

# TIMO SOHL

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## POSITIONS

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

## EDUCATION

- 2012–2014    Post-doc in Strategic Management, IESE Business School, Spain  
2008–2012    Ph.D. in Management, University of St. Gallen, Switzerland  
2001–2007    Diplom (equiv. B.Sc. & M.Sc.) in Economics, University of Heidelberg, Germany

## VISITING POSITIONS

- 2014–2015    Pompeu Fabra University, Spain  
Fall 2013    Texas A&M University, Mays Business School, USA  
2011–2012    IESE Business School, Spain

## RESEARCH INTERESTS

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

## PUBLICATIONS

Sohl, T., Vroom, G., & McCann, B. 2019. Business model diversification and firm performance: A demand-side perspective. *Strategic Entrepreneurship Journal*, forthcoming.

- *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. 2018. How much does business model matter for firm performance? A variance decomposition analysis. *Academy of Management Discoveries*, forthcoming.

- *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 UNDER REVIEW

Market exit and the potential for resource redeployment: Evidence from the global retail sector (with T. Folta), R&R at *Strategic Management Journal*.

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

Declining markets, resource specificity, and redeployment decisions (with T. Folta), R&R at *Strategic Management Review*.

## WORK IN PROGRESS

The transmission of economic shocks in multi-divisional firms: A capabilities-based perspective (with B. McCann & G. Vroom)

Regulatory impediments and the redeployability of physical assets: Implications for investment decisions (with T. Folta)

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

Examining business groups as a source of performance variance in developed markets (with M. Fitza, A. Hamelin, and M. Hayward)

## CONFERENCE PROCEEDINGS

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

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

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

## PRACTITIONER 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.

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

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**

- 2019 Best Reviewer Award of the Strategic Management Division at the Academy of Management Annual Meeting
- 2018 Winner of the Best Corporate Strategy Interest Group Proposal 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 Best Paper Proceedings of the Academy of Management Annual Meeting, Strategic Management Division

**CONFERENCES AND SEMINARS**

- 2020 University of Groningen (invited seminar, scheduled)
- 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, Minneapolis<sup>1</sup>; 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, 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; IE Business School (invited seminar); Pompeu Fabra University (invited seminar); University of the Balearic Islands (invited seminar); Internal UPF Management Breakfast Seminar
- 2013 Academy of Management Annual Meeting, Orlando; Strategic Management Society Annual Conference, Atlanta; University of St. Gallen (invited seminar)
- 2012 Academy of Management Annual Meeting, Boston; Strategic Management Society Annual Conference, Czech Republic; IESE Business School (invited seminar)

2011 Academy of Management Annual Meeting, San Antonio; Strategic Management Society Annual Conference, Miami; INFORMS Marketing Science Conference, Houston; STR Dissertation Consortium and IM Doctoral Consortium, San Antonio

(<sup>1</sup>indicates 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

Pompeu Fabra University, 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

Barcelona School of Management (BSM), 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: *Academy of Management Discoveries*; *British Journal of Management*; *Business Research*; *Canadian Journal of Administrative Sciences*; *Industrial and Corporate Change*; *Journal of the Academy of Marketing Science*; *Journal of International Management*; *Journal of Strategy and Management*; *Long Range Planning*.
- Conferences: Academy of Management Annual Meetings; Strategic Management Society Annual and Special Conferences.
- Awards: Best Paper Prize Competition at the 2019 Strategic Management Society 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 (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

“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)