

**COOPETITION STRATEGY RESUME – OCTOBER 2013**  
**GIOVANNI BATTISTA DAGNINO**

Web site 1: [www.co-opetition.net](http://www.co-opetition.net)

Web site 2: [coopetitionworld.wordpress.com](http://coopetitionworld.wordpress.com)

**INTERNATIONAL VENUES ON COOPETITION STRATEGY**

**European Institute for Advanced Studies in Management  
EIASM Workshop Series on Coopetition Strategy**

**PREVIOUS**

1. Inaugural EIASM Workshop on *Coopetition Strategy: Towards a New Kind of Interfirm Dynamics?*  
University of Catania, Italy, September 16-17, 2004

Chair: Giovanni Battista Dagnino

Distinguished Speakers: Yves Doz (INSEAD), Andrea Cuomo (STMicroelectronics)

Web site: [www.eiasm.org/frontoffice/event\\_announcement.asp?event\\_id=336](http://www.eiasm.org/frontoffice/event_announcement.asp?event_id=336)

2. Second EIASM Workshop on *Coopetition Strategy*

SDA Bocconi School of Management of Milan, Italy, September 14-15, 2006

Chairs: Sandro Castaldo, Giovanni Battista Dagnino and Gianmario Verona

Distinguished Speaker: Barry Nalebuff (Yale)

Web site: [www.eiasm.org/frontoffice/event\\_announcement.asp?event\\_id=433](http://www.eiasm.org/frontoffice/event_announcement.asp?event_id=433)

3. Third EIASM Workshop on *Coopetition Strategy – Stretching the Boundaries of Coopetition*

University Carlos III, Madrid, Spain, February 7-8, 2008

Chairs: Daniela Baglieri, Giovanni Battista Dagnino, Marco Giarratana and Isabel Gutierrez

Distinguished Speakers: Javier Gimeno (INSEAD), Mike Hitt (Texas A&M), David Hsu (Wharton), Joan Enric Ricart (IESE)

Web site: [www.eiasm.org/frontoffice/event\\_announcement.asp?event\\_id=530](http://www.eiasm.org/frontoffice/event_announcement.asp?event_id=530)

4. Fourth EIASM Workshop on *Coopetition Strategy – Coopetition and Innovation*

University of Montpellier South of France and GSCM Montpellier Business School

Montpellier, France, June 17-18, 2010

Chairs: Giovanni Battista Dagnino, Frédéric Le Roy and Saïd Yami

Distinguished Speakers: Maria Bengtsson (UMEA), Pierre Dussauge (HEC Paris), Devi Gnyawali (Virginia Tech)

Web site: [www.eiasm.org/frontoffice/event\\_announcement.asp?event\\_id=671](http://www.eiasm.org/frontoffice/event_announcement.asp?event_id=671)

5. Fifth EIASM Workshop on *Coopetition and Value Networks*

University of Economics Katowice

Katowice, Poland, September 13-14, 2012

Distinguished Speakers: Soren Kock (Hanken), Devi Gnyawali (Virginia Tech)

Chairs: Wojciech Czakon, Giovanni Battista Dagnino and Frédéric Le Roy

Web site: [www.eiasm.org/frontoffice/event\\_announcement.asp?event\\_id=764](http://www.eiasm.org/frontoffice/event_announcement.asp?event_id=764)

**FORTHCOMING**

6. Sixth EIASM Workshop on *Coopetition Strategy*

University of Umea

Umea, Sweden: May 22-23, 2014

Chairs: Wojciech Czakon, Giovanni Battista Dagnino and Frédéric Le Roy

Scientific Committee: Maria Bengtsson (Umeå), Håkan Boter (Umeå), Sören Kock (Hanken) and Pavo Ritala (Lappeenranta)

Distinguished Speaker: Eero Vaara

Web site: [www.eiasm.org/frontoffice/event\\_announcement.asp?event\\_id=988](http://www.eiasm.org/frontoffice/event_announcement.asp?event_id=988)

**European Academy of Management Tracks within EURAM Annual Conferences**

7. Second EURAM Conference, Stockholm School of Entrepreneurship, Stockholm, May 2002

Track on *Coopetition Strategy: Towards a New Kind of Interfirm Dynamics?*

Chair: Giovanni Battista Dagnino and Giovanna Padula

8. Seventh EURAM Conference, HEC, Paris 16-19 May, 2007

Track on *Coopetition Strategy: The Paradoxical Management of Interdependences*

Chairs: Sandro Castaldo, Giovanni Battista Dagnino, Frédéric Le Roy, Gianmario Verona and Saïd Yami

Web site: [www.euram2007.org/UserFiles/File/tracks%202007/Track%2010.pdf](http://www.euram2007.org/UserFiles/File/tracks%202007/Track%2010.pdf)

9. Thirteenth EURAM Conference, Galatasaray University, Istanbul: 26-29 June, 2013  
Sub-Track on *Coopetition strategies: Exploring new borders*  
Chairs: Wojciech Czakon, Giovanni Battista Dagnino, Anne Sophie Fernandez, Frédéric Le Roi, and Saïd Yami  
Web site: [www.euram2013.com/r/default.asp?id=FHEHFI](http://www.euram2013.com/r/default.asp?id=FHEHFI)

### **Academy of Management Professional Development Workshop**

10. *Coopetition Strategy: Current Issues and Future Research Directions*  
Chicago, IL, August 8, 2009  
Organizers: Giovanni Battista Dagnino and Devi Gnyawali  
Distinguished Speakers: Ming-Jer Chen (Darden), Yves Doz (INSEAD), Wally Ferrier (Kentucky), Mike Hitt (Texas A&M), and Ravi Madhavan (Pittsburgh)  
Web site: [program.aomonline.org/2009/Session\\_Details.asp?print=true&SubmissionID=10371](http://program.aomonline.org/2009/Session_Details.asp?print=true&SubmissionID=10371)

11. *Coopetition Research: Moving Beyond the Methaphor*  
73rd Academy of Management Meeting, Lake Buena Vista, FL: August: 9-13, 2013  
Sponsoring Divisions: BPS, TIM, IM  
Saturday, Aug 10 2013 9:00AM-11:30AM  
Organizer: Manish Srivastava, Michigan Technological U.  
Presenters: Giovanni Battista Dagnino (Catania), Javier Gimeno (INSEAD), Devi Gnyawali (Virginia Tech), Dovev Lavie (Technion), Ravi Madhavan (Pittsburgh), and Maria Bengtsson (Umea)  
Web site: [program.aom.org/2013/submission.asp?mode=ShowSession&SessionID=805](http://program.aom.org/2013/submission.asp?mode=ShowSession&SessionID=805)

### **Strategic Management Society SMS 30th Anniversary International Conference Rome, September 12-15 2010**

Program Co-chair: Giovanni Battista Dagnino  
Session Organizers: Devi Gnyawali and Elena Rocco

12. Panel 1 on *Coopetition Tension: Emerging Conceptual Issues*  
Web site: [rome.strategicmanagement.net/tools/schedule/sessionDetails?id=100](http://rome.strategicmanagement.net/tools/schedule/sessionDetails?id=100)

13. Panel 2 on *Diverse Perspectives on Understanding and Managing Coopetition Tension*  
Web site: [rome.strategicmanagement.net/tools/schedule/sessionDetails?id=101](http://rome.strategicmanagement.net/tools/schedule/sessionDetails?id=101)

### **SMS 31st International Conference Miami, FL, November 8, 2011**

14. Showcase Symposium: *From Cooperation and Competition to Coopetition Strategy*  
Organizers: Giovanni Battista Dagnino and Luiz Mesquita  
Speakers: Bob Hoskisson (moderator), Giovanni Battista Dagnino, Wally Ferrier, Devi Gnyawali and Luiz Mesquita  
Web site: [miami.strategicmanagement.net/tools/schedule/sessionDetails?id=300](http://miami.strategicmanagement.net/tools/schedule/sessionDetails?id=300)

### **International Conference on Information Processing and Management of Uncertainty in Knowledge Based Systems - Catania, Italy, July 9-13, 2012**

15. Session: *Coopetition Strategy*  
Organizer/Chair: David Carfi and Giovanni Battista Dagnino  
Participants: David (UC Riverside), Daniela Baglieri (Messina), Giovanni Battista Dagnino (Catania), Mahito Okura (Nagasaki) and Daniele Schilirò (Messina)

### **BOOKS ON COOPETITION STRATEGY**

#### **1. *Coopetition Strategy: Theory, Experiments and Cases***

Editors: Giovanni Battista Dagnino and Elena Rocco  
Series: Routledge Studies in Global Competition  
Published: July 7, 2009 (Paperback, September 2011)  
Web site: [www.routledgebusiness.com/books/Coopetition-Strategy-isbn9780415438988](http://www.routledgebusiness.com/books/Coopetition-Strategy-isbn9780415438988)

#### **2. *Coopetition: Winning Strategies for the 21st Century***

Editors: Sandro Castaldo, Giovanni Battista Dagnino, Frédéric Le Roy and Saïd Yami  
Publisher: Edward Elgar  
Published: June 2010  
Web site: [www.e-elgar.co.uk/Bookentry\\_contents.lasso?id=13418](http://www.e-elgar.co.uk/Bookentry_contents.lasso?id=13418)

## CONFERENCE PRESENTATIONS ON COOPETITION STRATEGY

1. Minà, A., Dagnino, G.B., and Dunbar, R. (2013).  
"Coopetition as an Emergent Construct: Identifying a Reification Process through a Bibliometric Analysis"  
Presented at the **Thirteenth EURAM Conference**, Galatasaray University, Istanbul: 26-29 June 2013  
Presented at the **Seventh Annual Mid-Atlantic Strategy Colloquium and Doctoral Workshop**,  
Virginia Tech, Blacksburg, VA: February 15-16 2013
2. Minà, A., Dagnino, G.B., Dunbar R.L.M. (2013).  
"Conceptualizing Coopetition Strategy as Management Innovation"  
Presented at the **Thirteenth EURAM Conference**, Galatasaray University, Istanbul: 26-29 June 2013
3. Minà, A., Dagnino, G.B., and Dunbar, R. (2012).  
"Coopetition as an Emergent Construct: Identifying a Reification Process through a Bibliometric Analysis"  
Presented at the **Fifth EIASM International Workshop "Coopetition and Value Networks"**.  
University of Economics in Katowice. Katowice: September 13-14
4. Minà, A., and Dagnino, G.B. (2012).  
"What is the Origin of Coopetition Strategy, Really? An Inductive Analysis and Deductive Investigation"  
Presented at the **Fifth EIASM International Workshop "Coopetition and Value Networks"**.  
University of Economics in Katowice. Katowice: September 13-14
5. Dagnino, G.B. (2012).  
"Coopetitive Value Creation in Nascent Entrepreneurial Ecosystems: The Case of Alma Cube"  
Accepted for presentation at the Symposium "Strategic Management of Platforms and Ecosystems"  
**72<sup>nd</sup> Academy of Management Meeting**. Boston, MA: August: 3-7
6. Minà, A., Dagnino, G.B., Dunbar R.L.M. (2012).  
"Conceptualizing Coopetition Strategy as Management Innovation"  
Accepted for presentation at the **72<sup>nd</sup> Academy of Management Meeting**. Boston, MA: August: 3-7  
Accepted for presentation at the National Science Foundation (NSF) Pre-conference PhD Students' Research-  
Development Workshop at 2012 **Atlanta Competitive Advantage Conference**. Atlanta, GA: May 15-17
7. Baglieri, D., Carfi, D., and Dagnino, G.B. (2012).  
"Asymmetric R&D Alliances and Coopetitive Games"  
Accepted for presentation at the **14<sup>th</sup> International Conference on Information Processing and  
Management of Uncertainty in Knowledge-based Systems**. University of Catania. Catania: July 9-13
8. Minà, A., Dagnino, G.B., Dunbar R.L.M., and Cattani G. (2011).  
"Conceptualizing Coopetition Strategy as Management Innovation"  
Presented at the **EURAM Mini-Conference on "Management Innovation"**,  
RSM Erasmus University. Rotterdam: November 24-25
9. Minà, A., Dunbar R.L.M., Dagnino, G.B., and Cattani G. (2011).  
"Coopetition as An Emergent Construct: Identifying a Reification Process through a Bibliometric Analysis"  
Presented at **31st Strategic Management Society Conference**. Miami, FL: November: 6-9
10. Dagnino, G.B., and Mariani, M.M. (2010).  
"Coopetitive Value Creation in Young Entrepreneurial Contexts: The Case of AlmaCube"  
Presented at the **Fourth EIASM International Workshop "Coopetition and Innovation"**.  
University of Montpellier I. Montpellier: June 17-18
11. Minà A., and Dagnino, G.B. (2010).  
"Philosophical Microfoundations of Coopetition Strategy: A proposed Speculative Framework"  
Presented at the **Fourth EIASM International Workshop "Coopetition and Innovation"**.  
University of Montpellier I. Montpellier: June 17-18
12. Baglieri, D., Carfi, D., and Dagnino, G.B. (2010).  
"Profiting from Asymmetric R&D Alliances: Coopetitive Games and Firms' Strategies"  
Presented at the **Fourth EIASM International Workshop "Coopetition and Innovation"**.  
University of Montpellier I. Montpellier: June 17-18
13. Dagnino, G.B., Di Guardo M.C. and Galvagno M. (2008).  
"Coopetition Capabilities in Action: The Cases of Wintel and Mactel"  
Presented at the **Third EIASM International Workshop "Coopetition Strategy: Stretching the Boundaries of  
Coopetition"**. Carlos III University. Madrid: February 7-8

14. Dagnino, G.B., and Castaldo S. (2007).  
"Trust and Coopetition: The Strategic Role of Trust in Interfirm Coopetitive Dynamics"  
Presented at the 7th **European Academy of Management Conference**. Paris: May 16-19
15. Padula, G., and Dagnino, G.B. (2006).  
"Untangling the Rise of Coopetition: The Intrusion of Competition in a Cooperative Game Structure".  
Presented at the **Second EIASM International Workshop** "Coopetition Strategy. Towards a New Kind of Interfirm Dynamics?". SDA-Bocconi School of Management Milan: September 14-15.
16. Dagnino G.B.(2006).  
"Coopetition Strategy: A New Kind of Interfirm Dynamics for Value Creation".  
Presented at the **International Conference in Celebration of the 50th Anniversary of ISIDA**  
**"Management Education in the Euro-Mediterranean Area"**. Palermo: July 17-18.
17. Dagnino G.B. (2006).  
"Coopetition Strategy: The Road Travelled and the Road Ahead".  
Invited presentation in the panel "Can Interorganizational Relationships Be Source of Sustainable Competitive Advantage?". 6th **European Academy of Management Conference**. Oslo: May 16-20.
18. Padula, G. and Dagnino, G.B. (2005).  
"On the nature and drivers of coopetition"  
Presented at 5th **European Academy of Management Conference**, Munich, May 4-7.
19. Castaldo S., and Dagnino, G.B. (2004).  
"Trust and Coopetition: The Strategic Role of Trust as a Moderating Mechanism in Interfirm Coopetitive Dynamics".  
Presented at the **EIASM International Workshop** "Coopetition Strategy. Towards a New Kind of Interfirm Dynamics?". University of Catania – Catania: September 16-17.
20. Dagnino G.B., and G. Padula (2002).  
"Coopetition Strategy: A New Kind of Interfirm Dynamics for Value Creation".  
Presented at the 2nd **European Academy of Management Conference**. Stockholm: May 9-11  
Presented in a Research Seminar at The Wharton School. Philadelphia: October 29.

#### **ONLINE PAPERS ON COOPETITION STRATEGY**

1. Giovanni Battista Dagnino and Giovanna Padula  
*Coopetition Strategy: A New Kind of Interfirm Dynamics for Value Creation*  
Web site: [www.altruists.org/static/files/CoOpetition%20Strategy.pdf](http://www.altruists.org/static/files/CoOpetition%20Strategy.pdf)
2. Giovanna Padula and Giovanni Battista Dagnino  
*On the Nature and Drivers of Coopetition*, SSRN working paper 791667  
Web site: [papers.ssrn.com/sol3/papers.cfm?abstract\\_id=791667](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=791667)

#### **JOURNAL ARTICLES ON COOPETITION STRATEGY**

1. 6. Baglieri, D. Carfi, D. and Dagnino, G.B. (2014). Asymmetric R&D Alliances: A Multi-Dimensional Coopetitive Approach. ***International Studies of Management and Organization***. Accepted for publication
2. Baglieri, D., Dagnino, G.B., Giarratana, M., and Gutierrez, I. (2008).  
Guest Editors' Introduction on Coopetition Strategy. Stretching the Boundaries of Coopetition.  
***Management Research***, Vol.7, N.3, pp.157-163.
3. Dagnino, G.B., Le Roy F., Yami, S., and Czakon W. (2008).  
Strategie koopetycji – nowa forma dynamiki międzyorganizacyjnej? ***Przegląd Organizacji***, 6 (In Polish)
4. Dagnino, G.B., Le Roy F., and Yami, S. (2007)  
La dynamique des stratégies de coopétition. ***Revue Française de Gestion***, Vol. 33, N.176, pp.87-98
5. Dagnino, G.B. (2007)  
Preface. Coopetition Strategy: Toward a New Kind of Interfirm Dynamics?  
***International Studies of Management and Organization***, Vol.37, N.2: pp.3-10
6. Padula, G., and Dagnino, G.B. (2007).

Untangling the Rise of Coopetition: The Intrusion of Competition in a Cooperative Game Structure.  
***International Studies of Management and Organization***, Vol.37, N.2: pp.32-53

#### **BOOK CHAPTERS ON COOPETITION STRATEGY**

7. Baglieri, D. Carfi, D. and Dagnino, G.B. (2012). Asymmetric R&D Alliances and Cooperative Games. In ***Information Processing and Management of Uncertainty in Knowledge-based Systems***. Springer-Verlag CCIS Series.
8. Dagnino G.B., Di Guardo, M.C., and Padula, G. (2012). Coopetition: Nature, Challenges, and Implications for Firms' Strategic Behavior and Managerial Mindset. In G.B. Dagnino (Ed.). ***Elgar Handbook of Research on Competitive Strategy***: pp.488-507. Cheltenham, UK: Edward Elgar.
9. Le Roy, F., Yami, S., and Dagnino, G.B. (2010). La Coopétition: une strategie pou le XXIe siècle. In Yami S. and Le Roy F. (Eds.). ***Stratégies de coopération: Rivaliser et coopérer simultanément***: pp.17-28 Brussels: De Boeck
10. Yami, S., Castaldo, S., Czakon., W., Dagnino, G.B., and Le Roy, F. (2010). Introduction - Coopetition Strategies: Towards a New Form of Organizational Dynamics?. In Yami, S., Castaldo, S., Dagnino, G.B., and Le Roy F. (Eds.) (2009). ***Coopetition: Winning Strategies for the 21st Century***: pp.1-16. Cheltenham, UK: Edward Elgar
11. Dagnino, G.B., and Mariani, M. (2010). Coopetitive Value Creation in Entrepreneurial Contexts: The Case of AlmaCube. In Yami, S., Castaldo, S., Dagnino, G.B., and Le Roy F. (Eds.). ***Coopetition: Winning Strategies for the 21st Century***: pp.101-123. Cheltenham, UK: Edward Elgar
12. Dagnino, G.B. (2009). Coopetition Strategy: A New Kind of Interfirm Dynamics for Value creation. In Dagnino, G.B., and Rocco, E. (Eds.). ***Coopetition Strategy: Theory Experiments and Cases***. London: Routledge
13. Castaldo, S., and Dagnino, G.B. (2009). Trust and Coopetition: The Strategic Role of Trust in Interfirm Cooperative Dynamics. In Dagnino, G.B., and Rocco, E. (Eds.). ***Coopetition Strategy: Theory Experiments and Cases***. London: Routledge
14. Dagnino, G.B., and Rocco, E. (2009). Introduction: Coopetition Strategy: A "Path Recognition" Investigation Approach. In Dagnino, G.B., and Rocco, E. (Eds.). ***Coopetition Strategy: Theory Experiments and Cases***. London: Routledge

#### **SPECIAL ISSUES ON COOPETITION STRATEGY**

1. *Industrial and Marketing Management*  
Special Issue on "Managing Coopetition Strategy: Transcending the Coopetition Paradox"  
with Frédéric Le Roy and Wojciech Czakon – Deadline for Paper Submissions: 30 June 2014
2. *International Studies of Management and Organization*  
Special Issue on "Coopetition and Value Networks"  
with Frédéric Le Roy and Wojciech Czakon – Publication expected in 2014
3. *Management Research*  
Special Issue on "Coopetition Strategy – Stretching the Boundaries of Coopetition"  
with Daniela Baglieri, Marco Giarratana and Isabel Gutierrez  
Vol 7, N.3, 2008
4. *International Studies of Management and Organization*  
Special Issue on "Coopetition Strategy: Toward a New Kind of Interfirm Relationships?"  
Vol.37, N.2, 2007

#### **OTHER PUBLICATIONS ON COOPETITION STRATEGY**

15. Dagnino, G.B. and Padula, G. (2007).  
Coopetition Strategy: A New View of Interfirm Dynamics for Value Creation  
In D. Caseby (Ed.). ***Management Education in the Euro-Mediterranean Area***. ISIDA: Palermo
16. Dagnino, G.B. (2011).  
Coopetition Strategy: A Novel Approach for Managing Interfirm Dynamics.  
***Twill***, N.14 April

## **TEACHING ON COOPETITION STRATEGY**

### **1. University of Catania**

MSc in Corporate Finance 2008, 2009

Course of Strategic Management (two sessions per year)

### **2. LUISS "Guido Carli" University of Rome**

MSc in Management 2010

Course of Strategic Management (one session of 3 hrs)

### **3. University of Catania**

MSc in Management 2010

Course of Industry Dynamics and Business Models (one session)

MSc in Economics and Management of Public Administrations 2010

Course of Territorial Marketing (one session)

### **4. University of Catania**

PhD in Business Economics and Management 2010

Course in Advanced Topics in Strategic Management (one session)

### **5. University of Palermo**

MSc in System Dynamics (ERASMUS MUNDUS Project with Bergen) 2011

Course in Strategic Management (one session of 4 hours)

### **6. University of Cagliari**

Research Seminar of the School of Economics and Business 2011

### **7. University of Catania**

MSc in Corporate Finance 2011, 2012, 2013

Course of Finance Strategic Management (two sessions)

### **8. Tuck School of Business at Dartmouth**

MBA Curriculum 2011-12

Course of Competition Strategy (mini-course 9 sessions)

### **9. University of Montpellier I and Montpellier Business School**

Montpellier Research in Management Labex Entreprenre 2012

Coopetition Meeting (two sessions for 5 hours overall)

### **10. IULM University of Milan**

MSc in Marketing Consumption and Communication 2012

Course of Corporate Communication (one session)

### **11. University of Palermo**

MSc in Economics and Finance 2012

Course of Strategic Management (one session of 2 hours)

### **12. Free University of Bozen/Bolzano**

BSc in Economics and Management Sciences 2012

Course of Strategic Management (two sessions of 2 hours)

### **13. Montreal Local Global Research Group**

Research Seminar at John Molson School of Management 2013

### **14. Executive Meeting**

Tama Group/Novatex Lecture 2012

Coopetition Strategy at Tama and Novatex