Preface

This book has the intention to introduce young scholars to strategy process research and to

allow more experienced scholars a comprehensive view on this fascinating field of research

and practice. Although a strong interest in strategy process issues can be literally felt in each

major conference, the field is dispersed into several sub-communities that hardly recognize

each other. In the search for knowledge, the field has been exposed to strong centrifugal

forces tearing it apart in different directions. Although this movement needs to be further

strengthened due to its potential for the creation of new knowledge, it is simultaneously nec-

essary to explore established and new interdependencies among its various pieces and puz-

zles. Diversity and coherence need to be better balanced.

As the first part of my Habilitation at the University of St. Gallen (the second part was a

major quantitative study on the learning, micro-political and trust-building dimensions of

strategic initiatives), this primer to strategy process research connected me with many great

people. Insightful and stimulating discussions, workshops or joint projects and papers

brought me together with Prof. Charles Baden-Fuller, Dr. Martin Deiss, Prof. Franz Keller-

manns, Dr. Max Kownatzki, Dr. Karolin Marx, Prof. Frank Rothaermel, Dr. Jorge Walter,

Prof. Sidney Winter and many others. In particular, I am deeply indebted to my two aca-

demic teachers, Professor Günter Müller-Stewens (St. Gallen) and Prof. Steven Floyd (Uni-

versity of Connecticut). They have been outstanding scholars and more importantly, have

become close friends. Therefore, this book is dedicated to them.

St. Gallen, October 2005

Christoph Lechner

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Abbreviations

BOD Board of Directors

CBV Capability-based view

CEO Chief Executive Officer

COO Chief Operating Officer

DA Devil's advocacy

DI Dialectical inquiry

e.g. exempli gratia (for example)

et al. et altera

IAS International Accounting Standards

IOE Intra-organizational ecological selection

KBV Knowledge-based view

PFC Perceived feasibility to change

R&D Research and Development

RBV Resource-based view

ROE Return on Equity

SBU Strategic Business Unit

SID strategic issue diagnosis

TMT Top Management Team

vs. versus