibility demands. In: *Corporate Social Responsibility: Institutional and Organizational Perspectives*, edited by Beschorner, T. and Sales, A., Springer.

Jacobs, C.D., Steyaert, C., & Überbacher, F. 2016. Anticipating Intended Users: Prospective Sensemaking in Technology Development. In: *A Guide to Discursive Organizational Psychology*, edited by Steyaert, C., Nentwich, J., & Hoeyer, P. Edward Elgar Publishing.

Laamanen, T., Reuter, E., Schimmer, M., Überbacher, F., & Welch, X. 2014. Quantitative Methods in Strategy as Practice Research. in Golsorkhi, D., Rouleau, L., Seidl, D. & Vaara, E. (editors) 2014. *Cambridge Handbook of Strategy as Practice*, Cambridge University Press.

PAPERS UNDER REVIEW

Überbacher, F., & Delmestri, G. (equal contribution). TITLE HIDDEN. *Journal of Management Studies* ("A" Journal), REVISE & RESUBMIT

- Best Paper Award 2018 (European Group of Organization Studies / Track: "Values, Organizations, and Institutions")

Reuter, E., Überbacher, F., & Scherer, A. G. TITLE HIDDEN. *Administrative Science Quarterly* ("A+" Journal), UNDER REVIEW

Winkler, D., Überbacher, F., & Scherer, A. G. TITLE HIDDEN. *Strategic Management Journal* ("A+" Journal), UNDER REVIEW

- Best Practice Paper Award 2019 (German Academic Association for Business Research / VHB)

WORKING PAPERS AND PROJECTS

Überbacher, F., & Scherer, A. G. Social movement performances and the disruption of regulatory capture. A case study of the UK corporate taxation field.

Marti, E., Olson, T., Überbacher, F., & Paetzold, F. How connected actors become seen as knowledge brokers: Insights from a shareholder engagement fund.

Überbacher, F., & Scherer, A. G. The Persistence of Institutionalized Corruption in a Field of International Nongovernmental Organizations: The Case of International Sports Federations (e.g. FIFA, IOC) (based on multi-year SNF grant application)

PAPERS AT INTERNATIONAL CONFERENCES AND WORKSHOPS

Paper: 'The Persistence of Institutionalized Corruption in a Field of International Nongovernmental Organizations: The Case of International Sports Federations'

- 2019: OMTF Workshop, USI Lugano (CH)

Paper: 'General Deterrence Of Systemic Offshore Misconduct: How Swiss Banks' Territory Beliefs influenced their Responses to U.S. Criminal Prosecution.'

- 2020: Academy of Management Conference, Vancouver (CA) (SIM Division)**
- 2020: German Association for Business Research (WK Org-VHB) Annual Meeting, Frankfurt (GER)**
- 2020: German Association for Business Research (WK INT-VHB) Annual Meeting, Trier (GER)**
- 2019: Academy of Management Conference, Chicago (USA)**
- 2019: European Group of Organization Studies (EGOS) Conference, Edinburgh (UK)*

Paper: 'The role of performance work in disrupting regulatory capture in the UK corporate tax avoidance field'

- 2019: Academy of Management Conference (SIM Division), Boston (USA)**
- 2019: German Association for Business Research (WK Org-VHB) Annual Meeting, Münster (GER)**
- 2019: Neo-Institutional Theory Workshop, Uppsala University (SWE)*
- 2018: OMTF Workshop, Zurich (CH)
- 2018: European Group of Organization Studies (EGOS) Conference, Tallinn (ES)*

Paper: 'The Role Of Organizational Identity Claims In The Age Of Ideological Complexity: The Case Of Tesla'

- 2020: Academy of Management Conference, Vancouver (CA) (OMT Division)**
- 2019: German Academic Association for Business Research (VHB), annual meeting, Rostock (DE)**
- 2018: OMTF Workshop, Zurich (CH)
- 2018: European Group of Organization Studies (EGOS) Conference, Tallinn (ES)*
- 2018: 13th Organization Studies Summer Workshop, Samos (GR)*
- 2018: German Association for Business Research (WK INT-VHB) Annual Meeting, Kiel (GER)**

Paper: 'The Challenge Of Engaging With Grand Challenges: The Need For An Ethically Informed Institutional Scholarship'

- 2018: European Group of Organization Studies (EGOS) Conference, Tallinn (ES)*
- 2017: 14th Workshop on New Institutionalism in Organization Theory, Bocconi University (IT) *
- 2017: European Group of Organization Studies (EGOS) Conference, Copenhagen (DK)*

Paper: 'Indirect Compellence and Institutional Change: US Extraterritorial Law Enforcement and the Erosion of Swiss Banking Secrecy'

- 2018: Workshop on the Role of the Corporation in Contemporary Societies, Utrecht University (NL)
- 2018: Research workshop: "Private Authority and Public Policy in Global Context", Yale University (USA)
- 2018: German Association for Business Research (WK Org-VHB) Annual Meeting, Hamburg (GER)**
- 2017: Research workshop on 'Corporate Tax Avoidance', University of Würzburg (GER)
- 2017: Academy Of Management Conference (SIM Division), Atlanta (USA)**
- 2017: 13th Workshop on New Institutionalism in Organization Theory, Hebrew University, Jerusalem*

Paper: 'Institutional Conflict Escalation And Deinstitutionalization: The Case Of Swiss Banking Secrecy'

- 2016: European Group of Organization Studies (EGOS) Conference, Naples/IT*
- 2015: Academy Of Management Conference (OMT Division), Vancouver/Canada**
- 2014: University Of Alberta Institutions Conference, Banff/Canada*
- 2014: 11th Workshop On New Institutionalism In Organization Theory, Wu Vienna*

Paper: 'How Entrepreneurs become Skilled Cultural Operators'

- 2013: Academy Of Management Conference (OMT Division), Orlando/Florida**
- 2013: 'Administrative Science Quarterly' paper workshop, INSEAD, Singapore *
- 2012: Academy Of Management Conference (OMT Division), Boston**
- 2012: Strategic Management Society, Prague**
- 2011: Academy Of Management Conference (OMT Division), San Antonio**
- 2011: European Group of Organization Studies (EGOS) Conference, Gothenburg

Paper: 'Seeking Strategic Coherence: Internal and External Legitimation in Pluralistic Settings'

- 2012: European Group of Organization Studies (EGOS) Conference, Helsinki*
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Paper: 'Going Backstage: The Role of Analogies in the Formulation of New Venture Legitimation Strategies'

- 2013: Academy Of Management Conference (OMT Division), Orlando/Florida**
- 2012: 'Journal of Management Studies' paper workshop, VU University, Amsterdam

Notes:

* Peer review

** Double-blind peer review