

# Charles Williams

CORPORATE STRATEGY

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## ARTICLES IN SCHOLARLY JOURNALS

ABOLFATHI N., SANTAMARIA S., WILLIAMS C.

**How Does Firm Scope Depend on Customer Switching Costs? Evidence from Mobile Telecommunications Markets**

Management Science, 2022, vol.68, no. 1, pp.316-332

WILLIAMS C., CHEN P., AGARWAL R.

**Rookies and seasoned recruits: How experience in different levels, firms, and industries shapes strategic renewal in top management**

Strategic Management Journal, 2017, vol.38, no. 7, pp.1391-1415

CHEN P., WILLIAMS C., AGARWAL R.

**Growing pains: the effect of pre-entry experience on impediments to growth**

Strategic Management Journal, 2012, vol.33, no. 3, pp.252-276

KARIM S., WILLIAMS C.

**Structural knowledge: how executive experience with structural composition affects intrafirm mobility and structural change**

Strategic Management Journal, 2012, vol.33, no. 6, pp.681-709

WILLIAMS C.

**Transfer in context: replication and adaptation in knowledge transfer relationships**

Strategic Management Journal, 2007, vol.28, no. 9, pp.867-889

WILLIAMS C., MITCHELL W.

**Focusing Firm Evolution: The Impact of Information Infrastructure on Market Entry by U.S. Telecommunications Companies, 1984-1998**

Management Science, 2004, vol.50, no. 11, pp.1561-1575

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## CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

WILLIAMS C.

**Comparing evolutionary and contingency theory approaches to organizational structure** in *Designing Organizations: 21st Century Approaches*

Richard M. Burton, Bo Eriksen, Dorthe Døjbak Håkonsson, Thorbjørn Knudsen, Charles C. Snow(Ed), Springer, pp.41-56, 2008

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## PROCEEDINGS/PRESENTATIONS

MAO J., WILLIAMS C.

**Poker Face: Nonverbal Emotion Restraint and Gender in Crowdfunding Pitches**

*84th Annual Meeting of the Academy of Management, August 9-13 2024, Chicago, IL, United States of America*

CERINI L., DUTT N., WILLIAMS C.

**Building capabilities for external knowledge sourcing: Training and Innovation in Small firms**

*81th Annual Meeting of the Academy of Management - July 30-August 3, 2021, online, United States of America*

ABOLFATHI N., SANTAMARIA S., WILLIAMS C.

**Market Frictions and Competitive Positions: Lessons from the Mobile Telecommunications Market**

*80th Annual Meeting of the Academy of Management - August 7-11, 2020, United States of America*

SPINA C., WILLIAMS C.

**Entrepreneurship in the Making: Understanding Different Approaches to New Venture Creation**

*37th Annual International Conference of the Strategic Management Society, 28-31 October 2017, Houston, TX, United States of America*

ABOLFATHI N., WILLIAMS C.

**Rethinking Competitive Positioning: Customer Value, Flexibility, and Generalist Advantage**

*Academy of Management Proceedings, the 77th Annual Meeting of the Academy of Management -August 4-9, 2017, Atlanta, United States of America*

CHEN P. L., WILLIAMS C.

**Where do you come from? The effect of new executives' experience and industry on growth**

*30th SMS Annual Conference - September 12-15, 2010, Roma, Italy*

WILLIAMS C., CHEN P. L., AGARWAL R.

**The effect of industry origins and experience of top management teams on firm growth**

*29th SMS Annual Conference - October 11-14, 2009, Washington D.C., United States of America*

CHEN P. L., WILLIAMS C., AGARWAL R.

**Industry specific managerial experience and firm performance in the cellular phone service industry**

*Academy Of Management Annual Meeting - August 7-11, 2009, Chicago, United States of America*

WILLIAMS C., KARIM S.

**Dominant logic: how executive movement shapes strategic change in medical firms**

*Academy Of Management Annual Conference - August 8-13, 2008, Anaheim, United States of America*

WILLIAMS C., MITCHELL W.

**A window on the world: how firm structure shapes the evolution of U.S. telecommunications firms, 1984-1998**

*Academy of Management Proceedings, vol.1, P1-P6, 2001, United States of America*

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## REVIEWS IN JOURNAL

MAHONEY J. T., WILLIAMS C.

**Book review: Sticky knowledge: barriers to knowing in the firm**

2003, Academy of Management Review

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