

## **MICHELLE GITTELMAN**

Assistant Professor  
Rutgers Business School  
Department of Management and Global Business  
1 Washington Park  
Newark, NJ 07102  
Email: michelle.gittelman@business.rutgers.edu

### **EMPLOYMENT**

RUTGERS BUSINESS SCHOOL, 2006-present Newark and New Brunswick NJ  
Assistant Professor, Dept. of Management and Business

NEW YORK UNIVERSITY STERN SCHOOL OF BUSINESS, 1999-2006 New York NY  
Assistant Professor, Dept. of Management and Organizational Behavior

UNITED NATIONS, CENTRE ON TRANSNATIONAL CORPORATIONS, 1989-1992 New York NY  
Research Officer

BOOZ, ALLEN & HAMILTON MANAGEMENT CONSULTANTS, 1983-1985 New York NY  
Research Associate

### **EDUCATION**

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia PA  
Ph.D. in Management. 2000.

Dissertation: *Mapping National Knowledge Networks: Scientists, Firms and Institutions in Biotechnology in the United States and France*. Gunnar Hedlund Award for Best Dissertation in International Business.

Committee Members: Bruce Kogut (Advisor; Wharton); Richard Nelson (Columbia University); Mauro Guillen (Wharton); Mary Tripsas (Wharton); Richard Waterman (Wharton).

COLUMBIA UNIVERSITY New York, NY  
SCHOOL OF BUSINESS  
MBA in Business Economics, 1989

SCHOOL OF INTERNATIONAL AND PUBLIC AFFAIRS  
Masters of International Relations, Economic and Political Development, 1989

TUFTS UNIVERSITY Medford MA  
BA in Economics and International Affairs (Magna Cum Laude), 1983

INSTITUT D'ETUDES POLITIQUES (SCIENCES PO) Paris France  
Certificat d'Etudes Politiques, 1982

### **HONORS, GRANTS, AWARDS**

KAUFFMAN FOUNDATION RESEARCH IN ENTREPRENEURSHIP GRANT (co PI: Juan Alcacer), 2003.

INFORMS AND ACADEMY OF MANAGEMENT, TECHNOLOGY AND INNOVATION MANAGEMENT DIVISION.  
Second place winner, Best Dissertation Award, 2000.

BARRY RICHMAN PRIZE FOR BEST DISSERTATION, Academy of Management. Finalist, 2001

GUNNAR HEDLUND AWARD, Winner, Best Dissertation in International Business, Stockholm School of Economics and European International Business Association (EIBA), 2000.

BEST PAPER AWARD, Academy of Management International Management Division, 2001

NATIONAL INSTITUTE OF SCIENCE AND TECHNOLOGY (NIST) Advanced Technology Program Research Grant, 1999.

GE FOUNDATION FELLOWSHIP AWARD, University of Pennsylvania, 1997.

## **PUBLICATIONS**

### *PAPERS IN REFEREED JOURNALS*

2009. Alcacer, J. , Gittelman, M, and Sampat, B. “Assignee and Examiner citations in US Patents: An Overview”, *Research Policy*, 38:415-427
2008. Gittelman, M. “A Note on the Value of Patents as Indicators of Innovation: Implications for Management Research”, *Academy of Management Perspectives*, 22 (3):21-27 (August).
2008. Gittelman, M. “The value of European patents”, *European Management Review*, (5):85-89.
2007. Gittelman, M. “Does geography matter for science-based firms? Epistemic communities and the geography of research and patenting in biotechnology” *Organization Science*, 18(4):724-741.
2006. Alcacer, J. and Gittelman, M. “How do I know what you know? Patent examiners and the generation of patent citations” *Review of Economics and Statistics*, 88(4):774-779.
2006. Gittelman, M., “National institutions, public-private knowledge flows, and innovation performance: A comparative study of the biotechnology industry in the United States and France”, *Research Policy*. Vol. 35 (7):1052-1068.
2005. Gittelman, M. “When is research socially useful? Complementarities between in-house research and firm-university collaboration in biotechnology”, *Revue d’Economie Industrielle*, no. 110. Lead article, special issue on Knowledge and Industrial Organization: Empirical Investigations.
2003. Gittelman, M. and B. Kogut, "Does Good Science Lead to Valuable Knowledge? Biotechnology Firms and the Evolutionary Logic of Citation Patterns", *Management Science*, 49 4: 366-382. Special Issue: “Managing Knowledge in Organizations”.
- Reprinted in *The Economics of Biotechnology*, Maureen McKelvey and Luigi Orsenigo (eds.), The International Library of Critical Writings in Economics (Mark Blaug, Series Editor). (Edward Elgar)
1999. Gittelman, M., “Knowledge As Property: Innovation in Biotechnology in the United States and France”, Best Papers Proceedings of the Academy of Management 1999 Annual Meeting.
1992. Gittelman, M. "Foreign Direct Investment in the Triad: A Framework for Understanding Regionalization in the 1990s", *The International Executive (Thunderbird International Business Review)*, November/December.
1988. Gittelman, M., "The Korean Export Miracle: Comparative Advantage or Government Creation? Lessons for Latin America" *Columbia Journal of International Affairs*.

#### BOOK CHAPTERS

2001. Gittelman, M. "Knowledge Spillovers in Biotechnology Moving the Logic of Science Closer to the Logic of Firms", in Maryann Feldman and Nadine Massard, eds., *Knowledge Spillovers and the Geography of Innovation*, Kluwer.
2001. Kogut, B. and M. Gittelman, "Globalization" in R. Tung, *International Encyclopedia of Business and Management*, 2<sup>nd</sup> Edition London: Thompson Business Press.
1999. Gittelman, M. and Edward M. Graham, "Affiliates of Japanese Firms in the European Community: Performance and Structure", in Mark Mason and Dennis Encarnation, *Does Ownership Matter? Japanese Multinationals in Europe* London: Oxford University Press.
1993. Economou, P., M. Gittelman, and M. Wubneh, "Europe 1992 and Foreign Direct Investment in Africa", in I. William Zartman, *Europe and Africa: The New Phase*, Boulder: Lynne Rienner.
1992. Gittelman, M., J. H. Dunning, "Japanese Multinationals in Europe and the United States: Some Comparisons and Contrasts" in Michael Klein and Paul Welfens, *Multinationals in the New Europe and Global Trade* Berlin: Springer Verlag.

#### OTHER PUBLICATIONS

2007. "Uptake and Diffusion of Health-Related Biotechnologies", Organisation of Economic Cooperation and Development (OECD), Directorate of Science, Technology and Industry.
2000. Gittelman, M. and B. Kogut. "Public-private partnering and knowledge spillovers in biotechnology", Advanced Technology Program, National Institute of Science and Technology. (with Bruce Kogut).
2000. "The Continuing Impact of Foreign Multinationals on the United States Economy", Reginald Jones Center. (with Bruce Kogut)
2000. "Discovering the New Tech Stocks", *Nature Biotechnology* (July)
1992. "US-Canada Free Trade Agreement: Implications for Developing Countries". *The CTC Reporter*, 29 (Spring).
1990. Regional Economic Integration and Transnational Corporations in the 1990s: Europe 1992, North America, and Developing Countries, *World Investment Report*. UN Centre on Transnational Corporations, Centre on Transnational Corporations (United Nations).
1990. "Transnational Corporations in Europe 1992: Implications for Developing Countries", *The CTC Reporter*, 29 (Spring).

#### WORKING PAPERS AND PROJECTS

"Does proximity matter for licensing markets? An analysis of co-location and vertical licensing agreements in bio-pharmaceuticals" with Juan Alcacer, John Cantwell. Under review, *Journal of Economic Geography*.

"Licensing and the globalization of innovations in bio-pharmaceuticals". with Juan Alcacer, John Cantwell, in "The Location of Biopharmaceutical Activity". National Bureau of Economic Research volume, Iain Cockburn and Matthew Slaughter, Eds.

“Fortune favors the well-located firm: Prior knowledge and the localization of inter-firm alliances”  
(working paper, target journal *Organization Science*)

“The Role of Small Firms in Innovation in Two Technological Fields: Semiconductors and Speech Signal Processing” with Juan Alcacer. (Working paper)

“How do I know what you know? Patent examiners and the generation of patent citations” with Juan Alcacer  
(Working paper)

“Changing organizational and technological paradigms in drug discovery: How the institutional landscape has shaped private sector research strategies in biomedicine” (Working paper)

“Firm and host-country effects on market entry strategies: Evidence from the Biopharmaceutical Industry”, data collection. (with John Cantwell and Ranfeng Qiu)

“Learning to license: scale, scope and the success of in-licensed drugs” (with Ranfeng Qiu)

“Organized accidents: Institutional ecologies and the logic of drug discovery” in progress. (with Deborah Dougherty)

“New Jersey and the bioscience industry”

## **CONFERENCE PRESENTATIONS, SEMINARS AND SPEAKING ENGAGEMENTS**

### **ACADEMY OF MANAGEMENT**

#### **2009. (Chicago)**

TIM Division, Doctoral Prize Review Committee.  
TIM Junior Faculty Consortium.

#### **2007. (Philadelphia).**

TIMs Division, Doctoral Prize Review Committee.  
Panelist, Session: The Legacy of a Region Identity: When & How do Geographical Factors Matter?  
Discussant, Session: How Firms Search, Appropriate and Use Knowledge from Universities – the European Perspective.

#### **2006. (Atlanta, Ga).**

Co-Organizer and Panelist, Professional Development Workshop (PDW), Geography, Networks and Knowledge Spillovers.  
Organizer, Symposium, The role of small firms in emerging industries.  
Discussant, Patents and Impact.

#### **2005. (Honolulu, Hawaii)**

Co-organizer and panelist, PDW: Studying Emerging Technologies in Management Research: From Biotechnology to Nanotechnology  
Panelist, PDW: Using Patent Data in International Research  
Panelist, PDW: Studying Knowledge Flows with Patent Data  
Discussant, Changing Industry Structure and Firm Performance

**2004. (New Orleans, La.)**

Co-organizer and panelist, PDW: Measuring Knowledge in Management Research  
Discussant, Symposium: Technology Licensing.

**2003. (Seattle, Washington)**

Panelist, Biotechnology Research Workshop (organized by David Finegold.)  
Panelist, PDW. Use of Patent Data in Management Research: Uses and Abuses

**2001. (Washington, DC)**

Barry Richman Finalists Dissertation Award Presentations.

**2000. (Toronto, Canada)**

Panelist, Showcase Symposium, Managing in Science Based Competition  
Panelist, Showcase Symposium, Strategic Management of Intellectual Property.

**OTHER CONFERENCE PRESENTATIONS AND SPEAKING ENGAGEMENTS**

Keynote Speaker, OECD/European Patent Office/DIME Conference on Patent Statistics for Policy Decision Making, Vienna, Austria (planned 2009)

Plenary Speaker, 4<sup>th</sup> Annual European Policy for Intellectual Property (EPIP) Conference, Bologna, Italy (planned 2009)

Conference paper, NBER Conference on The Location of Biopharmaceutical Activity, Savannah Ga (2008)

Conference paper, Conference on Markets for Technology, Madrid, Spain (2008)

Conference paper, DRUID Summer Conference, Copenhagen, Denmark (2008)

Speaker, WIRED-Innovation Center Symposium, Rutgers University (2008)

Conference paper, NBER Conference on Location of The Biopharmaceutical Activity, Boston, MA (2007)

Discussant, Lerner Center for Pharmaceutical Research, Rutgers Business School (2006)

Plenary Speaker, DRUID, (Danish Research Unit for Industrial Dynamics) Summer Conference Copenhagen, Denmark (2006)

Discussant, 5th Annual Roundtable for Engineering Entrepreneurship Research (REER), Atlanta, Ga. (2005)

Co-organizer and presenter, European Group of Organization Studies 3-day sub-theme program, "Unlocking Biotechnology" Berlin, Germany (2005)

Speaker, University of Toronto, Rotman School of Business, Conference on Bringing Science to Life (2005)

Conference paper, Harvard Entrepreneurship and Innovation Research Conference, Harvard (2005)

Conference paper, NBER Summer Institute, Cambridge, MA. (2005)

Conference paper, European Group on Organization Studies (EGOS), Ljubiana, Slovenia (2005)

Conference paper, Organization Studies Winter Conference, Steamboat Springs, Co. (2005)

Speaker, Lex Mundi (Association of Intellectual Property Lawyers) Conference, Boston Ma. (2005)

Conference Presentation, Wharton Technology Conference, Philadelphia, PA (2004)

Plenary speaker, Druid (Danish Research Unit for Industrial Dynamics) (2002).

Conference paper, Harvard Strategy Conference, Cambridge, Massachusetts. (2001)

Conference paper, Carnegie Mellon/Bosch Institute Conference on "Managing Knowledge in Organizations, Pittsburgh Pa. (2001).

Conference paper, EIBA (European International Business Association), Maastricht, The Netherlands (2000)  
Speaker, New York University Japan-US Forum for Japanese Executives, Tokyo, Japan (2000)  
Conference paper, Western Economic Association Conference, Vancouver, Canada (2000).  
Conference paper, Academy of International Business, Charleston, NC (1999).  
Conference paper, Sloan Foundation Globalization Workshop for Junior Scholars, Napa, Ca (1999)  
Conference paper, Conference on Knowledge Spillovers and Geography of Innovation, Université Jean Monnet, Saint-Etienne, France (1999).

### **INVITED SEMINARS**

London Business School, (planned 2009)  
Bocconi University (Milan Italy), (2009)  
Lerner Center, Rutgers Business School, (2009)  
UCLA, Seminar in Health Economics (2008)  
University College, Dublin, Smurfit School of Business. (2007)  
National Institutes of Health, Office of Intramural Research, (2006)  
Temple University, Philadelphia Pa. (2005)  
Baruch College, Zicklin School of Business, (2005)  
Rutgers University School of Business, (2005)  
Olin School of Business, University of Washington, St. Louis, Mo. (2004)  
New School University, Milano School of Public Policy Series (2003)  
Wagner School, New York University (2001)  
Ecole Polytechnique, Paris, France (2000)  
INSEAD, Fontainebleau, France (2000)  
NYU, Stern School of Business (2000)

### **TEACHING**

#### *Rutgers Business School*

Global Strategy and Management (Doctoral)  
Business Policy and Strategy (Undergraduate and MBA)  
Strategic Alliances and Merger Strategy, Mini-MBA in Pharmaceutical and Biotechnology Innovation (Center for Management Development)

#### *Stern School of Business, NYU*

International Study Project (Undergraduate)  
Business Policy and Strategy (Undergraduate and MBA)  
Foundations of Entrepreneurship (MBA)

## **PROFESSIONAL AND SERVICE ACTIVITIES**

European Management Review: Board of Reviewers, (invited Associate Editor)

Reviewer: Academy of Management Journal.; Research Policy; Management Science; Journal of International Business; Organization Science; Strategic Management Journal; Quarterly Journal of Economic Development; Academy of Management Perspectives.

Faculty Fellow, Blanche & Irwin Lerner Center for Pharmaceutical Management Studies, Rutgers University  
Faculty Fellow, Institute for Business, Engineering, Science and Technology (BEST), Rutgers University.

Member, INFORMS, Academy of Management.

Doctoral Committees:

Feng Zhao (Rutgers)

Ranfeng Qiu (Rutgers)

Pooja Thakur (Rutgers)

Elizabeth Boyle (NYU)