

Stefan Wagner

Last updated December 2024

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PERSONAL ◇ **Nationality:** German

EMPLOY- ◇ **University of Vienna**, Austria.
MENT *Professor* Since 2024

◇ **ESMT Berlin**, Germany.
Professor 2022 to 2024
Director of Ph.D. Studies 2017 to 2024
Associate Professor, 2013 (with tenure since 2016) to 2022
Assistant Professor, 2011 to 2012

EDUCATION ◇ **Ludwig-Maximilians-University** LMU, Munich.
Habilitation, (Dr. habil.), 2010.
Dissertation (Dr. oec. publ.), 2005.
Master of Business Research (MBR), 2004.
Diploma in Business Administration (Dipl.-Kfm.), 2001.

◇ **University of California**, Los Angeles, USA.
Fulbright Scholar at the Graduate School of Economics (2001-2002).

◇ **University UT1**, Toulouse, France.
ERASMUS scholarship, studies in Economics (1998-1999).

(VISITING) ◇ **Pontificia Universidad Catolica de Chile**, Santiago de Chile.
APPOINT- Visiting Professor (2017, 2018, 2019).
MENTS ◇ **Berlin Centre for Consumer Policies**.
Senior Fellow (since 2015, ongoing).

◇ **University of Melbourne**, Australia.
Visiting Fellow on invitation of the EU Centre for Shared Complex Challenges (2016).

◇ **Hitotsubashi University**, Tokyo, Japan.
JSPS Fellow at the IIR Institute of Innovation Research (2014).

◇ **Yonsei University**, Seoul, Korea.
Visiting Professor at the Business School of Yonsei University (2012).

◇ **NUS National University Singapore**, Singapore.
Visiting Scholar at the NUS Business School (2011).

◇ **IPRIA Intellectual Property Research Institute Australia**, Melbourne.
Visiting Scholar at the Intellectual Property Institute of Australia IPRIA (2009).

◇ **Boston University/ NBER**, Boston, USA.
Visiting Scholar at the Boston University and the National Bureau of Economic Research NBER (Cambridge, MA) (2005-2006).

- WORK EXPERIENCE
- ◇ **PhD candidate/ Post Doc**, Ludwig-Maximilians-University, Munich ('Wissenschaftlicher Mitarbeiter' 2002-2005, 'Wissenschaftlicher Assistent' 2006-2010).
 - ◇ **Member of the board (Vorstand)**, First Value AG, Straubing, Germany (2007 – 2024), Small business angel fund providing seed capital to start-up companies.
 - ◇ **Freelance consulting**, Munich, Germany (since 2004), Freelance consulting work for private and public sector clients including BMW, Cap Gemini, Handelsblatt, Kabel Deutschland and the German Federal Ministry for Education and Research.
 - ◇ **Summer Associate**, McKinsey & Company, Munich, Germany (Summer 2001).
 - ◇ **Visiting Associate**, The Boston Consulting Group, Düsseldorf, Germany (Summer 2000).
 - ◇ **Co-Founder and CEO**, career networks GmbH, Munich, Germany (2000 – 2005), Career fairs for law students in Germany.
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- SCHOLARSHIPS AND PRIZES
- ◇ Japanese Society for the Promotion of Sciences, Bridge Scholar (2019)
 - ◇ Juergen Hauschildt Award, German Association for Business Research (2018)
 - ◇ Excellence in Refereeing Award: Research Policy (2017)
 - ◇ Fellowship of the EU Centre for Shared Complex Challenges, Melbourne (2016).
 - ◇ Japan Society for the Promotion of Science JSPS, Fellow (2014)
 - ◇ German Academic Exchange Service DAAD scholarships and travel grants (2005, 2009, 2011, 2014, 2018)
 - ◇ Outstanding Dissertation Award, Munich School of Management Alumni Association (2005)
 - ◇ Fulbright Scholarship (2001-2002)
 - ◇ German National Academic Foundation (1998-2001)
 - ◇ European Community (Erasmus) Scholarship (1998-1999)
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- PROFESSIONAL SERVICE
- ◇ **Editorial board membership**
Strategic Management Journal
Strategy Science
 - ◇ **EPIP (European Policy for Intellectual Property) Association**
President, 2018 to 2019.
Organization of the 13th Annual Conference, 2018.
Member of the Board, since 2017.
 - ◇ **Berlin School of Economics BSoE/ BDPEMS**
Member of the Board, 2017 to 2024.
Head of the Management Track of BSoE's PhD program, 2019 to 2024.
 - ◇ **ESMT Berlin**
Director of Ph.D. studies, 2017 to 2023.
Coordinator of Faculty Seminar Series, 2011 to 2014.
 - ◇ **German Academic Association for Business Research (VHB)**
Regular contribution to the association's PhD training program "ProDok", since 2009.
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- SKILLS
- ◇ C, HTML.
 - ◇ MS-Office, STATA, R/ S-Plus, SPSS, Matlab.
 - ◇ Fluent in English, French, German (native language).
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REFERENCES Available upon request.

PUBLICATIONS ♦ **In international refereed journals:**

- Pape, L., Helmerts, Ch., Iaria, A., Wagner, S. and J. Runge (forthcoming). Personalized Content, Engagement, and Monetization in a Mobile Puzzle Game. *International Journal of Industrial Organization*.
- Wagner, S., Sternitzke, Ch. and S. Walter (2022). Mapping Markush. *Research Policy* 51 (10): Article 104597.
- Gaessler, F. and S. Wagner (2022). Patents, data exclusivity and the development of new drugs. *The Review of Economics and Statistics* 104 (3): 571-586.
- Wagner, S. and M. Goossen (2019). The Upside of losing innovative employees to competitors. *Harvard Business Review*, July.
- Wagner, S. and M. Goossen (2018). Knowing me, knowing you: Inventor mobility and the formation of technology-oriented alliances. *Academy of Management Journal* 61 (6): 2026-2052.
- Wagner, S. and J. Runge (2018). Nothing is free: Data-driven optimisation unlocks freemium business models' real potential. *The European Business Review*, September/October: 47-50.
- Wagner, S., and S. Wakeman (2016). What do patent-based measures tell us about product commercialization? Evidence from the pharmaceutical industry. *Research Policy* 45(5): 1091-1102.
- Harhoff, D., G. von Graevenitz, and S. Wagner (2016). Conflict resolution, public goods and patent thickets. *Management Science* 62(3): 704-721.
- Wagner, S., K. Hoisl and G. Thoma (2014). Overcoming localization of knowledge – The role of professional service firms. *Strategic Management Journal* 35 (11): 1671-1688.
- von Graevenitz, G., S. Wagner, and D. Harhoff (2013). Incidence and growth of patent thickets: The impact of technological opportunities and complexity. *Journal of Industrial Economics* LXI (3): 521-563.
- Liegsalz, J., and S. Wagner (2013). Patent examination at the State Intellectual Property Office in China. *Research Policy* 42 (2): 552-563.
- von Graevenitz, G., S. Wagner, and D. Harhoff (2011). How to measure patent thickets: A novel approach. *Economics Letters* 111 (1): 6-9.
- Reitzig, M., and S. Wagner (2010). The hidden costs of outsourcing: Evidence from patent data. *Strategic Management Journal* 31(11): 1183-1201. (reprinted in *The economics of outsourcing*, ed. Leslie P. Willcocks, Mary C. Lacity, 696-715. Cheltenham: Edward Elgar)
- Wagner, S., and I. Cockburn (2010). Patents and the survival of Internet-related IPOs. *Research Policy* 39(2): 214-228.
- Reitzig, M., and S. Wagner (2010). Patently (un)clear. *Business Strategy Review* 21(1): 28-33.
- Wagner, S. (2010). Managerial succession and organizational performance: Evidence from the German soccer league. *Managerial and Decision Economics* 31(6): 415-430.
- Harhoff, D., and S. Wagner (2009). The duration of patent examination at the European Patent Office. *Management Science* 55(12): 1969-1984.
- Schulz, C., and S. Wagner (2008). Outlaw community innovations. *International Journal of Innovation Management* 12(3): 399-418. (reprinted in: *Perspectives on user innovation*, Series on Technology Management, ed. Stephen Flowers, Flis Henwood , 191-210. London: Imperial College Press)
- Wagner, S. (2008). Business method patents in Europe and their strategic use: Evidence from franking device manufacturers. *Economics of Innovation and New Technology* 17(3): 173-194.

- Czado, C., V. Erhardt, A. Min, and S. Wagner (2007). Zero-inflated generalized Poisson models with regression effects on the mean, dispersion and zero-inflation level applied to patent outsourcing rates. *Statistical Modelling* 7(2): 125-153.
- Jerak, A., and S. Wagner (2006). Modeling probabilities of patent oppositions in a Bayesian semiparametric regression framework. *Empirical Economics* 31(2): 513-533.
- ◇ **In refereed international conference proceedings:**
 - Harhoff, D., G. von Graevenitz, and S. Wagner (2014). A primer on conflict resolution, public goods and patent thickets. (*Best Paper Proceedings of the 2014 Academy of Management Meeting*)
 - Ermecke, R., P. Mayrhofer, and S. Wagner (2009). Agents of diffusion: Insights from a survey of Facebook users. *Proceedings of the 42nd Hawaii International Conference on System Sciences (HICSS 2009)*.
 - Jerak, A., and S. Wagner (2004). Semiparametric Bayesian analysis of EPO patent opposition. In: *COMPSTAT Proceedings in Computational Statistics*, ed. J. Antoch: 1263-1270. Heidelberg: Physica-Verlag, 2004.
- ◇ **In national refereed journals:**
 - Reisinger, M., and S. Wagner (2023). Produktverknüpfung bei Softwareangeboten - ökonomische Einordnung am Beispiel Microsoft. *Wirtschaftsdienst* 103(3): 211-216.
 - Wagner, S. (2021). Patente - das schlechteste Anreizsystem für Innovationen, abgesehen von allen anderen? *ifo Schnelldienst* 08/2021: 6-9.
 - Süßmuth, B., and S. Wagner (2012). A market's reward scheme, media attention, and the transitory success of managerial change. *Jahrbücher für Nationalökonomie und Statistik (Journal of Economics and Statistics)* 232(3): 258-278.
 - Wagner, S. (2009). Reform der Einschränkung der Urheberrechte in Lehre und Forschung: Abschätzung von Zahlungsbereitschaften für flexibleren Zugang zu studienrelevanter Literatur. *zfbf - Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung* 61: 857-880.
 - Wagner, S. (2009). Patente in der Finanzindustrie: Terra Incognita. *Quarterly Journal of Economic Research (Vierteljahreshefte zur Wirtschaftsforschung)* 78(1): 156-166.
 - Wagner, S. (2007). Make-or-buy decisions in patent related services. *ZfB Zeitschrift für Betriebswirtschaft, Special Issue 4*: 47-68.
 - Jostarndt, P., and S. Wagner (2006). Kapitalstrukturen börsennotierter Aktiengesellschaften: Deutschland und USA im Vergleich. *Quarterly Journal of Economic Research (Vierteljahreshefte zur Wirtschaftsforschung)*, 75(4): 93-108.
 - Treptow, F., and S. Wagner (2005). Stock exchanges and issuers: A changing relationship. *Quarterly Journal of Economic Research (Vierteljahreshefte zur Wirtschaftsforschung)* 74(4): 125-139.
- ◇ **Other:**
 - Wagner, S. and T. Kraus (2021). Beantragung von Forschungszulagen nach dem Forschungszulagengesetz FZulG. *NWB Betriebswirtschaftliche Beratung*.
 - Wagner, S. (2020). (Nicht-)Finanzielle Renditen auf soziale Investments. In *High Impact Investing: Erfolgsfaktoren für die Finanzierung von Social-Entrepreneurship-Projekten*, edited by Fischl, B., 69-77. Munich: Realis Verlag.
 - Wagner, S. (2019). Losing employees to a rival company can have an upside. *HR Magazine, November 2019*.
 - Harhoff, D. and S. Wagner (2009). Regressionsanalyse. In *Theorien und Methoden der Betriebswirtschaft*, edited by Schwaiger, M. and A. Meyer, 477-490. Munich: Vahlen.

◇ **Monographs:**

- Fischl, B., and S. Wagner (2016). *Der perfekte Businessplan*. 3rd ed. Munich, Beck Verlag.
- Harhoff, D., B. Hall, G. von Graevenitz, K. Hoisl, and S. Wagner (2007). *The strategic use of patents and its implications for enterprise and competition policies*. Report to the European Commission, Tender ENTR/05/82, 2007.
- Wagner, S. (2006). *Economic analyses of the European patent system*. Wiesbaden: DUV Gabler. (Dissertation LMU Munich, 2005).

◇ **Working papers and manuscripts in preparation or under review:**

- Helmers, Ch., Iaria, A., Pape, L., Runge, J. and S. Wagner. *Price Discrimination and Big Data: Evidence from a Mobile Puzzle Game*. CEPR Discussion Paper DP16706. Available at https://cepr.org/active/publications/discussion_papers/dp.php?dpno=16706 and https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3952016. (revise and resubmit)
- Wagner, S., Hoisl, K. and J. Monroe. *Me and I – Personality and inventive performance*. (under review)
- Li, X. and S. Wagner. *The hidden-cost of complementary strategic alliances*.
- Rawley, E., Anders, P. and S. Wagner. *The co-location and related diversification complementarity*.
- Trang, H. and S. Wagner. *CEO compensation, risk-taking and innovation*.

REFeree ◇ **Journals:**

Academy of Management Journal, Economic History Review, Economics of Innovation and New Technology, Industrial and Corporate Change, Industry and Innovation, Journal of Evolutionary Economics, Management Science (also Guest Associate Editor), Review of Industrial Organization, RAND Journal of Economics, Research Policy, Scandinavian Journal of Economics, Strategic Management Journal, Small Business Economics, Technovation, Zeitschrift für betriebswirtschaftliche Forschung.

PRESENTATIONS
AND
SEMINARS
(SINCE
2015)

- ◇ **2024:**
Academy of Management Meeting. EPIP 2024.
- ◇ **2023:**
Frankfurt School of Management (invited). Druid 2023. Academy of Management Meeting. EPIP 2023.
- ◇ **2022:**
Scuola Superiore Sant'Anna, Pisa (invited). Academy of Management Meeting. BCCP Berlin. Copenhagen Business School (invited).
- ◇ **2021:**
Max-Planck-Institute Munich (invited). Academy of Management Meeting, virtual. Strategic Management Society SMS 2021, virtual (accepted). EPIP 2021 (accepted). DRUID 2021 (accepted).
- ◇ **2020:**
Academy of Management Meeting, virtual.
- ◇ **2019:**
University of Mannheim, Berlin Centre for Consumer Policies, Asia-Pacific Innovation Conference APIC (Beijing). Gakushuin University. University of Vienna (invited).
- ◇ **2018:**
National Bureau of Economic Research NBER (Cambridge, MA), 11th Annual Conference on Innovation Economics, accepted (Northwestern, Chicago), Academy of Mana-

gement Meeting, accepted (Chicago), Copenhagen Business School, VHB TIE Tagung (Hamburg).

- ◇ **2017:**
Academy of Management Meeting 2017 (Atlanta), 5th Collquium on Digital Transformation (Cologne), Asia-Pacific Innovation Conference APIC (Fukuoka), 7th ZEW/-MaCCI Conference (Mannheim).
- ◇ **2016:**
DRUID Asia 2016, Patents 2016 (Munich), Max-Planck-Institute Munich.
- ◇ **2015:**
University of Lugano (invited), Academy of Management Meeting 2015 (Vancouver), University of Darmstadt (invited)

TEACHING ◇ **Management of Innovation and Technology**

- EXPERI-
ENCE
- Ph.D. level, core course, Berlin Doctoral Program in Economics and Management Science BDPEMS (since 2012).
 - MBA/Executive MBA, core/elective courses, ESMT (since 2011 – Award for excellence in teaching and inclusion in the President’s Honor Roll for Teaching Excellence 2011, 2023, 2024); Yonsei University, School of Business (2012); Pontificia Universidad Catolica de Chile (2019, 2018, 2017)
 - Master of Science in Management, core/elective course, ESMT (since 2015 – Award for excellence in teaching and inclusion in the President’s Honor Roll for Teaching Excellence 2017, 2019), LMU Munich (2009); EPFL Lausanne (2013).
 - Bachelor in Management, core course, University of Bayreuth (2010), LMU Munich (2010, 2009, 2008).
 - ◇ **Entrepreneurship/Business Planning**
 - MBA, core course, ESMT (since 2011 – Award for excellence in teaching and inclusion in the President’s Honor Roll for Teaching Excellence).
 - European Master in Management, core course , EM Lyon (2010, 2009, 2008).
 - Bachelor in Management, LMU Munich (2006).
 - ◇ **Quantitative methods/econometrics**
 - Ph.D. level, LMU Munich (2009, 2008, 2007), German Association of Professors in Management VHB (part of VHB’s ProDok course series; since 2010).
 - Bachelor in Management, core course and various seminars, LMU Munich (2007, 2005, 2004, 2003).

3rd PARTY ◇ **DFG German Science Foundation (2022):**

- FUNDING
- Research grant to initiate an international collaboration, 12,000 EUR.
 - ◇ **DFG German Science Foundation (2021):**
Research grant to study R&D competition in the pharmaceutical industry, 136,000 EUR.
 - ◇ **Curtius Foundation (2021):**
Risk-taking and breakthrough innovation – evidence from the pharmaceutical industry, 15,000 EUR.
 - ◇ **EY Research Grant (2020):**
Data-driven drug development – How to navigate regulatory challenges, 10,000 EUR.
 - ◇ **DFG German Science Foundation (2018):**
Conference grant for the 2018 Annual Meeting of the EPIP Association, 30,000 EUR.

- ◇ **Curtius Foundation (2017):**
Research grant for evaluating strategies to optimize freemium pricing strategies for online based business models, 15,000 EUR.
- ◇ **COST Grant (2010):**
COST/STRIKE grant for a research visit at University of Camerino, Italy, 5,000 EUR.
- ◇ **DAAD Travel Grants (2018, 2011, 2009, 2008):**
DAAD travel grant for presentation at various locations/conferences.
- ◇ **ENTR/05/82 (2006–2007):**
Research project on "The Strategic Use of Patents and its Implications for Enterprise and Competition Policies" commissioned by the European Commission (Enterprise and Industry Directorate-General), jointly with D. Harhoff, B. Hall, G. von Graevenitz, K. Hoisl, 125,000 EUR.
- ◇ **Collaborative Research Center (SFB) TR15 (2007-2011):**
Member ("Grundausstattung") of the SFB TR15 "Governance and the Efficiency of Economic Systems" within the project C2 "Intellectual Property, Appropriation of Rents from Innovation, and Competition for Innovation".
- ◇ **Strategies for the Promotion of Regenerative Technologies in Medicine and Biology (2006):**
Value capture in regenerative technologies in Medicine and Biology for the German Federal Ministry of Education and Research, 16,660 EUR.
- ◇ **Collaborative Research Center (SFB) 386 (2002–2006):**
Member ("Ergänzungsausstattung") of the SFB 386 "Statistical Analyses of Discrete Structures" within the project A8 "Econometric Analysis of Discrete Data in Empirical Industrial Economics".