

BART S. VANNESTE

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EMPLOYMENT

University College London, United Kingdom
2015– Associate Professor of Strategy
2013–2015 Assistant Professor of Strategy
2012–2013 Honorary Lecturer

INSEAD, France
2009–2013 Assistant Professor of Strategy

EDUCATION

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

Interorganizational relationships; trust; formal contracts; relational contracts.

PUBLICATIONS¹

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

1. Puranam P. & Vanneste B.S. (Forthcoming), *Corporate Strategy: Tools for Analysis and*

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

BOOK CHAPTERS

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 PAPERS²

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., Oral and written agreements in interorganizational relationships

DATA COLLECTION / CONCEPTUAL DEVELOPMENT

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

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

1. Discussant. *Darden & Cambridge Judge Entrepreneurship and Innovation Research Conference*, Cambridge, U.K., June 2015
2. From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity. Micro-Foundations for Strategic Management Research: Embracing Individuals (SMS), Copenhagen, Denmark, June 2014
3. From Interpersonal to Interorganizational Trust: The Role of Indirect Reciprocity. *Academy of Management Conference*, Orlando, FL, August 2013
4. Symposium on Interorganizational Trust: Revisiting Core Assumptions. Organizer. *Academy of Management Conference*, Orlando, FL, August 2013
5. 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

² <http://www.ssrn.com/author=461350>

6. The shadow of the future in vertical relationships. *Academy of Management Conference*, Boston, MA, August 2012
7. The shadow of the future in vertical relationships. *Winter Strategy Conference*, Snowbird, UT, March 2012
8. PDW on Contract, Relationships and Performances: Challenges and Opportunities in Studying Inter-firm Contracts. Panelist. *Academy of Management Conference*, San Antonio, TX, August 2011
9. Trust within and between firms. *Academy of Management Conference*, Montreal, Canada, August 2010
10. The development of trust. *Academy of Management Conference*, Montreal, Canada, August 2010
11. Trust within and between firms. *5th Workshop On Trust Within And Between Organizations (EIASM)*, Madrid, Spain, January 2010
12. The development of trust. *5th Workshop On Trust Within And Between Organizations (EIASM)*, Madrid, Spain, January 2010
13. Trust within and between firms. *8th Annual Trans-Atlantic Doctoral Conference*, London, U.K., May 2008
14. Trust and Governance: Untangling a Tangled Web. *Academy of Management Conference*, Philadelphia, PA, August 2007
15. Trust and Governance: Untangling a Tangled Web. *7th Annual Trans-Atlantic Doctoral Conference*, London, U.K., May 2007
16. Repeated Interactions and Contractual Detail: When Does Learning Dominate Trust? *Academy of Management Conference*, Philadelphia, PA, August 2006
17. When Do Contracts Become More Detailed? *6th Annual Trans-Atlantic Doctoral Conference*, London, U.K., May 2006
18. When Do Contracts Become More Detailed? *European Doctoral Research Conference at Imperial College*, London, U.K., May 2006

TEACHING

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

HONORS AND FELLOWSHIPS

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

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

AOM BPS Track Chair (2015)

DOCTORAL DISSERTATION COMMITTEES

Tao Wang (in progress)

PERSONAL DETAILS

Citizenship: Belgian