

# BART S. VANNESTE

Gower Street, London WC1E 6BT, United Kingdom  
+44 (0)20 3108 4087, [b.vanneste@ucl.ac.uk](mailto:b.vanneste@ucl.ac.uk)

## EMPLOYMENT

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- University College London, United Kingdom**  
2013– Assistant Professor of Strategy  
2012–2013 Honorary Lecturer
- INSEAD, France**  
2009–2013 Assistant Professor of Strategy

## EDUCATION

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- 2004–2009 **London Business School, United Kingdom**  
Ph.D. in Strategic & International Management  
Master in Research
- 2007 **Northwestern University, United States**  
Visiting research scholar at Kellogg School of Management
- 1997–2003 **Eindhoven University of Technology, The Netherlands**  
M.Sc. in Industrial Engineering and Management Science (Cum laude)
- 2000 **University of Michigan, United States**  
Exchange program at Business School and Faculty of Industrial Engineering

## RESEARCH INTERESTS

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Interorganizational relationships; trust; formal contracts; relational contracts.

## PUBLICATIONS<sup>1</sup>

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1. Vanneste B.S., Puranam P. & Kretschmer T. (2014), Trust over Time in Exchange Relationships: Meta-Analysis and Theory, *Strategic Management Journal*, 35(12), p. 1891-1902.
2. Vanneste B.S. & Frank D.H. (2014), Forgiveness in Vertical Relationships: Incentive and Termination Effects, *Organization Science*, 25(6), p. 1807-1822
3. Vanneste B.S. & Puranam P. (2010), Repeated Interactions and Contractual Detail: Identifying the Learning Effect, *Organization Science*, 21(1), p. 186-201
4. Puranam P. & Vanneste B.S. (2009), Trust and Governance: Untangling a Tangled Web, *Academy of Management Review*, 34(1), p. 11-31

## BOOKS

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1. Puranam P. & Vanneste B.S. (Forthcoming), *Corporate Strategy: Tools for Analysis and Decision-Making*, Cambridge University Press: Cambridge

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<sup>1</sup> <http://www.researcherid.com/rid/B-3644-2010>

## BOOK CHAPTERS

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1. Kretschmer T. & Vanneste B.S. (Forthcoming), Collaboration in Strategic Alliances: Cooperation and Coordination, in *Collaborative Strategy: A Guide to Strategic Alliances*, Mesquita L., Ragozzino R. & Reuer J. (Eds.), Edward Elgar Publishing

## WORKING PAPERS<sup>2</sup>

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1. Vanneste B.S., From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity, *Revise and resubmit*
2. Vanneste B.S & Yoo, O., Fragility and Interorganizational Trust, *Under review*
3. Vanneste, B.S., Rooks G. & Snijders C., Verbal and written agreements in interorganizational relationships

## DATA COLLECTION / CONCEPTUAL DEVELOPMENT

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4. Kinias, Z., Pillutla, M., Vanneste B.S. & Lee S., Trust between groups
5. Vanneste B.S. & Wang T., Formal contracts, relational contracts, and trust
6. Vanneste B.S., Vertical integration in the mutual fund industry

## SEMINAR PRESENTATIONS

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Yale University, Cass Business School (2014), Hong Kong University (2013), Rotterdam School of Management (2012), Tilburg University, Eindhoven University of Technology (2010), LMU Munich (2009), Cass Business School, INSEAD, University of Southern Denmark (2008), Utrecht University (2006)

## CONFERENCE PRESENTATIONS

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1. From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity. *Micro-Foundations for Strategic Management Research: Embracing Individuals (SMS)*, Copenhagen, Denmark, June 2014
2. From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity. *Academy of Management Conference*, Orlando, FL, August 2013
3. Symposium on Interorganizational Trust: Revisiting Core Assumptions. Organizer. *Academy of Management Conference*, Orlando, FL, August 2013
4. PDW on A variety of theoretical approaches to address contractual issues: Do they complement or overlap each other? Panelist. *Academy of Management Conference*, Boston, MA, August 2012
5. The shadow of the future in vertical relationships. *Academy of Management Conference*, Boston, MA, August 2012
6. The shadow of the future in vertical relationships. *Winter Strategy Conference*, Snowbird,

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<sup>2</sup> <http://www.ssrn.com/author=461350>

UT, March 2012

7. PDW on Contract, Relationships and Performances: Challenges and Opportunities in Studying Inter-firm Contracts. Panelist. *Academy of Management Conference*, San Antonio, TX, August 2011
8. Trust within and between firms. *Academy of Management Conference*, Montreal, Canada, August 2010
9. The development of trust. *Academy of Management Conference*, Montreal, Canada, August 2010
10. Trust within and between firms. *5<sup>th</sup> Workshop On Trust Within And Between Organizations (EIASM)*, Madrid, Spain, January 2010
11. The development of trust. *5<sup>th</sup> Workshop On Trust Within And Between Organizations (EIASM)*, Madrid, Spain, January 2010
12. Trust within and between firms. *8<sup>th</sup> Annual Trans-Atlantic Doctoral Conference*, London, U.K., May 2008
13. Trust and Governance: Untangling a Tangled Web. *Academy of Management Conference*, Philadelphia, PA, August 2007
14. Trust and Governance: Untangling a Tangled Web. *7<sup>th</sup> Annual Trans-Atlantic Doctoral Conference*, London, U.K., May 2007
15. Repeated Interactions and Contractual Detail: When Does Learning Dominate Trust? *Academy of Management Conference*, Philadelphia, PA, August 2006
16. When Do Contracts Become More Detailed? *6<sup>th</sup> Annual Trans-Atlantic Doctoral Conference*, London, U.K., May 2006
17. When Do Contracts Become More Detailed? *European Doctoral Research Conference at Imperial College*, London, U.K., May 2006

## **TEACHING**

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M&A, Alliances, and Corporate strategy (MBA / EMBA); Corporate Strategy (MSc, PhD, Executive education).

## **HONORS AND FELLOWSHIPS**

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2013–2014	Organization Science Outstanding Reviewer Award
2013–2014	Master's in Management Best Teacher Award (Runner-up)
2010	International Management Division Best Reviewer Award (AOM, Montreal)
2007–2008	NEVI Foundation Research Fellowship
2004–2008	London Business School PhD Fellowship
2004–2007	European Union Marie Curie Fellowship
2006	European Doctoral Research Conference Best Presentation (Tanaka Business School, Imperial College)
2003	NEVI National Award for Best Master's Thesis on Purchasing

## **EDITORIAL BOARDS AND REVIEWING**

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Editorial board     *Journal of Trust Research* (2014 – )  
*Academy of Management Journal* (2013 – )  
*Strategic Management Journal* (2013 – )  
*Organization Science* (2012 – )

Reviewer     *Administrative Science Quarterly, Journal of International Business, Journal of Organization Design, Long Range Planning, Management Science, Organizational Behavior and Human Decision Processes, Organization Studies, Strategic Entrepreneurship Journal.*

## **OTHER PROFESSIONAL SERVICE**

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AOM     BPS Track Chair (2015)

## **DOCTORAL DISSERTATION COMMITTEES**

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Tao Wang (in progress)

## **PERSONAL DETAILS**

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Citizenship: Belgian