

TIMO SOHL

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POSITIONS

- 2015–present Assistant Professor of Strategic Management, Universitat Pompeu Fabra, Spain
- Affiliated Professor, UPF Barcelona School of Management
 - Affiliated Professor, Barcelona Graduate School of Economics

EDUCATION

- 2011–2014 Postdoc and visiting Ph.D. fellow, IESE Business School, Spain
2008–2012 Ph.D. in Management, University of St. Gallen, Switzerland
2001–2007 Diplom in Economics (equiv. BSc & MSc), University of Heidelberg, Germany

VISITING POSITIONS

- 2014–2015 UPF, Department of Economics and Business, Spain
Fall 2013 Texas A&M University, Mays Business School, USA

RESEARCH INTERESTS

- Corporate Strategy; Diversification; Market Entry & Exit; Resource Allocation
- Business Models; Demand-side Strategy

PUBLICATIONS

- Sohl, T., & Folta, T. Declining markets, resource specificity, and redeployment decisions. Forthcoming in *Strategic Management Review*.
- Sohl, T., Vroom, G., & McCann, B. 2020. Business model diversification and firm performance: A demand-side perspective. *Strategic Entrepreneurship Journal*, 14(2): 198–223.
- Winner of a Distinguished Paper Award of the STR division, AOM Annual Meeting 2014.
 - Best Paper Proceedings, AOM Annual Meeting 2014.
- Sohl, T., Vroom, G., & Fitza, M. 2020. How much does business model matter for firm performance? A variance decomposition analysis. *Academy of Management Discoveries*, 6(1): 61–80.
- Nominated for the Best Paper Prize, SMS Annual Conference 2014.
- Sohl, T., & Vroom, G. 2017. Mergers and acquisitions revisited: The role of business model relatedness. *Advances in Mergers and Acquisitions*, 16(1): 99–113.
- Oh, C.H., Sohl, T., & Rugman, A. 2015. Regional and product diversification and the performance of retail multinationals. *Journal of International Management*, 21(3): 220–234.

WORKING PAPERS

Market exit and the potential for resource redeployment: Evidence from the global retail sector (with T. Folta), under 3rd round review at *Strategic Management Journal*.

- Winner of the Corporate Strategy IG Best Paper Award, SMS Annual Conference 2018.
- Nominated for the Best Paper Prize, SMS Annual Conference 2018.

The transmission of economic shocks in multi-divisional firms (with B. McCann & G. Vroom), R&R at *Strategic Management Journal*.

- Winner of the Corporate Strategy IG Best Paper Award, SMS Annual Conference 2020.
- Nominated for the Best Paper Prize, SMS Annual Conference 2020.

Fiscal impediments, resource redeployability, and related diversification: Evidence from multiunit chains (with T. Folta)

Business model diversification: demand relatedness, entry sequencing, and the diversification-performance relationship (with B. McCann & G. Vroom), under review.

WORK IN PROGRESS

Reconfiguration capabilities and portfolio turnover during the Great Recession

The BG effect on affiliate performance in developed markets: A resource dependence perspective (with A. Hamelin & M. Fitza)

Resource redeployment in strategy, finance, and economics: Similarities, differences, and future research areas (with T. Folta)

OTHER PUBLICATIONS

Sohl, T., Vroom, G., & McCann, B. 2019. La diversificación de los modelos de negocio: cómo lograr que múltiples modelos funcionen en su empresa. *Harvard Deusto Business Review*, 298: 34–44.

Epure, M., & Sohl, T. 2017. Disruptive business model integration: Implications for the established business. *Academy of Management Best Paper Proceedings*.

Sohl, T., Burguete, V., & Torrens, L. 2014. *Foreign direct investment in Barcelona: A city focused on growth*. Barcelona City Council: Area of Economy, Enterprise and Employment: 1–24.

Sohl, T., & Vroom, G. 2014. Business model diversification, resource relatedness, and firm performance. *Academy of Management Best Paper Proceedings*.

Sohl, T., & Rudolph, T. 2013. Formatdiversifikation: Strategien und Erfolgswirkung. In *Handbuch Handel*, Zentes, J. et al. (eds). Springer: 21–35.

Sohl, T. 2011. Within-industry diversification and firm performance: Synergy creation and capability development. *Academy of Management Best Paper Proceedings*.

Rudolph, T., & Sohl, T. 2010. Welche Innovationspfade führen zum Erfolg? In *Mit Innovationen wachsen*, Rudolph, T. (ed.). Shaker: 107–114.

Sohl, T., & Saueressig, W. 2009. Development and deployment of brand protection strategies for China. *Marketing Review St. Gallen*, 26(2): 30–34.

HONORS AND AWARDS

- 2020 Winner of the Corporate Strategy Interest Group Best Paper Award, Strategic Management Society Annual Conference
- 2020 Nominated for the Best Paper Prize, Strategic Management Society Annual Conference
- 2019 Best Reviewer Award of the Strategic Management Division at the Academy of Management Annual Meeting
- 2018 Winner of the Corporate Strategy Interest Group Best Paper Award, Strategic Management Society Annual Conference
- 2018 Nominated for the Best Paper Prize, Strategic Management Society Annual Conference
- 2017 Best Paper Proceedings of the Academy of Management Annual Meeting, Strategic Management Division
- 2014 Winner of a Distinguished Paper Award (top 1% of papers submitted to the Academy of Management, Strategic Management Division)
- 2014 Best Paper Proceedings of the Academy of Management Annual Meeting, Strategic Management Division
- 2014 Nominated for the Best Paper Prize, Strategic Management Society Annual Conference
- 2011 Finalist for the Best Paper Award based on a Doctoral Dissertation, European Marketing Academy Conference
- 2011 Best Paper Proceedings of the Academy of Management Annual Meeting, Strategic Management Division

CONFERENCES AND SEMINARS

- 2020 Academy of Management Virtual Annual Meeting; Strategic Management Society Virtual Annual Conference; Frankfurt School of Finance & Management (invited seminar); University of Groningen (invited seminar)
- 2019 Academy of Management Annual Meeting, Boston; Wharton Corporate Strategy and Innovation Conference, Philadelphia; Strategic Management Review Special Conference at Columbia Business School, New York City; Strategic Management Society Annual Conference, Minneapolis¹; IE Business School (invited seminar); University of Cambridge, Judge Business School (invited seminar); CUNEF University College of Financial Studies (invited seminar); Internal UPF Management Breakfast Seminar
- 2018 Academy of Management Annual Meeting, Chicago; Strategic Management Society Annual Conference, Paris; Wharton Corporate Strategy and Innovation Conference, Philadelphia¹; Strategic Management Society Special Conference, Oslo¹; Internal UPF Management Breakfast Seminar
- 2017 Academy of Management Annual Meeting, Atlanta; STR Junior Faculty Consortium, Atlanta; Academy of Management Discoveries Paper Development Workshop, Zurich; Internal UPF Management Breakfast Seminar
- 2016 Academy of Management Annual Meeting, Anaheim, TIM Junior Faculty Consortium, Anaheim; ESADE Business School (invited seminar); Internal UPF Management Breakfast Seminar
- 2015 Academy of Management Annual Meeting, Vancouver¹; UPF Workshop on Institutions & Organizations; EHL Lausanne (invited seminar); Internal UPF Management Breakfast Seminar

- 2014 Academy of Management Annual Meeting, Philadelphia; Strategic Management Society Annual Conference, Madrid; Internal UPF Management Breakfast Seminar; University of the Balearic Islands (invited seminar); Universitat Pompeu Fabra (invited seminar); IE Business School (invited seminar)
- Before 2014 Academy of Management Annual Meeting (Orlando, Boston, San Antonio); Strategic Management Society Annual Conference (Atlanta, Prague, Miami); European Academy of Management (Rome); INFORMS Marketing Science Conference (Houston); European Marketing Academy Conference (Ljubljana); STR Dissertation Consortium and IM Doctoral Consortium; IESE Business School (invited seminar)

(¹indicates presented by co-author)

GRANTS AND FELLOWSHIPS

- 2018–2020 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2017-85763-R), Principal investigator: Benito Arruñada
- 2015–2017 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2014-57131-R), Principal investigator: Benito Arruñada
- 2013–2015 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2012-38134), Principal investigator: Bruno Cassiman
- 2012–2013 Swiss National Science Foundation Full-Time Postdoc Mobility Fellowship
- 2011 Swiss National Science Foundation Full-Time Ph.D. Mobility Fellowship

TEACHING EXPERIENCE

Universitat Pompeu Fabra, Spain

- Strategic Management I, since 2019
- Strategic Management II, 2012–2015
- Business Economics, 2014–2019
- Economic Organizations and Markets, 2018
- Final year project advising, 2016, 2017

UPF Barcelona School of Management, Spain

- Business Strategy and Entrepreneurship, since 2018
- Research topics in Strategy, since 2018
- Master theses advising, since 2018

University of St. Gallen, Switzerland

- Presenter at Executive Workshops and Industry Congresses, 2008–2012
- Bachelor and Master theses advising, 2008–2012

PRACTICAL EXPERIENCE

- Public-Private Sector Research Center at IESE, Project FDI in the Barcelona Area, 2013–2014
- Bosch Power Tools Co. Ltd. Hangzhou, China, Diploma thesis research student, 2007
- SAP AG, Germany, Internship in Finance & Accounting, 2007
- National Model United Nations, USA, Student delegate, 2006
- Robert Bosch GmbH, Germany, Internship in Marketing, 2005
- Robert Bosch Co. Ltd. Hong Kong, China, Internship in Marketing, 2004–2005
- Children and Youth Care Center, Germany, Community service, 2000–2001

ACADEMIC SERVICES

Co-organizer of the UPF Management Seminar series (Strategy/Entrepreneurship area), since 2017

Academic coordinator of the Entrepreneurship track of the M.Sc. in Management, UPF Barcelona School of Management, since 2018

Scientific evaluation committee member (comisionado) at the Spanish State Research Agency (AEI), Ministry of Science, Innovation, and Universities (subarea: Business and Finance), 2018

Ad-hoc reviewer

- Journals: *Strategic Management Journal*; *Journal of Management Studies*; *Academy of Management Discoveries*; *Journal of the Academy of Marketing Science*; *Journal of International Management*; *Industrial and Corporate Change*; *Long Range Planning*.
- Conferences: Academy of Management Annual Meetings; Strategic Management Society Annual and Special Conferences.
- Awards: Best Paper Prize Competition at the 2020 Strategic Management Society (SMS) Annual Conference; Research Methods Paper Prize at the 2020 SMS Annual Conference; Best Paper Prize Competition at the 2019 SMS Frankfurt Special Conference.
- Grants: Spanish State Research Agency (AEI), since 2018; National Research, Development and Innovation Office of Hungary, 2016–2017.

Session chair at the Academy of Management Annual Meeting (2020, 2018, 2017, 2013, 2012) and Strategic Management Society Annual Conference (2014, 2011); Track Assistant of the Competitive Strategy IG at the Strategic Management Society Annual Conference (2011).

SELECTED FEATURED WORK

“How much does business model matter?”, *AMD video abstract* (2020).

“Making multiple business models work for your company”, *BSM blog* (2019).

“Boosting firm performance with the business model effect”, *IESE Insight* (2019).

“How business models can make or break a merger”, *Forbes India* (2018).

“How to expand: business models to grow”, *IESE Insight* (2015).

“Barcelona: FDI magnet”, *IESE Insight* (2014).

PERSONAL

Married with two children (born in 2016 and 2019)

Languages: German (native), English (fluent), Spanish (intermediate), Catalan (basic)