

TIMO SOHL

Universitat Pompeu Fabra (UPF)
Department of Economics and Business
UPF Barcelona School of Management (UPF-BSM)
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Last update: 05/2022

ACADEMIC APPOINTMENTS

Universitat Pompeu Fabra, Spain

Assistant Professor of Strategy, Department of Economics and Business, 2015–present
Academic Director, Entrepreneurship track (MSc in Management), UPF-BSM, 2018–present
Affiliated Professor, UPF Barcelona School of Management, 2018–present
Affiliated Professor, Barcelona School of Economics, 2015–present

PREVIOUS APPOINTMENTS

IESE Business School, Spain

Postdoctoral Fellow, Strategic Management Department, 2012–2014

EDUCATION

University of St. Gallen, Switzerland

Ph.D. in Management, 2012

University of Heidelberg, Germany

Diplom-Volkswirt (equiv. to MSc in Economics), 2007

VISITING POSITIONS

UPF, Spain

Visiting Professor, 2014–2015

Texas A&M University, USA

Visiting Postdoctoral Fellow, Fall 2013

IESE Business School, Spain

Visiting Ph.D. Student, 2011

RESEARCH AND TEACHING INTERESTS

- Corporate Strategy; Diversification; Market Entry & Exit; Resource Allocation & Redeployment
- Business Model Innovation; Digitalization; Organizational Founding & Scalability
- Corporate Renewal; Sustainability

RESEARCH

A. Publications

Sohl, T., McCann, B.T., & Vroom, G. 2022. Business model diversification: Demand relatedness, entry sequencing, and curvilinearity in the diversification-performance relationship. Forthcoming in *Long Range Planning*: 102215.

Sohl, T., & Folta, T.B. 2021. Market exit and the potential for resource redeployment: Evidence from the global retail sector. *Strategic Management Journal*, 42(12): 2273–2293.

- 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): 391–412.

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.

- Recognized by Wiley as a top cited article 2020-2021 in SEJ.
- 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.

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.

B. Working Papers

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

The transmission of economic shocks in multi-divisional firms: Horizontal, vertical, and external dimensions of resource allocation (with B.T. McCann & G. Vroom)

- Winner of the Corporate Strategy IG Best Paper Award, SMS Annual Conference 2020.
- Nominated for the Best Paper Prize, SMS Annual Conference 2020.

How does the entrepreneurial choice of business model type affect the scalability of multiunit organizations?

Parent shocks and subsidiary exit: The moderating role of resource relatedness (with B.T. McCann & G. Vroom)

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

Antecedents of market exit decisions by digital platforms: Cross-country evidence from online selling sites

C. Conference Proceedings

Disruptive business model integration: Implications for the established business. *Academy of Management Best Paper Proceedings*, 2017 (with M. Epure).

Business model diversification, resource relatedness, and firm performance. *Academy of Management Best Paper Proceedings*, 2014 (with G. Vroom).

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

D. Books and Policy Reports

Foreign direct investment in Barcelona: A city focused on growth. *Barcelona City Council: Area of Economy, Enterprise, and Employment* (24 pages) 2014 (with V. Burguete & L. Torrens).

Der Schweizer Online-Handel: Internetnutzung Schweiz 2009. IMH (84 pages) 2009, ISBN 978-3-9523531-0-3 (with T. Rudolph & O. Emrich).

E. Book Chapters

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

Welche Innovationspfade führen zum Erfolg? In *Mit Innovationen wachsen*, Rudolph, T. (ed.). Shaker: 107–114, 2010 (with T. Rudolph).

Wie ist die Akzeptanz von Serviceinnovationen? In *Mit Innovationen wachsen*, Rudolph, T. (ed.). Shaker: 85–97, 2010 (with T. Rudolph, J. Hödl, & J. Bauer).

Schweiz - Ruhestörung oder viel Lärm um nichts? In *Discount Forever*, Bosshart, D., & Kühne, M. (eds.). Gottlieb Duttweiler Institute: 33–38, 2008 (with T. Rudolph & N. Meise).

Der Markteintritt von Lidl in den Schweizer Lebensmitteldetailhandel: Expertenmeinungen über potenzielle Auswirkungen auf die Branchenstruktur. In *Der Schweizer Handel*, Rudolph, T. (ed.). HSG: 232–256, 2008 (with T. Rudolph & L. Nagengast).

F. Practitioner Publications

La diversificación de los modelos de negocio: cómo lograr que múltiples modelos funcionen en su empresa. *Harvard Deusto Business Review*, 298: 34–44, 2019 (with G. Vroom & B.T. McCann).

Kaufverhaltensänderungen erkennen. *marke41*, 2: 26–29, 2010 (with T. Rudolph).

Schweizer mögen Self-Scanning. *rt-retail technology*, (2), 31, 2010 (with T. Rudolph & J. Hödl).

Kundensegmentierung im Handel: Kaufmotive erkennen und nutzen. *Marketing Review St. Gallen*, 26(4): 34–39, 2009 (with T. Rudolph & T. Wagner).

Development and deployment of brand protection strategies for China. *Marketing Review St. Gallen*, 26(2): 30–34, 2009 (with W. Saueressig).

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
- 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
- 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 Award based on a Doctoral Dissertation, Finalist, European Marketing Academy Conference
- 2011 Best Paper Proceedings of the Academy of Management Annual Meeting, Strategic Management Division

GRANTS AND FELLOWSHIPS

- 2021–2023 Grant of the Spanish Ministry of Economy and Competitiveness (PID2020-115660GB-I00), member of research team (70,761 €)
- 2018–2020 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2017-85763), member of research team (49,610 €)
- 2015–2017 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2014-57131), member of research team (70,180 €)
- 2013–2015 Grant of the Spanish Ministry of Economy and Competitiveness (ECO2012-38134), member of work team (43,875 €)
- 2012–2013 Swiss National Science Foundation Full-Time Postdoc Mobility Fellowship (PBSGP1-143727), individual grant (38,250 €)
- 2011 Swiss National Science Foundation Full-Time Ph.D. Mobility Fellowship, (PBSGP1-135422), individual grant (35,210 €)

CONFERENCE AND SEMINAR PRESENTATIONS

- 2022 Academy of Management Annual Meeting, Seattle (scheduled)
UPF Barcelona School of Management (internal seminar, planned)
Universitat de Barcelona, iarma (keynote speaker)
- 2021 Academy of Management Virtual Annual Meeting
Strategic Management Society Virtual Annual Conference
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 Society Annual Conference, Minneapolis¹
Columbia Business School, SMR Special Conference, NYC
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, Philadelphia¹
Strategic Management Society Special Conference, Oslo¹
Internal UPF Management Breakfast Seminar
- 2017 Academy of Management Annual Meeting, Atlanta
STR Junior Faculty Consortium, Atlanta
ETH Zurich, AMD Paper Development Workshop
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, Vancouver¹
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)
 AMA Summer Academic Conference (San Francisco)
 STR Dissertation Consortium and IM Doctoral Consortium
 IESE Business School (invited seminar)

(¹indicates presented by co-author)

TEACHING EXPERIENCE

UPF Barcelona School of Management (graduate)

- Strategy & Entrepreneurship, 2018–present
- Research topics in Strategy, 2018–present
- Master thesis supervising, 2018–present (supervised students who won the best Master thesis award in the MSc in Management program in the years 2018/19 and 2020/21)

UPF Department of Economics and Business (undergraduate)

- Strategic Management I, 2019–present
- Strategic Management II, 2012–2015
- Business Economics I, 2014–2016
- Business Economics II, 2015–2019
- Economic Organizations and Markets, 2018
- Final year project advising, 2015–2017

University of St. Gallen (graduate and undergraduate)

- Presenter at Executive Workshops & Industry Congresses, 2008–2012
- Bachelor and Master thesis supervising, 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, Marketing & IP Protection Intern, 2007

SAP AG, Germany, Finance & Accounting Intern, 2007

National Model United Nations, USA, Student delegate, 2006

Robert Bosch GmbH, Germany, Marketing Intern, 2005

Robert Bosch Co. Ltd. Hong Kong, China, Marketing Intern, 2004–2005

Child and Youth Care Center, Germany, Community service, 2000–2001

ACADEMIC SERVICES

A. Ad-hoc reviewer

- Journals
 - *Strategic Management Journal*
 - *Organization Science*
 - *Academy of Management Discoveries*
 - *Industrial and Corporate Change*
 - *Journal of International Management*
 - *Journal of Management Studies*
 - *Journal of the Academy of Marketing Science*
 - *Long Range Planning*
 - *Strategic Organization*
 - *Technovation*
- Conferences
 - Academy of Management (AOM) Annual Meetings (Strategic Management Division)
 - Strategic Management Society (SMS) Annual and Special Conferences (Corporate Strategy 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, 2022)
 - Best Paper Prize Competition at the SMS Frankfurt Special Conference (2019)
- Funding agencies
 - Spanish State Research Agency (AEI), since 2018
 - National Research, Development and Innovation Office of Hungary, 2016–2017

B. Conference and seminar organization

- Co-organizer of the panel symposium on “Resource redeployment: advances, challenges, and future research”, AOM annual meeting 2022, Seattle (scheduled)
- Co-organizer of the UPF Management Seminar series (Strategy/Entrepreneurship area), 2017–2021

C. Session chair

- AOM Annual Meeting Sessions
 - Resources and diversification, 2022 (scheduled)
 - Business models and strategic renewal, 2018
 - Business model innovation: conceptual, theoretic, and quantitative approaches, 2017
 - Business model innovation, 2013
 - IM scholarship, methods, and data, 2012
- SMS Annual Conference Sessions
 - Organizational adaptation and change, 2021
 - Business models, intra-firm structure, and performance, 2014
 - Track assistant of the Competitive Strategy IG, 2011

D. Other services

Academic director 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

SELECTED FEATURED WORK

“Market exit: Divestment or redeployment?”, *SMS blog*, *PhysOrg*, *ScienMag*, *EurekAlert*, *4State News* (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)