

PUBLICATIONS

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Monographs:

- Landau, C. (2010). Wertschöpfungsbeiträge durch Private-Equity-Gesellschaften – Empirische Untersuchung europäischer Spin-off-Buyouts. Wiesbaden: Springer.

Refereed Journals:

- LANDAU, C., & MACK, T. (2020). Submission quality in open innovation contests – An analysis of individual-level determinants of idea innovativeness. *R&D Management*.
- LANDAU, C., BOCK, C., OREDENT, M., & SCHMIDT, M. (2018). Are public financing schemes beneficial for university spin-offs and the technology transfer of innovations. *International Journal of Innovation Management*, 22 (6). doi:10.1142/S1363919618500524.
- MAVIS, C., RICHTER, A., LANDAU, C., SIMONS, T., SCHMIDT, S., & STEINBOCK, K. (2018). What happens when companies (don't) do what they said they would? Stock market reactions to strategic integrity. *European Management Review*. doi:10.1111/emre.12175.
- HUMMEL, M., KREUTZER, M., & LANDAU, C. (2017). Do business models matter? Performance differences of online sales activity systems in the European online retail industry. *American Journal of Management*, 17, 111-128.
- Landau, C., Karna, A., Richter A., & Uhlenbruck, K. (2016). Institutional leverage capability – creating and using institutional advantage for internationalization. *Global Strategy Journal*, 6(1), 50-58.
- Landau, C., Karna, A., & Sailer, M. (2016). Business model innovation for emerging markets – a case study of a German automobile manufacturer's business model adaptation to India, *R&D Management*, 46(3), 480-503.
- Soluk, J., & Landau, C. (2016). Corporate Venture Capital in Deutschland – Empirische Untersuchung des Einsatzes von Wagniskapital als Instrument des strategischen Innovationsmanagements. *Zeitschrift Führung + Organisation*, 85(4), 277-284.
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- Landau, C. (2014). Active involvement of private equity firms in portfolio companies and its performance effects. *Advances in Strategic Management*, 31, 185-229.
- Landau, C., & Bock, C. (2013). Value creation through vertical intervention of corporate centres in single business units of unrelated diversified portfolios – the case of private equity firms. *Long Range Planning*, 46(1-2), 97-124.
- Stubner, S., Wulf, T., Landau, C., & Gietl, R. (2013). Buyouts in Familienunternehmen – Eine Herausforderung für Private Equity. *Zeitschrift für KMU und Entrepreneurship (ZFKE)*, 61(1-2), 115-135.
- Hungenberg, H., Dier, M., Gietl, R., Landau, C., & Feistel, M. (2009). Wertschöpfung durch Private Equity-Gesellschaften – Eine empirische Analyse zur Ermittlung von Wertschöpfungshebeln und deren Relevanz. *Zeitschrift Führung und Organisation*, 78(3), 162-170.
- Khazeh, K., Heinecke, M. & Landau, C. (2006). How Effective are the Effective Rates – A Long-Term View of Short-term Asset and Liability Management. *Journal of Business and Behavioral Sciences*, 13(2), 87-94.

Contributions to Edited Volumes

- LANDAU, C., KREUTZER, M. (2017). Tools im Stresstest - Möglichkeiten und Grenzen strategischer Analyseverfahren. In Burkhard Schwenker und Barbara Dauner-Lieb (Ed.). *Gute Strategie: Der Ungewissheit offensiv begegnen - Eine neue Agenda strategischer Führung*
- Landau, C., Karna, A., & Täube, F. (2016). The internationalization of hidden champions - setting the context for advancing research on emerging market strategies for German Mittelstand firms. In H. Merchant (Ed.), *Handbook of Research on Emerging Markets* (292-316), Cheltenham: Edward Elgar Publishing.
- Braune, A., & Landau, C. (2016). FinTech – Digitale Geschäftsmodelltransformationen im Bankensektor. In D. Schallmo et al. (Ed.), *Digitale Transformation von Geschäftsmodellen: Grundlagen, Instrumente und Best Practices* (495-519), Wiesbaden: Springer.

Practitioner Journals

- Landau, C., Leih, S. Russo, P., Teece, D. (2016). Wenig Weißheit bei den Vielen. *Harvard Business Manager*, December 2016, 73-78.

Conference Contributions

- BAYER, F., BURMEISTER-LAMP, K., & LANDAU, C. (2019). Effectual behaviour – Designing a measure for individual entrepreneurial behaviour., Effectuation Conference.
- LANDAU, C. (2019). Understanding ecosystems – A componential framework for business and innovation ecosystem design., ISPIM Conference.
- LANDAU, C., BAYER, F., & BURMEISTER-LAMP, K. (2019). A forthcoming theory of entrepreneurship – Theoretical and empirical challenges for effectuation., Effectuation Conference.
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- SILBERNAGEL, O., & LANDAU, C. (2019). Does Location Matter? Taking Stock and Conceptualizing the Role of Location in Dynamic Capabilities., EURAM Annual Conference
- SILBERNAGEL, O., & LANDAU, C. (2019). The Effect of CEO Dynamic Managerial Capabilities on strategic change and performance., EIASM Workshop.
- FREISINGER, E., LANDAU, C., & HEIDENREICH, S. (2018). The bright side of business model innovation: An empirical study of performance implications across venture life cycle stages., 25th International Product Development Management Conference (IPDMC).
- LANDAU, C., & BAYER, F. (2018). Planning versus acting? Unlocking the synergistic potential on business model innovations., Academy of Management Specialized Conference.
- LANDAU, C., & STEINERT, C. (2018). The effect of the environment on organizational failure: A meta-analysis., Annual Meeting of the Academy of Management.
- LANDAU, C., & STEINERT, C. (2018). The influence of legitimacy and legitimation strategies on performance: Evidence from FinTechs., SMS Special Conference Sao Paulo.
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- FREISINGER, E., HEIDENREICH, S., & LANDAU, C. (2017). Business Model Innovation - Quo Vadis? Status Quo and future Research Avenues., 23rd International Product Development Management Conference.
- KUTA, K., DIEHL, M.-R., & LANDAU, C. (2017). Corporate social responsibility and the refugee crisis – a domain orientated analysis of German stock-listed companies' responses to the refugee crisis., 5th CR3+ conference at Hanken.
- LANDAU, C., & STEINERT, C. (2017). To change yourself, change your environment - The influence of market attributes on organizational failure., Israel Strategy Conference.
- LANDAU, C., KREUTZER, M., & HUMMEL, M. (2016). Do business models matter? Performance differences of online sales activity systems., Academy of Management Annual Meeting.
- Landau, C., Kreutzer, M. & Hummel, M. (2016, September). Performance differences of online business models. Strategic Management Society Annual Conference, Berlin, Germany.
- Rogbeer, S., Landau, C. & Brenner, B. (2016, June). Synchronizing first mover advantages within the multinational enterprise. Annual Meeting of the Academy of Management, Anaheim, USA.
- Mack, T., & Landau, C. (2016, July). Competition and Cooperation in Innovation Contests – Micro-level Determinants of Innovativeness in Participatory Innovation Contexts. Strategic Management Society Special Conference, Rome, Italy.
- Landau, C. & Mack, T. (2015, November). Who wins open innovation contests? An empirical analysis of individual level determinants. Paper presented at the Word Open Innovation Conference, Santa Clara, USA .
- Mack, T., & Landau, C. (2015, August). Winners, losers, and deniers – self-selection in crowd innovation contests and the roles of motivation, creativity, and skills. Paper presented at the Journal of Engineering and Technology Management Special Issue Conference, Vancouver, Canada.
- Mack, T., & Landau, C. (2015, August). The decision to participate or not to participate in open innovation contests. Paper presented at the Annual Meeting of the Academy of Management, Vancouver, Canada.
- Landau, C. & Wolf, J. (2014, October). Performance of strategic sustainability groups. Paper presented at the Strategic Management Society Annual Conference, Madrid, USA.

- Landau, C. & Karna, A. (2014, October). Business model innovation for emerging markets – a case study of a German automotive company's internationalization to India. Paper presented at the Strategic Management Society Annual Conference, Madrid, Spain.
- Landau, C., & Kreutzer, M. (2014, September). Business model configurations in the European online retail industry - identification of strategic group level e-business models using cluster analysis. Paper presented at the Journal of Business Economics (JBE) Conference, Nuremberg, Germany.
- Landau, C., & Karna, A. (2014, June). Business model innovation for emerging markets – a German premium car manufacturer's entry into India. Paper presented at the Academy of International Business Annual Meeting, Vancouver, Canada.
- Karna, A., Landau, C., K. Uhlenbruck, & Richter, A. (2013, September). Institutional leverage capability – using home country institutions for SME internationalization. Paper presented at the Strategic Management Society Annual Conference, Atlanta, USA.
- Galal, K., Landau, C., & Richter, A. (2013, August). Inter-group and intra-group performance differences of strategic groups in the consulting industry. Paper presented at the Annual Meeting of the Academy of Management, Orlando, Florida, USA.
- Landau, C. (2013, August). Active involvement of private equity firms in portfolio companies and its performance effects. Paper presented at the Annual Meeting of the Academy of Management, Orlando, USA.
- Mack, T., & Landau, C. (2013, June). Participation decisions and idea quality in online innovation contests an individual level investigation based on the componential model of creativity. Paper presented at the 20th International Product Development Management Conference, Paris, France.
- Mack, T., & Landau, C. (2013, September). Participants' self-selection for crowdsourced innovation contests: boon or bane? Paper presented at the Strategic Management Society Annual Conference, Atlanta, USA.
- Mack, T. & Landau, C. (2012, August). Towards a comprehensive understanding of individual innovation contribution to corporate NPD – a creativity-based approach. Paper presented at the 10th International Open and User Innovation Workshop, Boston, USA.
- Landau, C., & Bock, C. (2011, August). Value addition by private equity firms – a resource-based empirical analysis of European primary buyouts. Paper presented at the Academy of Management Annual Meeting, San Antonio, USA.
- Landau, C., Gietl, R., & Rahmel, M. (2011, November). Vertical value addition by central units in unrelated diversified multibusiness firms – the case of private equity firms. Paper presented at the Strategic Management Society Annual Conference, Miami, USA.
- Landau, C., Bock, C. (2010, November). Value addition by private equity firms in European spin-off buyouts – an empirical analysis. Paper presented at the Strategic Management Society Annual Conference, Rome, Italy.
- Landau, C., Wulf, T., Stubner, S., & Gietl, R. (2009, June). Can private equity investors add value to formerly family owned businesses? Paper presented at the Babson College Entrepreneurship Research Conference, Babson Park, USA.
- Landau, C., Gietl, R., and Stubner, S. (2009, August). Private equity and family business – can investors add to the success of former family firms? Paper presented at the Annual Meeting of the Academy of Management, Chicago, USA.