

# Stefan Michael Wagner

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Germany

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PERSONAL ◇ **Date of birth:** May 25, 1976, Deggendorf, Germany  
◇ **Nationality:** German

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CURRENT EMPLOYMENT ◇ **ESMT European School of Management and Technology**, Berlin.  
*Director of Ph.D. Studies* since April 2017  
*Associate Professor (with tenure)* since January 2016  
*Associate Professor* since January 2013  
*Assistant Professor*, 2011 to 2012

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EDUCATION ◇ **Ludwig-Maximilians-University** LMU, Munich.  
*Habilitation*, (Dr. habil.), 2010.  
*Dissertation* (Dr. oec. publ.), 2005.  
*Master of Business Research* (MBR), 2004.  
*Diploma in Business Administration* (Dipl.-Kfm.), 2001, top 3%.  
◇ **University of California**, Los Angeles, USA.  
Fulbright Scholar at the Graduate School of Economics (2001-2002).  
◇ **University UT1**, Toulouse, France.  
Studies in Economics as ERASMUS scholarship (1998-1999).  
◇ **Dominicus-von-Linprun Gymnasium (High School)**, Viechtach.  
*Abitur*, top 1% (1995).

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(VISITING) APPOINTMENTS ◇ **Pontificia Universidad Catolica de Chile**, Santiago de Chile.  
Visiting Professor (2017, 2018, 2019).  
◇ **Berlin Centre for Consumer Policies**.  
Senior Fellow (since 2015, ongoing).  
◇ **University of Melbourne**, Australia.  
Visiting Fellow on invitation of the EU Centre for Shared Complex Challenges (2016).  
◇ **Hitotsubashi University**, Tokyo, Japan.  
JSPS Fellow at the IIR Institute of Innovation Research (2014).  
◇ **Yonsei University**, Seoul, Korea.  
Visiting Professor at the Business School of Yonsei University (2012).  
◇ **NUS National University Singapore**, Singapore.  
Visiting Scholar at the NUS Business School (2011).  
◇ **IPRIA Intellectual Property Research Institute Australia**, Melbourne.  
Visiting Scholar at the Intellectual Property Institute of Australia IPRIA (2009).  
◇ **Boston University/ NBER**, Boston, USA.  
Visiting Scholar at the Boston University and the National Bureau of Economic Research NBER (Cambridge, MA) (2005-2006).

Stefan Michael Wagner

- WORK EXPERIENCE
- ◇ **PhD candidate/ Post Doc**, Ludwig-Maximilians-University, Munich ('Wissenschaftlicher Mitarbeiter' 2002-2005, 'Wissenschaftlicher Assistent' 2006-2010).
  - ◇ **Member of the board (Vorstand)**, First Value AG, Straubing, Germany (2007 – present), Small business angel fund providing seed capital to start-up companies.
  - ◇ **Freelance consulting**, Munich, Germany (since 2004), Freelance consulting work for private and public sector clients including BMW, Cap Gemini, Handelsblatt, Kabel Deutschland and the German Federal Ministry for Education and Research.
  - ◇ **Summer Associate**, McKinsey & Company, Munich, Germany (Summer 2001).
  - ◇ **Visiting Associate**, The Boston Consulting Group, Düsseldorf, Germany (Summer 2000).
  - ◇ **Co-Founder and CEO**, career networks GmbH, Munich, Germany (2000 – 2005), Career fairs for law students in Germany.
  - ◇ **Internship**, KPMG, Munich, Germany (Summer 1999).
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- SCHOLARSHIPS AND PRIZES
- ◇ Excellence in Refereeing Award: Research Policy (2017)
  - ◇ Fellowship of the EU Centre for Shared Complex Challenges, Melbourne (2016).
  - ◇ Japan Society for the Promotion of Science JSPS, Fellow (2014)
  - ◇ German Academic Exchange Service DAAD scholarships and travel grants (2005, 2009, 2011, 2014, 2018)
  - ◇ Outstanding Dissertation Award, Munich School of Management Alumni Association (2005)
  - ◇ Fulbright Scholarship (2001-2002)
  - ◇ German National Academic Foundation (1998-2001)
  - ◇ European Community (Erasmus) Scholarship (1998-1999)
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- PROFESSIONAL SERVICE
- ◇ **ESMT European School of Management and Technology**, Berlin.  
*Director of Ph.D. studies*, since April 2017.  
*Coordinator of Faculty Seminar Series*, 2011 to 2014.
  - ◇ **EPIP (European Policy for Intellectual Property) Association**  
*President*, 2018-2019.  
*Organization of the 13<sup>th</sup> Annual Conference*, 2018.  
*Member of the Board*, since 2017.
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- SKILLS
- ◇ C, HTML.
  - ◇ MS-Office, STATA, R/ S-Plus, SPSS, Matlab.
  - ◇ Fluent in English, French, German (native language).
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- HOBBIES
- ◇ Tennis, motorcycling, hiking, skiing.
  - ◇ Piano, keyboards, electric bass.
  - ◇ Cinema, literature.
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REFERENCES Available upon request.

PUBLICATIONS    ♦ **In international refereed journals:**

- Wagner, S. and M. Goosen (2018). Inventor mobility and the formation of technology-oriented alliances – evidence from the pharmaceutical industry. *Academy of Management Journal* 61 (6): 2026-2052.
- Wagner, S. and J. Runge (2018). Nothing is free: Data-driven optimisation unlocks freemium business models' real potential. *The European Business Review, September/October*: 47-50.
- Wagner, S., and S. Wakeman (2016). What do patent-based measures tell us about product commercialization? Evidence from the pharmaceutical industry. *Research Policy* 45(5): 1091-1102.
- Harhoff, D., G. von Graevenitz, and S. Wagner (2016). Conflict resolution, public goods and patent thickets. *Management Science* 62(3): 704-721.
- Wagner, S., K. Hoisl and G. Thoma (2014). Overcoming localization of knowledge – The role of professional service firms. *Strategic Management Journal* 35 (11): 1671-1688.
- von Graevenitz, G., S. Wagner, and D. Harhoff (2013). Incidence and growth of patent thickets: The impact of technological opportunities and complexity. *Journal of Industrial Economics LXI (3)*: 521-563.
- Liegsalz, J., and S. Wagner (2013). Patent examination at the State Intellectual Property Office in China. *Research Policy* 42 (2): 552-563.
- von Graevenitz, G., S. Wagner, and D. Harhoff (2011). How to measure patent thickets: A novel approach. *Economics Letters* 111 (1): 6-9.
- Reitzig, M., and S. Wagner (2010). The hidden costs of outsourcing: Evidence from patent data. *Strategic Management Journal* 31(11): 1183-1201. (reprinted in *The economics of outsourcing*, ed. Leslie P. Willcocks, Mary C. Lacity, 696-715. Cheltenham: Edward Elgar)
- Wagner, S., and I. Cockburn (2010). Patents and the survival of Internet-related IPOs. *Research Policy* 39(2): 214-228. (Revision of NBER Working Paper No. 13146, Cambridge MA).
- Reitzig, M., and S. Wagner (2010). Patently (un)clear. *Business Strategy Review* 21(1): 28-33.
- Wagner, S. (2010). Managerial succession and organizational performance: Evidence from the German soccer league. *Managerial and Decision Economics* 31(6): 415-430.
- Harhoff, D., and S. Wagner (2009). The duration of patent examination at the European Patent Office. *Management Science* 55(12): 1969-1984.
- Schulz, C., and S. Wagner (2008). Outlaw community innovations. *International Journal of Innovation Management* 12(3): 399-418. (reprinted in: *Perspectives on user innovation*, Series on Technology Management, ed. Stephen Flowers, Flis Henwood, 191-210. London: Imperial College Press)
- Wagner, S. (2008). Business method patents in Europe and their strategic use: Evidence from franking device manufacturers. *Economics of Innovation and New Technology* 17(3): 173-194.
- Czado, C., V. Erhardt, A. Min, and S. Wagner (2007). Zero-inflated generalized Poisson models with regression effects on the mean, dispersion and zero-inflation level applied to patent outsourcing rates. *Statistical Modelling* 7(2): 125-153.
- Jerak, A., and S. Wagner (2006). Modeling probabilities of patent oppositions in a Bayesian semiparametric regression framework. *Empirical Economics* 31(2): 513-533.

◇ **In refereed international conference proceedings:**

- Harhoff, D., G. von Graevenitz, and S. Wagner (2014). A primer on conflict resolution, public goods and patent thickets. (*Best Paper Proceedings of the 2014 Academy of Management Meeting*)
- Ermecke, R., P. Mayrhofer, and S. Wagner (2009). Agents of diffusion: Insights from a survey of Facebook users. *Proceedings of the 42nd Hawaii International Conference on System Sciences (HICSS 2009)*.
- Jerak, A., and S. Wagner (2004). Semiparametric Bayesian analysis of EPO patent opposition. In: *COMPSTAT Proceedings in Computational Statistics*, ed. J. Antoch: 1263-1270. Heidelberg: Physica-Verlag, 2004.

◇ **In national refereed journals:**

- Süßmuth, B., and S. Wagner (2012). A market's reward scheme, media attention, and the transitory success of managerial change. *Jahrbücher für Nationalökonomie und Statistik (Journal of Economics and Statistics)* 232(3): 258-278.
- Wagner, S. (2009). Reform der Einschränkung der Urheberrechte in Lehre und Forschung: Abschätzung von Zahlungsbereitschaften für flexibleren Zugang zu studienrelevanter Literatur. *zfbf - Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung* 61: 857-880.
- Wagner, S. (2009). Patente in der Finanzindustrie: Terra Incognita. *Quarterly Journal of Economic Research (Vierteljahreshefte zur Wirtschaftsforschung)* 78(1): 156-166.
- Wagner, S. (2007). Make-or-buy decisions in patent related services. *ZfB Zeitschrift für Betriebswirtschaft, Special Issue 4*: 47-68.
- Jostarndt, P., and S. Wagner (2006). Kapitalstrukturen börsennotierter Aktiengesellschaften: Deutschland und USA im Vergleich. *Quarterly Journal of Economic Research (Vierteljahreshefte zur Wirtschaftsforschung)*, 75(4): 93-108.
- Treptow, F., and S. Wagner (2005). Stock exchanges and issuers: A changing relationship. *Quarterly Journal of Economic Research (Vierteljahreshefte zur Wirtschaftsforschung)* 74(4): 125-139.

◇ **Monographs:**

- Fischl, B., and S. Wagner (2016). *Der perfekte Businessplan*. 3<sup>rd</sup> ed. Munich, Beck Verlag.
- Harhoff, D., B. Hall, G. von Graevenitz, K. Hoisl, and S. Wagner (2007). The strategic use of patents and its implications for enterprise and competition policies. Report to the European Commission, Tender ENTR/05/82, 2007.
- Wagner, S. (2006). *Economic analyses of the European patent system*. Wiesbaden: DUV Gabler. (Dissertation LMU Munich, 2005).

◇ **Working papers and manuscripts in preparation or under review:**

- Claussen, J., Runge, J. and S. Wagner. What makes them pay? – Freemium pricing of casual games.
- Gaessler, F. and S. Wagner. Patents, data exclusivity and the development of new drugs.
- Helmers, Ch., Iaria, A., Patnam, M., Runge, J. and S. Wagner. Optimizing freemium - insights from a structural model.
- Hoisl, K. and S. Wagner. Now or later – labor mobility and lifetime income of knowledge workers.

◇ **Journals:**

Academy of Management Journal, Economic History Review, Economics of Innovation and New Technology, Industrial and Corporate Change, Industry and Innovation,

Journal of Evolutionary Economics, Management Science (also Guest Associate Editor), Review of Industrial Organization, RAND Journal of Economics, Research Policy, Scandinavian Journal of Economics, Strategic Management Journal, Small Business Economics, Technovation, Zeitschrift für betriebswirtschaftliche Forschung.

◇ **Conferences:**

Academy of Management Meeting, Druid Conference, TIE Tagung, EPIP.

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PRESENTATIONS  
AND  
SEMINARS  
(SINCE  
2012)

◇ **2018:**

National Bureau of Economic Research NBER (Cambridge, MA), 11<sup>th</sup> Annual Conference on Innovation Economics, accepted (Northwestern, Chicago), Academy of Management Meeting, accepted (Chicago), Copenhagen Business School.

◇ **2017:**

Academy of Management Meeting 2017 (Atlanta), 5<sup>th</sup> Colloquium on Digital Transformation (Cologne), Asia-Pacific Innovation Conference APIC (Fukuoka), 7th ZEW/-MaCCI Conference (Mannheim).

◇ **2016:**

DRUID Asia 2016, Patents 2016 (Munich), Max-Planck-Institute Munich.

◇ **2015:**

University of Lugano (invited), Academy of Management Meeting 2015 (Vancouver), University of Darmstadt (invited)

◇ **2014:**

Copenhagen Conference on Innovation and Entrepreneurship 2014, DRUID 2014 (Copenhagen), Academy of Management Meeting 2014 (Philadelphia), Universidad Carlos III at Madrid (invited)

◇ **2013:**

ARISE Workshop at National University of Singapore NUS, INNOPAT (ZEW Mannheim), TIGER (Toulouse), University of Trier, EPIP conference (Paris), VHB TIE Tagung (Sankt Gallen)

◇ **2012:**

UNO-MERIT/School of Governance Seminars (Maastricht), Conference on Patents, Entrepreneurship and Innovation (Alexandria, VA), Institute for Empirical Research in Economics (Leipzig), Academy of Management Meeting (Boston, MA), Yonsei University, School of Business (Seoul), Third Asia-Pacific Innovation Conference (Seoul)

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TEACHING  
EXPERI-  
ENCE

◇ **Management of Innovation and Technology**

- Ph.D. level, core course, Berlin Doctoral Program in Economics and Management Science BDPEMS (2018, 2017, 2015, 2014, 2013, 2012).
- MBA/Executive MBA, core/elective courses, ESMT (2017, 2016, 2015, 2014, 2013); Yonsei University, School of Business (2012); Pontificia Universidad Catolica de Chile (2019,2018, 2017)
- Master of Science in Management, core/elective course, ESMT (2017, 2015 – Award for excellence in teaching and inclusion in the President’s Honor Roll for Teaching Excellence), LMU Munich (2009); EPFL Lausanne (2013).
- Bachelor in Management, core course, University of Bayreuth (2010), LMU Munich (2010, 2009, 2008).

◇ **Entrepreneurship/Business Planning**

- MBA, core course, ESMT (2017, 2015, 2014, 2013, 2012, 2011 – Award for excellence in teaching and inclusion in the President’s Honor Roll for Teaching Excellence).
- European Master in Management, core course , EM Lyon (2010, 2009, 2008).
- Bachelor in Management, LMU Munich (2006).

◇ **Quantitative methods/econometrics**

- Ph.D. level, LMU Munich (2009, 2008, 2007), German Association of Professors in Management VHB (part of VHB's ProDok course series; 2017, 2015, 2014, 2013, 2012, 2011, 2010).
- Bachelor in Management, core course and various seminars, LMU Munich (2007, 2005, 2004, 2003).

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- 3<sup>rd</sup> PARTY FUNDING
- ◇ **DFG German Science Foundation** (2018):  
Conference grant for the 2018 Annual Meeting of the EPIP Association, 30,000 EUR.
  - ◇ **Curtius Foundation** (2017):  
Research grant for evaluating strategies to optimize freemium pricing strategies for online based business models, 15,000 EUR.
  - ◇ **COST Travel Grant** (2010):  
COST/STRIKE travel grant for a research visit at University of Camerino, Italy.
  - ◇ **DAAD Travel Grants** (2018, 2011, 2009, 2008):  
DAAD travel grant for presentation at various locations/conferences.
  - ◇ **ENTR/05/82** (2006–2007):  
Research project on "The Strategic Use of Patents and its Implications for Enterprise and Competition Policies" commissioned by the European Commission (Enterprise and Industry Directorate-General), jointly with D. Harhoff, B. Hall, G. von Graevenitz, K. Hoisl, 125,000 EUR.
  - ◇ **Collaborative Research Center (SFB) TR15** (2007-2011):  
Member ("Grundausrüstung") of the SFB TR15 "Governance and the Efficiency of Economic Systems" within the project C2 "Intellectual Property, Appropriation of Rents from Innovation, and Competition for Innovation".
  - ◇ **Strategies for the Promotion of Regenerative Technologies in Medicine and Biology** (2006):  
Evaluation of firms' strategic patenting behavior within regenerative technologies in Medicine and Biology for the German Federal Ministry of Education and Research, 16,660 EUR.
  - ◇ **Collaborative Research Center (SFB) 386** (2002–2006):  
Member ("Ergänzungsausstattung") of the SFB 386 "Statistical Analyses of Discrete Structures" within the project A8 "Econometric Analysis of Discrete Data in Empirical Industrial Economics".