



STRATEGY

ANDREW SHIPILOV

Professor of Strategy

The John H. Loudon Chaired Professor of International Management

[Personal Website](#) [CV](#)

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BIOGRAPHY

Andrew Shipilov is a Professor of Strategy and the John H Loudon Chair of International Management at INSEAD. In 2014, Professor Shipilov received a prestigious Emerging Scholar Award from the Strategic Management Society. He is an expert in the areas of strategy, innovation, and networks. His current academic research examines how social networks, strategic alliances, and partnerships affect firm's competitive advantage.

His newest book is [Network Advantage: How to Unlock Value from Your Alliances and Partnerships](#). He has a [blog on Networks and Innovation](#).

At INSEAD, Professor Shipilov teaches and directs Executive Education programmes on competitive strategy, collaborative strategy, and Blue Ocean Strategy. From 2010, he is an Academic Director of the [INSEAD Blue Ocean Strategy](#) open programme. Andrew Shipilov is directing [Building Digital Partnerships and Ecosystems](#)

His clients include Abbott Labs, IBM, Microsoft Corp., Bayer, BNP Paribas, Royal Dutch Shell and other well-known companies.

Professor Shipilov's work has been published in the leading management journals including the *Academy of Management Journal*, *Administrative Science Quarterly*, *Organization Science*, *Social Networks*, *Strategic Organization*, *Industrial and Corporate Change*, *Managerial and Decision Economics*. He also published in *Harvard Business Review*, *MIT Sloan Management Review*, and *Talent Management Magazine*.

He is an editorial board member of the *Strategic Management Journal* and the *Strategic Organization*, two premier journals in strategy.

His research received prizes from the Academy of Management, the leading international association of management researchers.

RESEARCH AREAS

Organisation theory, Strategic Alliances, Inter-Firm Networks, Inter-personal Networks, Transition Economies

TEACHING AREAS

Competitive Strategy, Strategic Alliances, Value Innovation (Blue Ocean Strategy)

INDUSTRY SECTORS

Banking and Insurance, Information Technology

PUBLICATIONS

- [How Does Digital Transformation Happen? The Mastercard Case](#)
- [Unequal Bedfellows: Gender Role-based Deference in Multiplex Ties Between Korean Business Groups](#)
- [Which Boundaries? How Mobility Networks Across Countries and Status Groups Affect the Creative Performance of Organizations](#)
- [Brokerage as a Public Good: The Externalities of Network Hubs for Different Formal Roles in Creative Organizations](#)
- [Board Reform versus Profits: The Impact of Ratings on the Adoption of Governance Practices](#)
- [Chalhoub Group: A Luxury Success Story in the Middle East](#)
- [Fashion with a Foreign Flair: Professional Experiences Abroad Facilitate the Creative Innovations of Organizations](#)
- [Applications Virtual Special Issue: Practical Advice on How to Unlock Value from your Alliances](#)
- [Organizational Networks](#)
- [Luxury's Talent Factories](#)
- [Relational Pluralism Within and Between Organizations](#)
- [Network-building Behavioral Tendencies, Range, and Promotion Speed](#)
- [Making the Most of the Revolving Door: The Impact of Outward Personnel Mobility Networks on Organizational Creativity](#)
- [LVMH Moët Hennessy - Louis Vuitton: The Rise of Talentism](#)
- [LVMH Moët Hennessy - Louis Vuitton: A Personal Career Destination](#)
- [Towards a Strategic Multiplexity Perspective on Inter-firm Networks](#)
- [Network Advantage: How to Unlock Value From Your Alliances and Partnerships](#)
- [How Partners Shape Strategy](#)
- [The Key to Social Media Success Within Organizations](#)
- [Strategic Multiplexity](#)
- [Is there an Anglo-Saxon Model? Historical and Social Network Accounts of the Differences in Ownership and Control in the UK, Canada and the U.S.](#)
- [Knowledge Acquisition Strategies of Small and Medium-sized Enterprises During Institutional Transition: Evidence from Hungary and Ukraine](#)
- [Tupperware Nordic \(A\): Challenges to Direct Selling in the Web 2.0 Era](#)
- [Tupperware Nordic \(B\): Challenges to Direct Selling in the Web 2.0 Era](#)
- [The Missing Link: The Effect of Customers on the Formation of Relationships Among Producers in the Multiplex Triads](#)

- [Organizational Networks: Four-volume Set](#)
- [The Prince and the Pauper: Search and Brokerage in the Initiation of Status-Heterophilous Ties](#)

CASE WEBSITES

- [Tupperware Nordic](#)
- [Chalhoub Group: A Luxury Success Story in the Middle East](#)