

BIRGUL ARSLAN

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EDUCATION

- 2012 *PhD. in Business Policy and Strategy* **HEC Paris**, France
Dissertation Title: Who Gets the Lion's Share? The Antecedents and Consequences of Outcomes in Strategic Alliances
- 2007 *M.A. in Management Information Systems* **Boğaziçi University**, Istanbul/Turkey
- 2003 *B.A. in Business Administration* **Boğaziçi University**, Istanbul/Turkey

PUBLICATIONS

Arslan, B. The interplay of competitive and cooperative behavior and differential benefits in alliances. *Strategic Management Journal*, forthcoming. <https://doi.org/10.1002/smj.2731>

Arslan, B. and Ariño, A. (2017) The Process of Cooperation in Strategic Alliances in *Collaborative Strategy: Critical Issues for Alliances and Networks* Ed(s) Mesquita L.F., Ragozzino R., and Reuer J.J. Publisher: Edward Elgar Publishing

ACADEMIC APPOINTMENTS

- 2013 – Present Assistant Professor of Strategic Management
Koç University, Istanbul, Turkey
- Summer 2018 Visiting Faculty, Technology and Innovation Department
Rotterdam School of Management, Erasmus University, Netherlands

RESEARCH INTERESTS

Strategic Alliances, Innovation, Network Analysis, Political Connections

WORK IN PROGRESS

The race to cure Ebola: Do innovation races help or hurt innovation performance of alliances? With Murat Tarakci, Rotterdam School of Management.

When and how do firms close structural holes? Network evolution after the Ebola outbreak. With Andrew Shipilov, INSEAD and Yuval Kalish, Tel Aviv University.

Who gets the lion's share? The distribution of alliance benefits between alliance partners. With Pierre Dussauge, HEC Paris.

Asymmetric learning in new product development alliances: The role of technological uncertainty and radical innovation. With Nukhet Harmancioglu, Koc University.

Political Connections and Antitrust Holdup: How do firms use non-market strategies to influence the regulatory control over their market strategies? With Asli Kozan. The recipient of the Most Inspirational Paper Award at EURAM Conference, 2017.

HONORS & AWARDS

Teaching Excellence Award, Koc University, Spring 2018. Business Administration Capstone Course

Most Inspirational Paper Award, 2017 European Academy of Management Conference, Glasgow
Harvard Business School, Global Colloquium on Participant-Centered Learning, 2015

Wiley-Blackwell Outstanding Dissertation Research Finalist, AOM Business Policy and Strategy Division, 2013

Teaching Innovation Grants, Koç University,

Summer 2013 – Application of Team-Based Learning in Management Courses

Spring 2016 – Using Simulation in Strategic Management courses

Fall 2017 – Innovative Design of the Business Administration Capstone Course

Junior Faculty Consortium, Competitive Strategy Interest Group, 2012 SMS Conference, Prague

Dissertation Consortium, Academy of Management 2012 Annual Meeting, Boston

Strategic Management Society Doctoral Consortium, 2009

Eiffel Scholarship of Excellence, Government of France

HEC Paris Scholarship for doctoral studies

High Honors in M.A and B.A, Boğaziçi University, Istanbul

RESEARCH GRANTS

2018 Koc University Visiting Scholar Program, \$6.000

2017 The Initiative for Academic Collaboration in the Middle East and North Africa (IACMENA) by Strategic Management Society
Research Grant for the project “When and how do firms close structural holes? Network Evolution after the Ebola Outbreak” - €1.000

2015 Corporate Governance Forum Turkey
Academic Research Support Fund – \$4.000

2014 TUBITAK
Career Development Program (3501) – \$70.000

TEACHING EXPERIENCE

Strategy Deployment, Koc University, MBA Program

Leadership and Teamwork, Koc University Executive MBA and MSc. in Finance Programs

Strategy in a Global Environment, Stanford University Bing Overseas Studies Program, Spring 2015

Global Strategic Management, Koç University, Undergraduate Program, since 2013

Strategy in a Global Environment, Koç University, Fall 2013 (CEMS Masters Program)

International Business - M.Sc. in Strategic Management, HEC Paris, January 2013