



## Riitta Katila

Professor of Management Science and Engineering

 Curriculum Vitae available Online

### CONTACT INFORMATION

- **Administrator**

Roz Morf - Administrative Associate

**Email** rozm@stanford.edu

**Tel** (650) 723-4173

### Bio

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#### BIO

Riitta Katila is Professor of Management Science & Engineering and W.M. Keck Foundation Faculty Scholar at Stanford University, and a faculty member of the Stanford Technology Ventures Program. Her research is in the intersection of technology strategy and organizational learning. She is an expert on innovation, competition, and entrepreneurship in large firms.

Prof. Katila's research has received several international awards. She is Alfred P. Sloan Industry Studies Fellow and winner of the Schendel Prize by the Strategic Management Society in 2016. She was also recognized as the Top Young Strategy Scholar by the Strategic Management Society, an award that recognizes "exemplary scholarship that promises to have an impact on future strategic management practice...and will make fundamental contributions to the way we think about knowledge essential to achieving durable organizational success."

She received the Stephan M. Schrader Award for Outstanding Research in Technology and Innovation Management, the Thought Leader Award in Entrepreneurship, and the Best Symposium Award by the Organization and Management Theory Division of the Academy of Management. Her dissertation on industrial robotics firms and their innovation strategies using patents and new products received several recognitions, including the Best Dissertation Award from The Institute for Operations Research and the Management Sciences and was also recognized for its excellence by the Business Policy and Strategy (BPS) Division of the Academy of Management. Katila has served on the editorial review boards of Administrative Science Quarterly, Organization Science, Strategic Organization and the Strategic Management Journal, and was recently the Chair of the Technology and Innovation Management Division of the Academy of Management.

Katila studied engineering economics and information systems as an undergraduate, earned a Ph.D. in technology strategy at UT Austin on a Fulbright Scholarship, and received a Doctorate in Engineering from Helsinki University of Technology in Finland. In between, she worked at a management consultancy and in telecommunications. She is the recipient of the Eugene L. Grant Faculty Teaching Award at Stanford, and was honored by Aalto University's School of Science (former Helsinki University of Technology) as the Alumnus of the Year.

Please see <http://web.stanford.edu/~rkatila/lagunita/publications.html> for access to publications.

## ACADEMIC APPOINTMENTS

- Professor, Management Science and Engineering

## HONORS AND AWARDS

- Schendel Prize, Strategic Management Society
- President, Technology and Innovation Management Division, Academy of Management
- Industry Studies Fellow, Alfred P. Sloan Foundation
- Alumnus of the Year, Aalto University School of Science
- Top Strategy Scholar, "Emerging Scholar of the Year", Strategic Management Society
- Thought Leader Award, Entrepreneurship Division, Academy of Management
- Best Doctoral Dissertation, Technology and Innovation Management Division, Academy of Management
- Eugene L. Grant Faculty Teaching Award, Stanford University
- Best Doctoral Dissertation, Technology Management Section, INFORMS
- Best Symposium Award, Organization & Management Theory Division, Academy of Management
- Best Dissertation Finalist, Business Policy and Strategy Free Press Award, Academy of Management
- Best Student Paper, Technology and Innovation Management Division, Academy of Management
- Leadership Track, Technology and Innovation Management Division, Academy of Management
- W.M. Keck Foundation Faculty Scholar, Stanford University

## LINKS

- Personal website: <http://web.stanford.edu/~rkatila/lagunita/index.html>
- Research Software: <http://web.stanford.edu/~rkatila/lagunita/researchsoftware.html>
- Publications: <http://web.stanford.edu/~rkatila/lagunita/publications.html>

## Research & Scholarship

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### CURRENT RESEARCH AND SCHOLARLY INTERESTS

The question that drives Prof. Katila's research is how technology-based firms with significant resources can stay innovative. Her work lies at the intersection of the fields of technology, innovation, and strategy and focuses on strategies that enable organizations to discover, develop and commercialize technologies. She combines theory with longitudinal large-sample data (e.g., robotics, biomedical, multi-industry datasets), background fieldwork, and state-of-the-art quantitative methods. The ultimate objective is to understand what makes technology-based firms successful.

To answer this question, Prof. Katila conducts two interrelated streams of research. She studies (1) strategies that help firms leverage their existing resources (leverage stream), and (2) strategies through which firms can acquire new resources (acquisition stream) to create innovation. Her early contributions were firm centric while recent contributions focus on innovation in the context of competitive interaction.

Professor Katila's work has appeared in the Academy of Management Journal, Administrative Science Quarterly, Strategic Entrepreneurship Journal, Strategic Management Journal, Research Policy and other outlets. In her most recent work, supported by the National Science Foundation, Katila examines how firms create new products successfully. Focusing on the robotics and medical device industries, she investigates how different search approaches, such as the exploitation of existing knowledge and the exploration for new knowledge, influence the kinds of new products that technology-intensive firms introduce. Professor Katila has served on the

editorial boards of several leading journals including *Administrative Science Quarterly*, *Organization Science*, *Strategic Organization*, and the *Strategic Management Journal*.

## Teaching

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### COURSES

#### 2017-18

- Innovation and Strategic Change: MS&E 371 (Win)
- Innovation, Creativity, and Change: MS&E 175 (Win)
- Senior Project: MS&E 108 (Win)

#### 2016-17

- Innovation, Creativity, and Change: MS&E 175 (Win)
- Senior Project: MS&E 108 (Win)

#### 2015-16

- Innovation and Strategic Change: MS&E 371 (Win)
- Innovation, Creativity, and Change: MS&E 175 (Win)
- Senior Project: MS&E 108 (Win)

#### 2014-15

- Innovation, Creativity, and Change: MS&E 175 (Win)
- Senior Project: MS&E 108 (Win)

### STANFORD ADVISEES

#### Doctoral Dissertation Reader (AC)

Wesley Koo

#### Doctoral Dissertation Advisor (AC)

Jiang Bian

#### Master's Program Advisor

Jiabo Feng

#### Doctoral (Program)

Jason Rathje

## Publications

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### PUBLICATIONS

- **Is There a Doctor in the House? Expert Product Users, Organizational Roles, and Innovation.** *Academy of Management Journal*. In press.  
Katila, R., Thatchenkery, S., Christensen, M., Zenios, S.  
2017
- **Who takes you to the dance? How partners' institutional logics influence innovation in young firms.** *ADMINISTRATIVE SCIENCE QUARTERLY*  
Pahnke, E., Katila, R., Eisenhardt, K.  
2015; 60: 561-595
- **Evolving strategies for social innovation games** *Proceedings of the Conference on Genetics and Evolutionary Computation (GECCO)*  
Bahceci, E., Katila, R., Miikkulainen, R.

2015

- **HOW DO SOCIAL DEFENSES WORK? A RESOURCE-DEPENDENCE LENS ON TECHNOLOGY VENTURES, VENTURE CAPITAL INVESTORS, AND CORPORATE RELATIONSHIPS** *ACADEMY OF MANAGEMENT JOURNAL*  
Hallen, B. L., Katila, R., Rosenberger, J. D.  
2014; 57 (4): 1078-1101
- **“Distant Search” and “Local Search”** *Palgrave Encyclopedia of Strategic Management*  
Katila, R., Thatchenkery, S.  
2014
- **TOP MANAGEMENT ATTENTION TO INNOVATION: THE ROLE OF SEARCH SELECTION AND INTENSITY IN NEW PRODUCT INTRODUCTIONS** *ACADEMY OF MANAGEMENT JOURNAL*  
Li, Q., Maggitti, P. G., Smith, K. G., Tesluk, P. E., Katila, R.  
2013; 56 (3): 893-916
- **The complex search process of invention** *RESEARCH POLICY*  
Maggitti, P. G., Smith, K. G., Katila, R.  
2013; 42 (1): 90-100
- **Comparing novice and expert user inputs in early stage product design.** *Proceedings of the 5th International Congress of International Association of Societies of Design Research (IASDR), Tokyo, Japan*  
Shluzas, L., Sadler, J., Currano, R., Sanks, T., Steinert, M., Katila, R.  
2013
- **All the right moves: How entrepreneurial firms compete effectively** *STRATEGIC ENTREPRENEURSHIP JOURNAL*  
Katila, R., Chen, E. L., Piezunka, H.  
2012; 6 (2): 116-132
- **Sequences of competitive moves and effects on firm performance.** *ACADEMY OF MANAGEMENT BEST PAPER PROCEEDINGS*  
Thatchenkery, S., Katila, R., Chen, E.  
2012
- **Design Thinking Research – Understanding Innovation** *User-Centered Innovation for the Design and Development of Complex Products and Systems.*  
Shluzas, L., Steinert, M., Katila, R.  
edited by Plattner et al., H.  
2012: 135–149
- **LIFE IN THE FAST LANE: ORIGINS OF COMPETITIVE INTERACTION IN NEW VS. ESTABLISHED MARKETS** *STRATEGIC MANAGEMENT JOURNAL*  
Chen, E. L., Katila, R., McDonald, R., Eisenhardt, K. M.  
2010; 31 (13): 1527-1547
- **Effects of Search Timing on Innovation: The Value of Not Being in Sync with Rivals** *ADMINISTRATIVE SCIENCE QUARTERLY*  
Katila, R., Chen, E. L.  
2008; 53 (4): 593-625
- **Swimming with sharks: Technology ventures, defense mechanisms and corporate relationships** *ADMINISTRATIVE SCIENCE QUARTERLY*  
Katila, R., Rosenberger, J. D., Eisenhardt, K. M.  
2008; 53 (2): 295-332
- **Technology perspective on network resources.** *ACADEMY OF MANAGEMENT REVIEW*  
Katila, R.  
2008; 33: 550-553
- **Rival Interpretations of Balancing Exploration and Exploitation: Simultaneous or Sequential?** *Blackwell Handbook on Technology and Innovation Management*  
Chen, E., Katila, R.  
2008
- **Business Performance Measurement – Theory and Practice** *Measuring innovation performance.*

- Katila, R.  
edited by Neely, A.  
Cambridge, UK: Cambridge University Press.2007: 304–317
- **Never too early, never too late: Effects of search timing on product innovation.** *ACADEMY OF MANAGEMENT BEST PAPER PROCEEDINGS*  
Katila, R., Chen, E.  
2006
  - **When does lack of resources make new firms innovative?** *ACADEMY OF MANAGEMENT JOURNAL*  
Katila, R., Shane, S.  
2005; 48 (5): 814-829
  - **Where do resources come from? The role of idiosyncratic situations** *STRATEGIC MANAGEMENT JOURNAL*  
Ahuja, G., KATILA, R.  
2004; 25 (8-9): 887-907
  - **Exploiting technological opportunities: the timing of collaborations** *RESEARCH POLICY*  
KATILA, R., Mang, P. Y.  
2003; 32 (2): 317-332
  - **R&D collaboration – Timing is of the essence** *WIRTSCHAFTSPOLITISCHE BLATTER*  
Katila, R., Mang, P., Davis, J.  
2003; 3: 348-352
  - **Something old, something new: A longitudinal study of search behavior and new product introduction** *ACADEMY OF MANAGEMENT JOURNAL*  
KATILA, R., Ahuja, G.  
2002; 45 (6): 1183-1194
  - **New product search overtime: Past ideas in their prime?** *ACADEMY OF MANAGEMENT JOURNAL*  
Katila, R.  
2002; 45 (5): 995-1010
  - **Technological acquisitions and the innovation performance of acquiring firms: A longitudinal study.** *STRATEGIC MANAGEMENT JOURNAL*  
Ahuja, G., Katila, R.  
2001; 22: 197-220
  - **Business Performance Measurement – Theory and Practice** *Using patent data to measure innovation performance.*  
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edited by Neely, A.  
Cambridge, UK: Cambridge University Press..2001: 304–312
  - **Measuring innovation performance.** *International Journal of Business Performance Measurement*  
Katila, R.  
2000; 2: 180-193
  - **Interorganizational development activities: The likelihood and timing of contracts.** *ACADEMY OF MANAGEMENT BEST PAPER PROCEEDINGS*  
Katila, R., Mang, P.  
1999
  - **Distinguishing the roles of the external environment in organizational learning** *Southwest Academy of Management*  
Katila, R.  
1998: 206-210
  - **Using patent data to measure innovation performance.** *Proceedings of the International Conference on Performance Measurement*  
Katila, R.  
1998
  - **Distinguishing the roles of the external environment in organizational learning** *Southwest Academy of Management*  
Katila, R.  
1998

- **Technology strategies for growth and innovation: A study of biotechnology ventures.** *Frontiers of Entrepreneurship Research*  
Katila, R.  
Waltham, MA: Babson College.1997
- **Economic and sociological explanations in high technology environments – Issues for science and technology policy.** *International Association for Business and Society*  
Katila, R.  
1996