



Strategic Interest 13 – Strategic Management (SM)

<http://www.euram-online.org/annual-conference-2018.html>.

Dear EURAM members and friends,

With our theme **Research in Action**, we invite you to participate in debate about how we can use and develop our knowledge better so that solving problems and dealing with issues can become more effective. We look forward to receiving your submissions.

ST13_08 Competition: Interfaces and Impact

Corresponding Proponent:

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Proponents:

Jukka Luoma, Aalto School of Business

Short Description

The study of competition is at the core of strategic management scholarship but it also, more broadly, an interdisciplinary research topic. Studies of competition draw from and intersect various fields—from microeconomics to psychology, sociology, law and marketing. Competition is also a phenomenon of interest to a broad range of practitioners, from executives and middle managers to competition authorities and politicians.

This EURAM track call for research examines both various disciplinary interfaces of competition research as well as the numerous impacts that competition has on different actors in market-based societies.

Long Description

The study of competition is at the core of strategic management scholarship but it also, more broadly, an interdisciplinary research topic. Studies of competition draw from and intersect various fields—from microeconomics to psychology, sociology, law and marketing. Competition is also a phenomenon of interest to a broad range of practitioners, from executives and middle managers to competition authorities and politicians. This EURAM track calls for research examining both various disciplinary interfaces of competition research as well as the numerous impacts that competition has on different actors in market-based societies. We hope to attract submissions coming from different theoretical and methodological backgrounds in order to collectively appreciate and explore the breadth of competition research and wide-ranging impacts competition has in our societies.

Research fitting this description includes but is not limited to:

- (1) Competitive dynamics research (e.g., industry rivalry, market entry and entry deterrence strategies, multimarket competition) drawing from diverse fields (e.g., sociology, psychology, economics) (Guo, Yu, Gimeno, forthcoming)
- (2) Studies of competition along the value chain (Jacobides and Tae, 2015)
- (3) Studies of competition at individual and group-levels of analysis, both in business and non-business contexts (Pierce et al., 2013)
- (4) Studies of the consequences of competition beyond firm performance; for example, industry structure, technological change and consumer welfare (Johnson, 2017)
- (5) Studies of the relationship between different competitive action arenas (e.g., product market vs. factor market rivalry; market vs. non-market action; internal vs. external action)
- (6) Studies of the interplay of competition and cooperation (Chen and Miller, 2015)

We welcome submissions using both qualitative and quantitative research methods, including computational and formal modeling, as well as theoretical papers.

References:

- Chen, M. J., & Miller, D. (2015). Reconceptualizing competitive dynamics: A multidimensional framework. *Strategic Management Journal*, 36(5), 758-775.
- Guo, W., Yu, T., & Gimeno, J. (forthcoming). Language and Competition: Communication Vagueness, Interpretation Difficulty, and Market Entry. *Academy of Management Journal*.
- Jacobides, M. G., & Tae, C. J. (2015). Kingpins, bottlenecks, and value dynamics along a sector. *Organization Science*, 26(3), 889-907.

Johnson, J. P. (2017). Unplanned Purchases and Retail Competition. *American Economic Review*, 107(3), 931-965.

Pierce, J. R., Kilduff, G. J., Galinsky, A. D., & Sivanathan, N. (2013). From glue to gasoline: How competition turns perspective takers unethical. *Psychological Science*, 24(10), 1986-1994.

Publishing Outlets:

Journals

Long Range Planning

For more information:

Contact the proponents above mentioned.

Submission Deadline: 10 January 2018 (2 pm Belgian time)

Authors Guidelines and Submission Deadline:

As an author, it is crucial to follow the guidelines and formatting instructions to prepare and submit your paper in order to have it published in proceedings.

ONE PRESENTING AUTHOR PER PAPER SUBMISSION

Each individual is limited to one personal appearance on the programme as a presenting author. This policy precludes acceptance of papers for more than one presentation. In other words, **an author can submit and present only one paper**. However, a presenter can always be a non-presenting co-author on additional papers.

Please read the instructions carefully prior to submitting:

1. Each paper can only be submitted to ONE track.
2. Submitted papers must NOT have been previously published and if under review, must NOT appear in print before EURAM 2018 Conference.
3. To facilitate the blind review process, remove ALL authors identifying information, including acknowledgements from the text, and document/file properties. (Any submissions with author information will be automatically DELETED; author information and acknowledgements are to be included in a SEPARATE document).
4. The entire paper (title page, abstract, main text, figures, tables, references, etc.) must be in ONE document created in PDF format.
5. The maximum length of the paper is 40 pages (including ALL tables, appendices and references). The paper format should follow the [European Management Review Style Guide](#).
6. Use Times New Roman 12-pitch font, double spaced, and 1-inch (2.5 cm) margin all around.
7. Number all of the pages of the paper.

8. No changes in the paper title, abstract, authorship, track and actual paper can occur AFTER the submission deadline.
9. Check that the PDF File of your paper prints correctly and ensure that the file is virus-free. Submissions will be done on-line on the EURAM 2018 website (open as of 1 December 2017: see <http://www.euram-online.org/annual-conference-2018.html>.)
10. Only submissions in English shall be accepted for review.
11. In case of acceptance, the author or one of the co-authors should be available to present the paper at the conference. A presenting author can only present one paper at the conference.