



Call for Participants
Competitive & Cooperative Strategy IGs Paper Development Workshop
Saturday, October 3, 2015
9:00-13.00

Proposal Submission Deadline: September 1, 2015

**THE INTERPLAY OF COMPETITION AND COOPERATION:
SMJ SPECIAL ISSUE WORKSHOP AND DISCUSSION FORUM**

The Competitive Strategy IG and Cooperative Strategy IG are pleased to offer a jointly organized Paper Development Workshop at the upcoming SMS Conference in Denver. The workshop will be held on **Saturday, October 3, 2015, 9:00-13:00**, and is open to all interested emerging and established scholars. The theme of the workshop is “The Interplay of Competition and Cooperation: SMJ Special Issue Workshop and Discussion Forum”.

The workshop aims to stimulate conversation at the interfaces between competitive and cooperative strategies. It will deal with questions such as: How do firms engage in cooperation in horizontal and vertical alliances? What are the benefits and challenges stemming from cooperation with rivals? What are the antecedents of such cooperative behavior? How can scholars measure competitive behaviors in strategic alliances? The workshop will offer invaluable opportunities for scholars to discuss prospective research avenues and challenges associated with the juxtaposition and interaction between competition and cooperation in general, as well as provide specific feedback to authors interested in submitting their work to the SMJ special issue.

The co-organizers of the workshop are Anna Minà (University of Rome “Sapienza”) and Giovanni Battista Dagnino (University of Catania). The workshop will bring together seven prominent strategy scholars that will share their insights and guide roundtable interactions. The panelists include the program chairs of the SMS Competitive Strategy and Cooperative Strategies IGs: Samina Karim (Boston University) and Laura Poppo (Kansas University). Additional panelists are Ming-Jer Chen (University of Virginia), and the co-editors of the SMJ special issue: Werner Hoffmann (WU Vienna), Dovev Lavie (Technion), Jeff Reuer (Purdue University), and Andrew Shipilov (INSEAD).

The workshop begins with a panel discussion on the interplay of competition and cooperation. The co-editors of the Strategic Management Journal Special Issue will discuss the aims and scope of the special issue, followed by a Q&As session. After the break, it will continue with parallel roundtables in which participants will briefly present their paper summaries and the assigned panelists, as well as the other participants, will offer feedback on these summaries. The developmental feedback is meant to help authors improve the quality of their ideas as well as indicate whether they may be appropriate for the SMJ special issue. After regrouping, there will be a plenary discussion marshalling the key insights emerging from the roundtables.



Submission Guidelines

Please note that to ensure high quality of interaction, pre-registration is required. Participation in the workshop will be limited to authors of 32 proposals although late registrants are welcome to join as observers.

To apply, please submit one file that includes the following items by **September 1, 2015** on the Denver Saturday Workshops website:

- your current CV;
- and a 2-page summary of the paper that you would like to discuss.

Note that the summaries submitted to and discussed in this workshop will not give any priority or preference for submission to the SMJ special issue, which is subject to the usual SMJ policy.

Please use your first and last name when you are naming the file to be uploaded.

Selected participants will be notified by September 14, 2015.

For questions regarding your submission to the PDW, please contact the workshop organizers:

Anna Minà (University of Rome “La Sapienza”): anna.mina@uniroma1.it

Giovanni Battista Dagnino (University of Catania): dagnino@unict.it

Competitive & Cooperative Strategy IGs SMJ Special Issue Workshop Timeline

September 1, 2015

Submission Deadline for Proposals

September 14, 2015

Accepted Participants Notified

October 3, 2015

SMJ Special Issue Workshop and Discussion Forum

October 4-6, 2015

SMS Conference