OLIVIER CHATAIN

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PERSONAL INFORMATION

Citizen of France, permanent resident of the United States.

EDUCATIONAL BACKGROUND

PhD in Management, INSEAD, Fontainebleau, 2007

- Thesis: "Capturing Value from Client Relationships: Theory and Evidence"

  Wiley Blackwell Outstanding Dissertation Award in Business Policy and Strategy, August 2008

- Committee: Peter Zemsky (Chair), Ron Adner, Javier Gimeno, Andrew Shipilov

MSc in Management, INSEAD, Fontainebleau, 2004

MA in Mathematical Economics and Econometrics, with Honors (Diplôme d'Études Approfondies, Économie Mathématique et Économétrie, Mention Bien), Université Paris I - Panthéon Sorbonne, 1999

Diplôme, École Supérieure des Sciences Économiques et Commerciales (ESSEC), Cergy-Pontoise, 1998

RESEARCH INTERESTS

Competitive strategy, Formal models applied to business strategy

ACADEMIC APPOINTMENTS

The Wharton School, University of Pennsylvania, Assistant Professor (2007-present)

RESEARCH AND PUBLICATIONS

A. Articles Published and Forthcoming in Refereed Journals

[1] Chatain, Olivier "How Do Strategic Factor Markets Respond to Rivalry in the Product Market?" Forthcoming, Strategic Management Journal (Accepted August 2013).

[2] Chatain, Olivier and Peter Zemsky "Value Creation and Value Capture with Frictions" 2011, Strategic Management Journal, 32 (11), 1206–1231.

[3] Chatain, Olivier "Value Creation, Competition and Performance in Buyer-Supplier Relationships" 2011, Strategic Management Journal, 32 (1), 76–102.

- *5th most accessed paper at Strategic Management Journal as of March 1, 2013.*

[4] Capron, Laurence and Olivier Chatain "Competitors' Resource-Oriented Strategies: Acting upon Competitors' Resources through Interventions in Factor Markets and Political Markets" 2008 Academy of Management Review, 33 (1) 97-121.

[5] Chatain, Olivier and Peter Zemsky "The Horizontal Scope of the Firm: Organizational Tradeoffs versus Buyer-Supplier Relationships" 2007 Management Science, 53 (4) 550-565.

B. Papers in the Review Process

[6] Chatain, Olivier "Estimating Value Creation from Revealed Preferences: Application to Value-Based Strategy." *Invited for resubmission at Strategic Management Journal.*

- *Nominated for SMS Best Conference Paper Prize, 33rd SMS Conference, 2013 (top 10 papers)*

[7] Chatain, Olivier and Philipp Meyer-Doyle "Deploying Individual-Level Resources under Constraints: Evidence from the UK M&A Legal Advisory Market" *Invited for resubmission at Strategic Management Journal.*

C. Book Chapter

[8] Cooperative and Non-Cooperative Game Theory. The Palgrave Encyclopedia of Strategic Management, David Teece and Mie Augier (eds.)

D. Articles Published in Refereed Conference Proceedings

Chatain, Olivier and Peter Zemsky "Frictions, Rivalry, and the Emergence of Heterogeneity" 2009 Academy of Management Proceedings, 69th Academy of Management Annual Meeting, Chicago, IL.

Glueck Best Paper Award, Business Policy and Strategy Division, Academy of Management, August 2009 (Best paper of 741 submitted to the Business Policy and Strategy Division). Earlier version of [2].

Chatain, Olivier "Extracting Value from Client Relationships: Expertise and Cross-Selling in the UK Legal Market" 2007 Academy of Management Proceedings, 67th Academy of Management Annual Meeting, Philadelphia, PA.

Best Doctoral Student Paper, Business Policy and Strategy Division, Academy of Management, August 2007. Earlier version of [3].

E. Early Stage Projects

Chatain, Olivier and Alon Eizenberg "Value Creation and Paychecks: An Empirical Analysis." *Data analysis stage.*

Chatain, Olivier and Evan Rawley "Asset Sales and Value Capture in Corporate Bankruptcies." *Data collection stage.*

Chatain, Olivier and Rahul Kapoor "Competition between Ecosystems." *Conceptual development stage.*

F. Invited Presentations

Chatain, Olivier "How Do Strategic Factor Markets Respond to Rivalry in the Product Market?"

- NYU-Stern Applied game theory workshop, February 1, 2013
- Duke Strategy Conference (by invitation), October 17, 2012

Chatain, Olivier and Philip Meyer, "How do Firms Match their Capabilities to Projects? Evidence from M&A Legal Advisors"

- City University London, Cass Business School, June 13, 2013
- Temple University, Fox Business School, September 21, 2011

Chatain, Olivier "The Benefits of Breadth in Buyer-Supplier Relationships: A Revealed Preference Analysis" (also under title: "Where Do Benefits from Scope Come From? A Revealed Preference Analysis"

- Columbia Business School, Management Seminar, March 22, 2011
- Harvard Business School, Strategy Unit Seminar, October 27, 2010

Chatain, Olivier "Changes in Competition among UK Law Firms" ESRC Seminar Series on the challenge of change in contemporary professional service firms.

- Cass Business School, City University London, January 2010.

Chatain, Olivier and Peter Zemsky "Value Creation and Value Capture with Frictions" [also under titles "Value-Based Strategies with Frictions" and "Frictions, Rivalry and the Emergence of Heterogeneity", Presentations by co-author Peter Zemsky].

- London Business School, February 2009
- University of Maryland, May 2009
- Harvard Business School, May 2009

Chatain, Olivier "The Competitive Impact of Supplier Expertise and Client-Based Economies of Scope: Evidence from the UK Legal Market".

- EM-Lyon, Strategy and Organisation Department, December 2006
- Singapore Management University, Lee Kong Chian School of Business, Management Department, January 2007
- National University of Singapore, School of Business, Department of Business Policy, January 2007
- ESSEC, Cergy-Pontoise, Management Department, January 2007
- London Business School, Strategy and International Management Department, January 2007
- HEC Paris, Strategy and Business Policy Department, January 2007
- University of Pennsylvania, Wharton School, Management Department, January 2007
- University of Michigan, Ross School of Business, Strategy Department, January 2007
- IESE, General Management Department, February 2007
- University of North Carolina-Chapel Hill, Kenan Flagler School of Business, Strategy Department, February 2007
- Emory University, Atlanta, Goizueta School of Business, Organization and Management Department, February 2007
- Southern Methodist University, Cox School of Business, Strategy and Entrepreneurship Department, February, 2007

Chatain, Olivier and Peter Zemsky, "Buyer-Supplier Relationships and the Horizontal Scope of the Firm".

- Séminaire d'Économie Industrielle (École Polytechnique, Université Paris I, Paris Sciences Économiques, ENPC-Laboratoire d'Économie Industrielle), Paris, November 2005

G. Academic Conference Presentations

- Olivier Chatain, "Estimating Value Creation from Revealed Preferences: Application to Value-Based Strategy, " 10th Atlanta Competitive Advantage Conference, Atlanta, GA, 21-23 May 2013.

- Olivier Chatain, and Philip Meyer, "Deploying individual-level resources under constraints: Evidence from UK M&A legal advisory firms," 72nd Academy of Management Annual Meeting August 2012 (BPS), Boston, MA, USA.

- Olivier Chatain, "The Supply of Strategic Factors: Competitive Externalities and Resource Development" 9th Atlanta Competitive Advantage Conference, Atlanta, GA, 15-17 May 2012. Strategy Research Forum, 2012, Charleston, SC.

- Olivier Chatain, "Develop to Sell: How the Supply of Strategic Resources Responds to Product Market Competition" CRES Conference on the Foundations of Strategy, Olin School of Business, Washington U., St Louis MO, 13-14 May 2011.

- Olivier Chatain, and Philip Meyer, "How do firms match their capabilities to projects? Evidence from M&A legal advisors". Strategic Management Society Conference November 2011; Miami, FL, USA (presented by co-author); 71st Academy of Management Annual Meeting August 2011 (BPS); San Antonio, TX, USA, (presented by co-author)

- Chatain, Olivier "Where Do Client-Specific Scope Economies Come From? A Revealed Preference Analysis", Harvard Business School Strategy Research Conference, November 6-7, 2009; Strategic Research Forum, Iceland, 28-30 May 2010; 7th Atlanta Competitive Advantage Conference,

Atlanta, GA, 18-20 May 2010; 70th Academy of Management Annual Meeting,Montreal, Canada, August 6-10, 2010.

- Chatain, Olivier and Peter Zemsky "Value Creation and Value Capture with Frictions" [under titles "Value-Based Strategies with Frictions" and "Frictions, Rivalry and the Emergence of Heterogeneity"] CRES Conference on the Foundations of Strategy, Olin School of Business, Washington U., St Louis MO, 8-9 May 2009; 6th Atlanta Competitive Advantage Conference, Atlanta, GA, 19-21 May 2009; 69th Academy of Management Annual Meeting, Chicago, IL, August 7-11, 2009
- Chatain, Olivier "Extracting Value from Client Relationships: Expertise and Cross-Selling in the UK Legal Market", 67th Academy of Management Annual Meeting, Philadelphia, PA, August 3-8, 2007
- Chatain, Olivier "The Competitive Impact of Supplier Expertise and Client-Based Economies of Scope: Evidence from the UK Legal Market", 26th Conference of the Strategic Management Society, Vienna, Austria, October 29-November 1, 2006; 3rd Atlanta Competitive Advantage Conference, Atlanta, GA, June 15-17, 2006; Clifford Chance Conference on Professional Service Firms, Barcelona, Spain, June 12-13, 2006; 25th Conference of the Strategic Management Society Conference, Orlando, FL, October 23-26, 2005
- Chatain, Olivier and Peter Zemsky, "Buyer-Supplier Relationships and the Horizontal Scope of the Firm", 66th Academy of Management Annual Meeting, Atlanta, USA, August 11-16, 2006; 2nd Atlanta Competitive Advantage Conference, Atlanta, GA, June 23-25, 2005
- Chatain, Olivier, "Competition and Cooperation in the UK Legal Market", EGOS Colloquium, Bergen, Norway, July 6-8, 2006
- Capron, Laurence and Olivier Chatain "Acting upon Competitors' Resources through Strategic Actions in Factor Markets and Political Markets", 65th Meeting of the Academy of Management, Honolulu, HI, August 5-10, 2005
- Chatain, Olivier "Getting the Fundamentals Right: Relating Competitive Advantage to Competition", 1st Atlanta Competitive Advantage Conference, Emory University, Atlanta, GA, June 18-20, 2003
- Capron, Laurence and Olivier Chatain "Shaping the Competitive Landscape: Preemption on Strategic Factors", 23rd Conference of the Strategic Management Society, Baltimore, November 9-12, 2003
- Capron, Laurence and Olivier Chatain "Creating Resource Heterogeneity: Preemption in Strategic Factor Markets", 63rd Meeting of the Academy of Management, BPS Division, Seattle, August 1-6, 2003

TEACHING

The Wharton School, University of Pennsylvania

- Competitive Strategy (MGMT 654), MBA Core Course (2007-2011)
- Business Strategy and Policy (MGMT 223), Undergraduate Elective (2008-present)
- Topics in Strategy Research (MGMT 932), PhD Course (2013)
- Independent Study supervision (MBA students, 3 independent studies)

PROFESSIONAL ACTIVITIES

A. Wharton Activities

- Member, PhD Departmental Committee (2012-)
- Dissertation committee member for Philipp Meyer-Doyle (graduated: 2012; placement: INSEAD)
- Member, Department Head Selection Committee (2010)
- Coordinator, Management Department Strategy Seminar Series (2008-2009)
- Member, Management Department Seminar Organization Committee (2009-2012)
- Taught session for the Business Languages Faculty Group of University of Pennsylvania's Lauder Institute in March 2008, February 2009 and October 2010.
- Interviewed for Knowledge@Wharton story "Legal Strategy 101: It's Time for Law Firms to Re-think Their Business Model", April 29, 2009
- Featured in Knowledge@Wharton story "How a Little 'Friction' Can Change a Competitive Landscape" and video interview on working paper "Value Creation and Value Capture with Frictions" (co-authored with Peter Zemsky, see section Working Papers above), July 22, 2009; Spanish translation on AméricaEconomía's website .

B. Academic Community Activities

- Editorial board member, Strategic Management Journal (2010-)
- Member, Research Committee of the Business Policy and Strategy (BPS) Division of the Academy of Management (2008-2010)
- Co-Organizer (with Tunji Adegbesan and Ilgaz Arikan), Professional Development Workshop on Strategic Factor Markets, Academy of Management Meetings, Philadelphia, PA, 2008
- Chair and Organizer, BPS Managing Your Dissertation Workshop, Academy of Management Meetings, Chicago, IL, 2009
- Session chair and discussant, Academy of Management Meetings (various years)
- Reviewer for the INFORMS best dissertation proposal competition (2008)
- Reviewer for the BPS Division, Academy of Management (2003-2010)

C. Academic Journal Reviewing

- Academy of Management Journal
- Academy of Management Review
- Administrative Science Quarterly
- European Management Review
- Industrial and Corporate Change
- Organization Science
- Management Science
- Strategic Management Journal (Editorial board member, 2010-)

D. Professional Affiliations and Membership

- Academy of Management, BPS and OMT divisions
- American Economic Association
- INFORMS
- Strategic Management Society

AWARDS, GRANTS AND OTHER HONORS

A. Awards

- Glueck Best Paper Award, Academy of Management, BPS Division, August 2009, for "Frictions, Rivalry and the Emergence of Heterogeneity", co-authored with Peter Zemsky (Best paper submission to the BPS Division, out of 741)
- Wiley Blackwell Outstanding Dissertation Award in Business Policy and Strategy, Academy of Management, BPS Division, August 2008
- The Robert J. Litschert Best Doctoral Student Paper, Academy of Management, BPS Division, for "Extracting Value from Client Relationships: Expertise and Cross-Selling in the UK Legal Market", August 2007

B. Grants

- Mack Center for Innovation for project on matching of buyers and suppliers (2009, $6,500)
- Mack Center for Structural Estimation of Matching of Buyers and Suppliers (2010, $6,000)
- Wharton Global Initiative for Allocation of Resources to Tasks (2010, $6,000)
- Dean's Research Fund (2012, $6,000)
- Wharton-INSEAD Alliance for projects on mobility of personnel and formal models in strategy

C. Other Honors

- Who's Who in France (2013-)
- BPS Consortium, Atlanta, GA, August 2006
- CCC Doctoral Conference, Lausanne, Switzerland, May 2006
- Runner-Up, Booz Allen Hamilton/SMS PhD Fellowship, Strategic Management Society, 2005
- Outstanding Reviewer Award, BPS Division, Academy of Management BPS division 2003, 2004
- Fellow, Booz Allen Hamilton/SMS PhD Fellowship, Strategic Management Society, 2003
- INSEAD PhD Scholarship

OTHER PROFESSIONAL EXPERIENCES

Roland Berger Strategy Consultants, Paris, 1999-2001. Junior Consultant, Consultant. Strategy projects in the aerospace and defense industry

National service with SOS Attentats (NGO supporting victims of terrorist attacks), Paris, 1998

Internships with Ernst & Young (Audit) and Société Générale (M&A in the media industry), 1997

PERSONAL

- Married
- Two children, born 1/2011 (twins)