

# TIMO SOHL

**Universitat Pompeu Fabra**  
Department of Economics and Business  
C/ Ramon Trias Fargas, 25-27  
08005 Barcelona, Spain

Office: 20.1E64  
Phone: (+34) 93 542 1752  
Email: timo.sohl@upf.edu  
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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 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 & Redeployment
- Business Models; Demand-side Strategy

## PUBLICATIONS

Sohl, T., & Folta, T.B. Market exit and the potential for resource redeployment: Evidence from the global retail sector. Forthcoming in *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.

Sohl, T., & Folta, T.B. 2021. Declining markets, resource specificity, and redeployment decisions. *Strategic Management Review*, 2(2): in press.

Sohl, T., Vroom, G., & McCann, B.T. 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.

**PUBLICATIONS (continued)**

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**

The transmission of economic shocks in multi-divisional firms (with B.T. McCann & G. Vroom), under 2<sup>nd</sup> round review 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.

Diversifying entry, resource relatedness, and redeployability: Evidence from a natural experiment (with T.B. Folta), submitted.

The value of portfolio reconfiguration during the Great Recession: Evidence from the U.S. retail industry

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

**WORK IN PROGRESS**

Entry sequencing and the business model diversification-performance relationship (with B.T. McCann & G. Vroom)

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

**GRANTS, 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
- 2018–2020 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2017-85763), Principal investigator: Benito Arruñada (49,610 €)
- 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
- 2015–2017 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2014-57131), Principal investigator: Benito Arruñada (70,180 €)
- 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
- 2013–2015 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2012-38134), Principal investigator: Bruno Cassiman (43,875 €)
- 2012–2013 Swiss National Science Foundation Full-Time Postdoc Mobility Fellowship (PBSGP1-143727), individual grant (38,250 €)
- 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
- 2011 Swiss National Science Foundation Full-Time Ph.D. Mobility Fellowship, (PBSGP1-135422), individual grant (35,210 €)

**CONFERENCES AND SEMINARS**

- 2021 Academy of Management Virtual Annual Meeting (scheduled)  
Strategic Management Society Virtual Annual Conference (scheduled)  
LMU Munich (invited seminar)
- 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  
Strategic Management Society Annual Conference, Minneapolis<sup>1</sup>

- University of Cambridge, Judge Business School (invited seminar)  
 IE 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, Philadelphia<sup>1</sup>  
 Strategic Management Society Special Conference, Oslo<sup>1</sup>  
 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, Vancouver<sup>1</sup>  
 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  
 IE Business School (invited seminar)  
 Universitat Pompeu Fabra (invited seminar)  
 University of the Balearic Islands (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)  
 European Marketing Academy Conference (Ljubljana)  
 INFORMS Marketing Science Conference (Houston)  
 STR Dissertation Consortium and IM Doctoral Consortium  
 IESE Business School (invited seminar)

(<sup>1</sup>indicates presented by co-author)

## TEACHING EXPERIENCE

- 2019–present Universitat Pompeu Fabra (UPF), Strategic Management I (undergraduate)
- 2012–2015 UPF, Strategic Management II (undergraduate)
- 2014–2016 UPF, Business Economics I (undergraduate)
- 2015–2019 UPF, Business Economics II (undergraduate)
- 2018 UPF, Economic Organizations and Markets (undergraduate)
- 2015–2017 UPF, Final year project advising (undergraduate)
- 2018–present UPF Barcelona School of Management, Strategy & Entrepreneurship (graduate)
- 2018–present UPF Barcelona School of Management, Research topics in Strategy (graduate)
- 2018–present UPF Barcelona School of Management, Master thesis advising (graduate)
- 2008–2012 University of St. Gallen, Presenter at Executive Workshops & Industry Congresses

2008–2012 University of St. Gallen, Bachelor and Master thesis advising (undergraduate)

### **PRACTICAL EXPERIENCE**

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

### **ACADEMIC SERVICES**

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

Co-organizer of the UPF Management Seminar series (Strategy/Entrepreneurship area), 2017–2021

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

- *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 (AOM) Annual Meetings (Strategic Management Division); Strategic Management Society (SMS) Annual and Special Conferences (Corporate Strategy IG; Cooperative Strategies IG; Knowledge & Innovation IG).
- Awards: Best Paper Prize Competition at the Strategic Management Society (SMS) Annual Conference (2020, 2021); Research Methods Paper Prize at the SMS Annual Conference (2020, 2021); Best Paper Prize Competition at the SMS Frankfurt Special Conference (2019).
- 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**

“Market exit: Divestment or redeployment?”, *SMJ press release* (2021).

“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)

## **REFERENCES**

### **Timothy B. Folta**

Professor of Management  
University of Connecticut, School of Business  
[timothy.folta@uconn.edu](mailto:timothy.folta@uconn.edu)

### **Govert Vroom**

Professor of Strategic Management  
IESE Business School  
[vroom@iese.edu](mailto:vroom@iese.edu)

### **Brian T. McCann**

Professor of Management  
Vanderbilt University  
[brian.t.mccann@vanderbilt.edu](mailto:brian.t.mccann@vanderbilt.edu)

### **Markus A. Fitza**

Professor of Strategy and Entrepreneurship  
Frankfurt School of Finance and Management  
[m.fitza@fs.de](mailto:m.fitza@fs.de)