

JEFF DYER

Horace Beesley Professor of Strategy

Marriott School, BYU

590 Tanner Building

Provo, Utah 84602

(801) 422-5742

jdyer@byu.edu

I. EDUCATION

Ph.D. in Management (Strategy & Organization), University of California at Los Angeles, September, 1993. Emphasis: Strategic Management, Organizational Economics, International Management.

Dissertation: "Four Papers on Governance, Asset Specialization, and Performance: A Comparative Study of Supplier-Automaker Relationships in the U.S. and Japan." Advisors: William G. Ouchi, Richard Rumelt.

Master of Business Administration, Marriott School of Management, Brigham Young University, April, 1984. Graduated with *High Distinction Honors* (Top 5 percent).

Bachelor of Science, Brigham Young University, 1982. Graduated *Summa Cum Laude*. Major: Organizational Psychology.

II. PROFESSIONAL EXPERIENCE

Professor, Marriott School, Brigham Young University (2000-present).

Assistant Professor, Wharton School, University of Pennsylvania (1993-1999). I taught core MBA courses in "Global Strategic Management" and undergraduate and MBA elective courses in "Multinational Business Strategy." I continue to maintain an adjunct professor position at Wharton where I regularly teach in the Executive MBA program and other Executive Programs. Received the "Excellence in Teaching" award (given to only 10 University of Pennsylvania faculty) in 1998-99.

Assistant Director of Consultant Training, (1987-1988). As a manager at Bain & Company, I trained new consultants and was asked to be the Worldwide Director of New Consultant Training (NCT) shortly before I left. As a trainer of new MBA consultants during our intensive 2 week program, I was consistently rated by the trainees as being in the top 10% in teaching effectiveness.

Management Consultant/Manager, Bain & Company, (1984-1988). As a consultant and manager I assisted such clients as Baxter International, Kraft, Maryland National Bank, First National Stores, and Iowa Beef with corporate and business unit strategies, strategic alliances, product line strategies, and cost management.

RESEARCH/PUBLICATIONS

A. Research Awards and Recognition

17th Most Cited Scientist in Economics and Business (1996-2006). Recognized by *Essential Science Indicators* as the 17th most cited scientist among those who do research in economics and business (business includes management, finance, marketing, operations, accounting). Ranked 4th among management scholars.

2nd Most Cited Article in Economics and Business (1998-2008). Recognized by ScienceWatch.com for the article “The Relational View: Cooperative strategy and Sources of Interorganizational Competitive Advantage” which is the 2nd most cited article in economics and business from 1998-2008.

Journal of International Business Studies (JIBS) Decade Award. My paper “The Determinants of Trust in Supplier-Automaker Relationships in the U.S., Japan and Korea” (with Wujin Chu) was selected as the winner of the 2010 JIBS Decade Award. The award, sponsored by Palgrave Macmillan, recognizes the most influential paper published in JIBS ten years prior. To be considered for the JIBS Decade Award, an article must be one of the five most cited articles published in JIBS for the year being considered.

McKinsey Award Runner Up. My article “The Innovator’s DNA” (with Hal Gregersen and Clayton Christensen) received the McKinsey Award 2nd Place award for best article in *Harvard Business Review* in 2009.

Best Paper Prize. Awarded the Sumantra Ghoshal/BPS best paper prize (with Nile Hatch) at the 2004 Academy of Management Meetings in New Orleans for our paper, “Network Capabilities, Barriers to Knowledge Transfer, and Competitive Advantage.”

Shingo Prize Research Award for Excellence in Manufacturing; *Collaborative Advantage* received the 2002 Shingo Prize Research Award, which is given to a book that makes a significant contribution to excellence in manufacturing. *Business Week* (May 15, 2000) stated that the Shingo Prize for Excellence in Manufacturing is “considered the Nobel prize of manufacturing.”

Best Paper Prize. Awarded the McKinsey/SMS best paper prize at the 1998 Strategic Management Society Meetings in Orlando for my paper “Interorganizational learning and competitive advantage: Does supplier performance differ for different customers?”

Best Paper Nominee, My paper “Strategic supplier segmentation: A model for managing suppliers in the 21st century” was selected as a best paper from the 1996 Strategic Management Society meetings and was included in a volume of best papers entitled *Strategic Flexibility*, (Hamel, Prahalad, Thomas, & O’Neal, editors), London: John Wiley & Sons (1998).

Winner: The Institute of Management Sciences (ORSA/TIMS) College of Organization Best Dissertation Proposal Award. Awarded best dissertation proposal at the TIMS conference in San Francisco, 1992.

B. Publications

1. Articles Published in Refereed Journals

Bryce, David J., Jeffrey H. Dyer, N. Hatch (2011). “Competing Against Free Products.” *Harvard Business Review*, June issue.

Dyer, Jeffrey H. and Wujin Chu (2011). “The Determinants of Trust in Supplier-Buyer Relations in the U.S., Japan, and Korea: A Retrospective.” *Journal of International Business Studies*, 42, 28-34.

Dyer, Jeffrey H., Hal B. Gregersen and Clayton Christensen (2009). “The Innovator’s DNA.” *Harvard Business Review*, December, 60-67.

Dyer, Jeffrey H., Hal B. Gregersen, and Clayton Christensen (2008). “Entrepreneur Behaviors, Opportunity Recognition, and the Origins of Innovative Ventures.” *Strategic Entrepreneurship Journal*, Vol 2, pp. 317-338.

Dyer, Jeffrey H., P. Kale and H. Singh (2008). “Splitting the Pie: Rent Distribution in Alliances and Networks.” *Managerial and Decision Economics*, Vol. 29, 137-148.

- Bryce, David J. & Jeffrey H. Dyer, (2007). "Strategies to Crack Well-Guarded Markets." *Harvard Business Review*, May Issue, 84-92.
- Dyer, Jeffrey H., Ben Powell, Mari Sakakibara & Andrew Wang (2007). "The Determinants of Success in R&D Alliances." *Academy of Management Best Paper Proceedings*.
- Dyer, Jeffrey H. and Nile Hatch (2006). "Relation-Specific Capabilities and Barriers to Knowledge Transfers: Creating Advantage through Network Relationships." *Strategic Management Journal*, Vol. 27, 701-719.
- Hatch, Nile and Jeffrey H. Dyer, (2004). "Human Capital and Learning by Doing as a Source of Sustainable Competitive Advantage." *Strategic Management Journal*. Vol. 25, 1155-1178.
- Dyer, Jeffrey H., P. Kale and H. Singh (2004), "When to Ally and When to Acquire." *Harvard Business Review*. July-August Issue, 109-115.
- Dyer, Jeffrey H. and Nile Hatch (2004). "Using Supplier Networks to Learn Faster" *Sloan Management Review*. Spring Issue, Vol. 45. No. 3, 57-63.
- Dyer, Jeffrey H. and Wujin Chu (2003). "The Role of Trustworthiness in Reducing Transaction Costs and Increasing Information Sharing: Empirical Evidence from the United States, Japan, and Korea." *Organization Science*, Volume 14, No. 1, 57-68.
- Kale, Prashant, Jeffrey H. Dyer and Harbir Singh, (2002). "Alliance Capability, Stock Market Response, and Long Term Alliance Success: The Role of the Alliance Function." *Strategic Management Journal*, Vol. 23, No. 8, 747-767.
- Nobeoka, Kentaro, Jeffrey H. Dyer and Anoop Madhok, (2002). "The Influence of Customer Scope on Supplier Learning and Performance in the Japanese Automobile Industry." *Journal of International Business Studies*, Vol. 33, No. 4, 717-736.
- Dyer, Jeffrey H., Prashant Kale & Harbir Singh (2001). "How to Make Strategic Alliances Work." *Sloan Management Review*, Summer, Vol. 42, No. 4, 37-43.
- Kale, Prashant, Jeffrey H. Dyer and Harbir Singh, (2001). "Value Creation and Success in Strategic Alliances: Alliancing Skills and the Role of Alliance Structure and Systems." *European Management Journal*, Vol. 17, 5, 463-471.
- Dyer, Jeffrey H. and Kentaro Nobeoka (2000). "Creating and Managing a High Performance Knowledge-Sharing Network: The Toyota Case." *Strategic Management Journal*, 21, 345-367.
- Dyer, Jeffrey H. and Wujin Chu (2000). "The Determinants of Trust in Supplier-Buyer Relations in the U.S., Japan, and Korea." *Journal of International Business Studies*, 31, 2 (second quarter): 259-285.
- Dyer, Jeffrey H. & Harbir Singh (1998). "The Relational View: Cooperative Strategy and Sources of Interorganizational Competitive Advantage." Lead article in: *Academy of Management Review*, Vol. 23, No. 4, 660-679.
- Dyer, Jeffrey H., Dong Sung Cho and Wujin Chu (1998). "Strategic Supplier Segmentation: The Next 'Best Practice' in Supply Chain Management." *California Management Review*, Vol. 40, No. 2, 57-77.
A shorter version of this paper was selected as a best paper from the 1996 Strategic Management Society meetings and was included in a volume of best papers entitled *Strategic Flexibility*, (Hamel, Prahalad, Thomas, & O'Neal, editors), London: John Wiley & Sons (1998).
- Dyer, Jeffrey H. (1997) "Effective Interfirm Collaboration: How Firms Minimize Transaction Costs and Maximize Transaction Value." *Strategic Management Journal*, Vol. 18:7, 535-556.

Dyer, Jeffrey H. (1996). "Does Governance Matter? Keiretsu Alliances and Asset Specificity as Sources of Japanese Competitive Advantage," *Organization Science*, 7, 6, 649-666.

Dyer, Jeffrey H. (1996). "How Chrysler Created an American Keiretsu," *Harvard Business Review*, July-August, 42-56.

Dyer, Jeffrey H. (1996). "Specialized Supplier Networks as a Source of Competitive Advantage: Evidence from the Auto Industry," *Strategic Management Journal*, Vol. 17, Issue 4, 271-292.

Dyer, Jeffrey H. (1994). "Dedicated Assets: Japan's Manufacturing Edge." *Harvard Business Review*, November-December, 174-178.

Dyer, Jeffrey H. & William G. Ouchi, (1993). "Japanese Style Partnerships: Giving Companies a Competitive Edge." *Sloan Management Review*, Volume 35, No. 1, Fall.

Dyer, William G. and Jeffrey H. Dyer, (1984) "The Future Organization: Implications from the M*A*S*H Generation." *Organizational Dynamics*, Summer Issue.

2. Books

Dyer, Jeffrey H., Hal. B. Gregersen, and Clayton M. Christensen (2011). *The Innovator's DNA*. Boston, MA: Harvard Business Review Press.

Dyer, William G., W. Gibb Dyer and Jeffrey H. Dyer, (2007). *Team Building: Proven Strategies for Improving Team Performance*. San Francisco: Jossey-Bass Publishers/A Wiley Company.

Dyer, Jeffrey H. (2000). *Collaborative Advantage: Winning through Extended Enterprise Supplier Networks*. New York: Oxford University Press. Awarded the *Shingo Prize* Research award.

3. Other Articles

Dyer, Jeffrey H. & B. Powell (2001). "Perspectives on the Determinants of Success in ATP-sponsored R&D Joint Ventures: The Views of Participants." In *The Advanced Technology Program*, C. Wessner (ed.), Washington D.C.: National Academy Press.

Dyer, Jeffrey H. & H. Singh (2000). "Using Alliances to Build Competitive Advantage in Emerging Technologies." In *Wharton on Managing Emerging Technologies*, G. Day and P. Shoemaker (eds), New York: John Wiley & Sons..

Dyer, Jeffrey H. (2000). "Examining Inter-firm Trust and Relationships in a Cross National Setting." In P. C. Earley & H. Singh (Editors), *Innovations in International and Cross-Cultural Management*. Thousand Oaks: Sage Publications.

Dyer, Jeffrey H. (with Pankaj Ghemawat) (2000). "The Coevolution of Auto Supply Chains: The U.S. and Japan." Case N9-700-062, Harvard Business School Press.

Dyer, Jeffrey H. & Harbir Singh (1999). "Response to Relational View Commentary." *Academy of Management Review*.

Dyer, Jeffrey H. (1998). "To Sue or Keiretsu: Partnering in the U.S. and Japan." In M. Fruin (editor), *Networks and Markets: Pacific Rim Investigations*. New York: Oxford University Press.

Dyer, Jeffrey H. (1998). "Supply Chain Management: The Value of Trust." Editorial Briefing with J. Landry in *Harvard Business Review*, January-February, 18-19.

Dyer, Jeffrey H. (1997). Book review of *Managing the Global Supply Chain* by Philip B. Schary and Tage Skjott-Larsen, *Journal of Economic Literature*, XXXV, Sept., 779-781.

Dyer, Jeffrey H. (1995). Book review of *Strategic Industrial Sourcing: The Japanese Advantage*, by Toshihiro Nishiguchi, *Administrative Science Quarterly*, Vol. 40, No. 1, pp. 184-187.

Dyer, Jeffrey H (with W.G. Dyer & W.G. Dyer Jr.) (1995). "Organizational Teambuilding: What companies say and what they do." In W.G. Dyer (ed.) *Teambuilding: Current Issues and New Alternatives*, 3rd Edition, Reading Massachusetts: Addison Wesley, pg. 7-18.

4. Articles in Progress

Bryce, D.J., J.H. Dyer & N. Furr. "Leaping to New Markets: The Performance Consequences of Core Strategic Change." Revise and resubmit at *Organization Science*.

Dyer, J.H., B. Powell, M. Sakakibara & A. Wang. "The Determinants of Success in R&D alliances."

Dyer, J.H., B. Powell, M. Sakakibara & A. Wang. "Competitor Collaborations: How and When they Work."

C. Presentations

Invited Presentations, Seminars, & Colloquia

Since 1993 I have received invitations to present my research and have given presentations at the following universities and organizations: The Wharton School, University of Pennsylvania, Harvard Business School, Stanford University, Northwestern University, UCLA, University of Michigan, Massachusetts Institute of Technology (both at the International Motor Vehicle Program and Lean Aircraft Initiative), New York University, INSEAD, IESE, London Business School, University of British Columbia, Ohio State University, Washington University, University of Utah, J.D. Power International Automotive Roundtable, Michigan Future Inc., and Brigham Young University.

D. Editorial Activities

1. I am or have been on the Editorial Review Boards at *Strategic Management Journal*, *Organization Science* and *Strategic Organization*.
2. Refereeing: *Academy of Management Journal*, *Academy of Management Review*, *Organization Science*, *Management Science*, *Strategic Management Journal*, *Administrative Science Quarterly*, *Sloan Management Review*, *California Management Review*, *The Journal of International Business Studies*, *Journal of Business Venturing* and *Journal of International Management*.

PROFESSIONAL ACTIVITIES

A. University Related Activities

1. *Department Chair, Organizational Leadership and Strategy (OB/HR and Strategy groups)*.
2. *Strategy Emphasis/Minor Program Director*. As the founder of the Marriott School's Business Strategy Emphasis /Minor (limited enrollment program), I serve as the program director, overseeing admissions and curriculum.
3. *BYU-Utah University Winter Strategy Program Co-Chair*. As the founder of the BYU-University of Utah Winter Strategy Conference I have been primarily responsible (with Bill Hesterly) for organizing the conference since its inception in 2000.

4. *Department Committees*: I've served on the Marriott School's Promotion and Tenure Committee, the International Committee, Dean's Search Committee, and the Executive Education Committee.

B. Professional Activities including Affiliations and Memberships

I am or have been a member of the Academy of Management, Strategic Management Society, and Association of International Business. I've also been a research fellow with the International Motor Vehicle Program at MIT. I served as Co-chair of the Academy of Management's BPS doctoral consortium in 2001 and 2002.

PERSONAL INFORMATION

Foreign experience for 2 years in Korea from 1978-1980.