



PINAR OZCAN

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CURRENT POSITION

Professor of Entrepreneurship and Innovation
Saïd Business School, Oxford University

PREVIOUS POSITIONS

Visiting Scholar, Department of Strategy, Innovation and Entrepreneurship (2018-2019)
University of Sydney Business School

Full Professor (2018-2019), Associate Professor (2015-2018), Assistant Professor (2012-2015)
Department of Strategy and International Business
Warwick Business School, University of Warwick

Visiting Scholar, Department of Strategy and Entrepreneurship (2012-2013)
London Business School

Assistant Professor, Department of Strategic Management (2005-2012)
IESE Business School, Barcelona, Spain

EDUCATION

STANFORD UNIVERSITY, USA

- Ph.D. Degree in Management Science & Engineering (2005)
Dissertation Title: Interfirm Ecosystems and the Growth of Entrepreneurial Firms
Committee: Kathleen Eisenhardt (Supervisor), Steven Barley, Walter Powell
- M.S. Degree in Management Science & Engineering (2001)
Concentration: Strategy and Technology Management
- Dual B.A. Degree in Economics and German Studies (1999)
Full academic scholarship during the four-year study

GERMAN HIGH SCHOOL, TURKEY

ABITUR Degree with 1.4 average (1996)

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RESEARCH

Strategy and entrepreneurship in technology markets with a focus on competitive and socio-political processes involving technology entrepreneurs and other stakeholders such as incumbents, regulators, governments, and the public.

ACADEMIC PUBLICATIONS

- Furr, N, P Ozcan, K. Eisenhardt. “Digital Transformation on the Global Stage: Tensions Arising for Established Companies”, forthcoming, Global Strategy Journal.
- Ozalp, H., P. Ozcan, D. Dinckol, M. Zachariadis, A. Gawer. ““Digital Colonization” of Highly Regulated Industries: An Analysis of Big Tech Platforms' Entry into Healthcare and Education”, forthcoming, California Management Review.
- Gurses, K., B. Yakis-Douglas, P. Ozcan. “Digitalisation versus regulation: How disruptive digital communication technologies alter institutional contexts through public interest framing”, forthcoming at Research in the Sociology of Organizations: Digital Transformation and Institutional Theory Special Issue.
- Ozcan, P. and D. Hannah, 2020. “Forced Ecosystems and Digital Stepchildren: The Rise of Social Media Advertising and Barriers to Market Transformation”, Strategy Science, 5(3), 193-217.
- Ozcan, P., K. Gurses, M. Mohlmann, 2019. “Within and Cross Category Spill-overs between Category Kings and Commoners: The case of the UK Sharing Economy”, Research in the Sociology of Organizations: Sharing Economy Special Issue, 66, 163-185.
- Ozcan, P. , 2018. “Growing with the Market? How Changing Conditions during Market Growth Affect Interfirm Ties”. Strategic Management Journal, 39(2), 295-328.
- Ozcan, P. and K. Gurses, 2018. “Playing Cat and Mouse: Contests over Regulatory Categorization of Dietary Supplements in the US”. Academy of Management Journal, 61(5).
- Uzunca, B., C. Richtering, and P. Ozcan, 2018. “Sharing and Shaping: A cross-country comparison of how sharing economy firms shape their institutional environment to gain legitimacy”. Academy of Management Discoveries, Special Issue on the Sharing Economy, 4(3).
- Ozcan, P. and F.M. Santos, 2015. “The Market that Never Was: Turf Wars and Failed Market Coalitions in Mobile Payments”. Strategic Management Journal 36(10), 1486-1512.
- Gurses, K. and P. Ozcan, 2015 "Entrepreneurship In Highly Regulated Markets: The Battle for Pay TV in the US". Academy of Management Journal 58(6), 1709-1739.
- Ozcan, P. and K.M. Eisenhardt, 2009. “Origin of Portfolios: Entrepreneurs, Network Strategies, and Firm Performance” Academy of Management Journal, 52(2), 246-279.

BOOK CHAPTERS

- Ozcan, P. and B. Yakis-Douglas, 2020. “Open and Collaborative Strategy in the Digital Age”, The Oxford Handbook of International Business Strategy.
- Ozcan, P. and Gurses, K., 2019 “Collaborative Market Making: The Critical Role of Dyadic and Multi-Partner Alliances in the Formation of New Markets” in The Oxford Handbook of Entrepreneurship and Collaboration, P. 289-312.
- Ozcan, P., S. Han and M. Graebner, 2017. “Single Case Studies: The What, Why and How” in The Routledge Companion to Qualitative Research in Organization Studies, P. 92-112, Routledge, New York.

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ACADEMIC WORK UNDER REVIEW

- D. Dinckol, P. Ozcan, P., M. Zachariadis. “Regulatory Standards and Consequences for Industry Architecture: The Case of UK Open Banking”
- Oliver, D., P. Ozcan. “Growth Challenges and Sustainability Consequences of P2P versus B2C Car Sharing: A Longitudinal Study”.

ACADEMIC WORK IN PROGRESS

- Curran, K., J. Knuckles, and P. Ozcan. “Market Making between Two Conflicting Institutions: The Case of UK Charities Seeking Private Finance”.
- Knight, E. and P. Ozcan. “Resource and Stakeholder Trade-Offs in Market Entry: A Comparison of Australian Fintechs”.
- Ozcan, P., M. Zachariadis and D. Dinckol. “Platformification of Banking: Strategy and challenges of incumbent banks and fintechs in response to regulatory change in the UK”.
- Tee, R. and P. Ozcan "Symbian: A Story of Vague Module Boundaries and Failed Collaboration", *Under Review* at Research Policy.
- Uzunca, B., P. Ozcan. “Street Fights vs. Court Battles: The Effectiveness of Different Types of Incumbent Resistance in Banning New Market Entrants”.

NON-ACADEMIC PUBLICATIONS

- Büge, M. and Ozcan, P., 2021. “Platform Scaling, Fast and Slow”. MIT Sloan Management Review, 62(3), pp.40-46.
- Ozcan, P., M. Zachariadis, 2021. “[Open banking as a catalyst for industry transformation](#)”, Swift Industry Industry Report.
- Zachariadis, Ozcan and Dinckol, 2019: “Monzo, Revolut, and other challenger banks are shaking up the industry”, Practitioner Article at *The Conversation UK*
- Ozcan, P., D. di Salvo and B. Yakis-Douglas, 2019: “Boom Technology Inc.: A Supersonic Flight under \$100?”, Teaching Case at Ivey Business School Press.
- Public presentations on fintech and platforms in banking: <https://youtu.be/-7tBZ2RMPU8>, <https://youtu.be/qvszDJpY5bg>
- Zachariadis, Ozcan and Dinckol, 2019: <https://3o4f432atkth1a36bc2wlcpi-wpengine.netdna-ssl.com/wp-content/uploads/2019/08/book-on-open-banking-master-v0-9.pdf>
- Zachariadis, M. and P. Ozcan, 2017. “Open APIs and the Transformation of Banking in the UK” *SWIFT Institute Industry Paper* (Top 10 SSRN papers in 2017).
- Ozcan, P., 2016: “Why Airbnb is Welcome in Some Cities and Not in Others”, Practitioner Article at *The Conversation UK* (over 15000 reads).
- Ozcan, P. and S. Decker, 2016: “Angel Games: Bringing Games to Your Mobile Phone”, Teaching Case at the Case Centre.
- Ozcan, P., 2014: “Why It Took 15 Years for Apple Pay to Roll Out”, Practitioner Article at *The Conversation UK* (over 7300 reads).
- Ozcan, P. and K.M. Eisenhardt, 2009. “Building High-Performing Alliance Portfolios”, Practitioner Article at the *IESE Alumni Magazine*.
- Ariño, A., Hohl, B., Mitchell, C. and P. Ozcan, 2009. “Fiat’s Strategic Alliance with Tata”, Teaching Case at IESE Publishing.

PINAR OZCAN

TEACHING

Topics: Strategy, Entrepreneurship, Technology Management, Change Management.
Levels: MBA, MSc, PhD, Executive MBA, and Open and In-Company Executive Programs.
Multiple teaching awards. Expertise in executive and online education.

INDUSTRY EXPERIENCE

- Consulting in technology start-ups and large firms in Silicon Valley and Europe (2003-present). Areas: electronic payments, wireless technologies, peer-to-peer technologies, and social media. Clients include Citibank, Coca Cola, Electronic Arts, KPMG, Razorfish, Saatchi and Saatchi London, Telefonica, Unilever.
- Director, Stanford University Entrepreneurship Corner Initiative (2002-2005)
- Director, AEA / Stanford Executive Institute (2002-2005)
- Management Consultant, Siemens, Munich, Germany (1999-2000)

AWARDS, GRANTS AND TITLES

- *Stanford Lieberman Fellowship* (2004): PhD award for excellence in research and teaching
- *Best Dissertation Finalist* (2006): Academy of Management, Business Policy and Strategy Division
- *AMJ Best Paper Finalist* (2009): For Ozcan and Eisenhardt (2009)
- *IDEA Entrepreneurship Thought Leader Award* (2009)
- *EFMD Best Teaching Case Award* (2009): “Fiat-Tata Case” by Ariño, Hohl, Mitchell, & Ozcan (2009)
- *Representative at Large* (2010-12), Entrepreneurship Interest Group, Strategic Management Society
- *Representative at Large* (2013-15), Knowledge & Innovation Interest Group, Strategic Management Society
- *Excellence in Teaching Award* (2012-2019), Warwick University
- *Spanish Ministry of Education Research Grant* (2006-2012). Research team: Pascual Berrone, Bruno Cassiman, Fabrizio Ferraro, Pinar Ozcan (IESE)
- *British Academy Newton Mobility Grant* (2015) for “Factors Affecting the Building of an Open Innovation Ecosystem in Turkey” (Ozdemir and Ozcan)
- *Best Paper Award* (2016), Strategic Management Society, for “The Dark Side of Flexibility: How Product Module Boundaries affect the Evolution of Collaborative Ventures” (Tee and Ozcan)
- *Swift Institute Research Award* (2016-2018) for “Open APIs and the Transformation of UK Banking”
- *Outstanding Contribution to Research* (2016-2017), Warwick University
- *Swift Institute Research Award* (2017-2019) for “PSD2 and the Transformation of European Banking”
- *Research in Organizations Grant* (2017-2019), *Strategic Management Society* for “Open APIs and the Transformation of UK Banking”
- *Top 40 Business Professors under 40* (2017), Poets and Quants
- *Executive Committee Member for Teaching* (2018-2020), Academy of Management Strategy Division

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- *Global Thinkers 50 Radar* (2018): For emerging thinkers with the potential to make lasting contributions to management theory and practice
- *Associate Program Chair* (2019-2021), Entrepreneurship and Strategy Interest Group, Strategic Management Society
- *Editorial Board Member*, Journal of Management Studies (2019-2021)
- *Associate Editor*, Strategic Entrepreneurship Journal (2019-2022)
- *British Academy Mid-Career Grant* (2019-2020): Full teaching and administrative buy-out given to 30 academics across fields for the advance of promising research

LANGUAGES: English (fluent), German (fluent), Spanish (fluent), Dutch (good), Turkish (native).