TIMO SOHL

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APPOINTMENTS AND AFFILIATIONS

2025−present	Full Professor of Strategy, School of Business and Economics, University of Tübingen, Germany
2023−2025	Ramón y Cajal Fellow, Strategy Area, UPF Barcelona School of Management, Pompeu Fabra University, Spain
2023	Director of the Business & Management Strategy Department, UPF Barcelona School of Management, Pompeu Fabra University, Spain
2015−2023	Assistant Professor of Strategy, Department of Economics and Business, Pompeu Fabra University, Spain
2018−2023	Affiliated Professor, UPF Barcelona School of Management, Pompeu Fabra University, Spain
2015−2023	Affiliated Professor, Barcelona School of Economics, Spain
2012−2014	Postdoctoral Researcher, Strategic Management Department, IESE Business School, Spain

VISITING POSITIONS

2023−2024	Visiting Researcher, Research Data and Service Centre, Deutsche Bundesbank, Germany
2014−2015	Visiting Professor, Department of Economics and Business, Pompeu Fabra University, Spain
Fall 2013	Visiting Postdoctoral Researcher, Mays Business School, Texas A&M University, USA

EDUCATION

2012	Ph.D. in Management, University of St. Gallen, Switzerland
2011	Visiting Ph.D. Student, IESE Business School, Spain
2007	Diplom-Volkswirt (equiv. M.Sc. in Economics), University of Heidelberg, Germany

RESEARCH INTERESTS

Corporate Strategy, Firm Scope, Diversification, Divestitures, Market Entry & Exit, Resource Redeployment, Ownership, Governance

RESEARCH

A. Refereed Journal Articles

Sohl, T., & Folta, T.B. 2025. Do firms proactively build internal markets for redeployment? Evidence from a natural experiment. *Management Science*, 71(3): 2487–2507.

Sohl, T., McCann, B.T., & Vroom, G. 2025. The transmission of economic shocks in multidivisional organizations: An empirical analysis of the global retail industry. *Organization Science*, 36(2): 697–717.

- *Winner of the Publication Impact Award, UPF Barcelona School of Management, 2024.*
- *Winner of the Corporate Strategy IG Best Paper Award, SMS Annual Conference 2020.*
- *Best Conference Paper Prize Nomination, SMS Annual Conference 2020.*

Sohl, T., Hamelin, A., & Fitza M. 2025. A resource dependence perspective on the business group effect in developed markets: Evidence from Western European firms. *European Management Review*, 22(2): 569–584.

Sohl, T., McCann, B.T., & Vroom, G. 2022. Business model diversification: Demand relatedness, entry sequencing, and curvilinearity in the diversification-performance relationship. *Long Range Planning*, 55(6): 102215.

Sohl, T., & Folta, T.B. 2021. Market exit and the potential for resource redeployment: Evidence from the global retail sector. *Strategic Management Journal*, 42(12): 2273–2293.

- *Winner of the Corporate Strategy IG Best Paper Award, SMS Annual Conference 2018.*
- *Best Conference Paper Prize Nomination, SMS Annual Conference 2018.*

Sohl, T., & Folta, T.B. 2021. Declining markets, resource specificity, and redeployment decisions. *Strategic Management Review*, 2(2): 391–412.

Sohl, T., Vroom, G., & McCann, B.T. 2020. Business model diversification and firm performance: A demand-side perspective. *Strategic Entrepreneurship Journal*, 14(2): 198–223.

- *Winner of a Distinguished Paper Award of the STR division, AOM Annual Meeting 2014.*
- *Best Paper Proceedings, AOM Annual Meeting 2014.*
- *Recognized by Wiley as a top cited article in SEJ during 2020-2021.*

Sohl, T., Vroom, G., & Fitza, M. 2020. How much does business model matter for firm performance? A variance decomposition analysis. *Academy of Management Discoveries*, 6(1): 61–80.

- *Best Conference Paper Prize Nomination, SMS Annual Conference 2014.*
- *Best Paper Prize for Practice Implications Nomination, SMS Annual Conference 2014.*

Oh, C.H., Sohl, T., & Rugman, A. 2015. Regional and product diversification and the performance of retail multinationals. *Journal of International Management*, 21(3): 220–234.

B. Working Papers

"How do firms divest in response to financial crises? Evidence from multinational enterprises" (with B.T. McCann & G. Vroom), R&R (2nd round) at *Strategic Management Journal*.

"Connected to a fault? How the multibusiness firm should recompose internal ties in the age of permacrisis" (with B.T. McCann), *under review*.

"Governance agility vs. structural inertia: Sole ownership, firm age, and SME disaster recovery" (with N. Depino Besada, J. Perramon, J. Llach, & E. Palau).

"How does sustainability regulation influence stakeholder relationships?" (with N. Depino Besada, & P. Berrone).

"How does cooperative ownership influence incumbent adaptation to technological change?" (with B.T. McCann & G. Vroom)

"The influence of ownership form on hierarchical restructuring in response to shocks"

C. Books and Policy Reports

Foreign direct investment in Barcelona: A city focused on growth. Barcelona City Council: Area of Economy, Enterprise, and Employment (24 pages) 2014 (with V. Burguete & L. Torrens).

Der Schweizer Online-Handel: Internetnutzung Schweiz 2009. IMH (84 pages) 2009 (with T. Rudolph & O. Emrich).

D. Book Chapters

Managing a business model portfolio: An empirical analysis of organizational conflicts and solutions. In *Advances in Business and Management*, Nelson W.D. (ed.). Nova Science Publishers, vol. 23: 141−160, 2024 (with G. Vroom & B.T. McCann).

Mergers and acquisitions revisited: The role of business model relatedness. In *Advances in Mergers and Acquisitions*, Finkelstein S. & Cooper C. (eds.). Emerald Publishing Limited, 16(1): 99–113, 2017 (with G. Vroom).

Formatdiversifikation: Strategien und Erfolgswirkung. In *Handbuch Handel*, Zentes, J. et al. (eds). Springer: 21−35, 2013 (with T. Rudolph).

Welche Innovationspfade führen zum Erfolg? In *Mit Innovationen wachsen*, Rudolph, T. (ed.). Shaker: 107−114, 2010 (with T. Rudolph).

Wie ist die Akzeptanz von Serviceinnovationen? In *Mit Innovationen wachsen*, Rudolph, T. (ed.). Shaker: 85−97, 2010 (with T. Rudolph, J. Hödl, & J. Bauer).

Der Markteintritt von Lidl in den Schweizer Lebensmitteldetailhandel: Expertenmeinungen über potenzielle Auswirkungen auf die Branchenstruktur. In *Der Schweizer Handel*, Rudolph, T. (ed.). HSG: 232−256, 2008 (with T. Rudolph & L. Nagengast).

Schweiz - Ruhestörung oder viel Lärm um nichts? In *Discount Forever*, Bosshart, D., & Kühne, M. (eds.). Gottlieb Duttweiler Institute: 33−38, 2008 (with T. Rudolph & N. Meise).

E. Best Paper Proceedings

Disruptive business model integration: Implications for the established business. *Academy of Management Best Paper Proceedings*, 2017 (with M. Epure).

Business model diversification, resource relatedness, and firm performance. *Academy of Management Best Paper Proceedings*, 2014 (with G. Vroom).

Within-industry diversification and firm performance: Synergy creation and capability development. *Academy of Management Best Paper Proceedings*, 2011.

F. Practitioner Publications

La diversificación de los modelos de negocio: Cómo lograr que múltiples modelos funcionen en su empresa. *Harvard Deusto Business Review*, 298: 34–44, 2019 (with G. Vroom & B.T. McCann).

Development and deployment of brand protection strategies for China. *Marketing Review St.Gallen*, 26(2): 30−34, 2009 (with W. Saueressig).

Kundensegmentierung im Handel: Kaufmotive erkennen und nutzen. *Marketing Review St.Gallen*, 26(4): 34−39, 2009 (with T. Rudolph & T. Wagner).

HONORS AND AWARDS

2025	Listed among the top 5% of scientists in business administration in German speaking countries (forschungsmonitoring.org, based on SCImago Journal Rank (SJR) weights).
2024	Winner of the Publication Impact Award (recognizes the best research paper published in 2023-2024), UPF Barcelona School of Management, Pompeu Fabra University.
2021	Top cited article in the *Strategic Entrepreneurship Journal*, recognized by Wiley.
2020	Winner of the Corporate Strategy Interest Group Best Paper Award, Strategic Management Society Annual Conference
2020	Best Conference Paper Prize Nomination, Strategic Management Society Annual Conference
2019	Best Reviewer Award of the Strategic Management Division at the Academy of Management Annual Meeting
2018	Winner of the Corporate Strategy Interest Group Best Paper Award, Strategic Management Society Annual Conference
2018	Best Conference Paper Prize Nomination, Strategic Management Society Annual Conference
2017	Best Paper Proceedings of the Academy of Management Annual Meeting, Strategic Management Division
2014	Winner of a Distinguished Paper Award (top 1% of papers submitted to the Academy of Management, Strategic Management Division)
2014	Best Paper Proceedings of the Academy of Management Annual Meeting, Strategic Management Division

2014 Best Conference Paper Prize Nomination, Strategic Management Society Annual Conference

2014 Best Paper Prize for Practice Implications Nomination, Strategic Management Society Annual Conference

2011 Best Paper Award based on a Doctoral Dissertation, Finalist, European Marketing Academy Conference

2011 Best Paper Proceedings of the Academy of Management Annual Meeting, Strategic Management Division

GRANTS AND FELLOWSHIPS

2023−2025 Ramón y Cajal Fellowship by the Spanish Ministry of Science, Innovation, and Universities, Agencia Estatal de Investigación (RYC2022-036434-I), individual 5-year grant (244,350 €), declined in 2025.

2021–2023 Research Grant by the Spanish Ministry of Economy and Competitiveness (PID2020-115660GB-I00), member of research team (70,761 €)

2018–2020 Research Grant by the Spanish Ministry of Economy and Competitiveness (ECO2017-85763), member of research team (49,610 €)

2015–2017 Research Grant by the Spanish Ministry of Economy and Competitiveness (ECO2014-57131), member of research team (70,180 €)

2013–2015 Research Grant by the Spanish Ministry of Economy and Competitiveness (ECO2012-38134), member of work team (43,875 €)

2012–2013 Full-Time Postdoc Mobility Fellowship by the Swiss National Science Foundation (PBSGP1-143727), individual grant (38,250 €)

2011 Full-Time Ph.D. Mobility Fellowship by the Swiss National Science Foundation, (PBSGP1-135422), individual grant (35,210 €)

CONFERENCE AND SEMINAR PRESENTATIONS

2026 Strategic Management Society Special Conference, Hong Kong

2025 AMJ Paper Development Workshop at International University of Monaco
Academy of Management Annual Meeting, Copenhagen[1]
European Academy of Management Conference, Florence[1]
Strategic Management Society Annual Conference, San Francisco[1]

2024 Wharton Corporate Strategy and Innovation Conference, Philadelphia
AMJ Paper Development Workshop at IMD Business School, Lausanne
University of Tübingen (invited seminar)
IE Business School (invited seminar)

2022/23 Academy of Management Annual Meeting, Seattle
SMS Extension at IE University, Madrid
Universitat de Barcelona, iarmea (keynote speaker)

CUNEF University (invited seminar)

2021 Strategic Management Society Virtual Annual Conference
Academy of Management Virtual Annual Meeting
LMU Munich (invited seminar)

2020 Strategic Management Society Virtual Annual Conference
Academy of Management Virtual Annual Meeting
Frankfurt School of Finance & Management (invited seminar)
University of Groningen (invited seminar)

2019 Wharton Corporate Strategy and Innovation Conference, Philadelphia
Academy of Management Annual Meeting, Boston
Strategic Management Society Annual Conference, Minneapolis[1]
Columbia Business School, SMR Special Conference, NYC
University of Cambridge, Judge Business School (invited seminar)
IE Business School (invited seminar)
CUNEF University (invited seminar)
Internal UPF Management Breakfast Seminar

2018 Strategic Management Society Annual Conference, Paris
Academy of Management Annual Meeting, Chicago
Wharton Corporate Strategy and Innovation Conference, Philadelphia[1]
Strategic Management Society Special Conference, Oslo[1]
Internal UPF Management Breakfast Seminar

2017 Academy of Management Annual Meeting, Atlanta
STR Junior Faculty Consortium, Atlanta
AMD Paper Development Workshop at ETH Zurich
Internal UPF Management Breakfast Seminar

2016 Academy of Management Annual Meeting, Anaheim
TIM Junior Faculty Consortium, Anaheim
ESADE Business School (invited seminar)
Internal UPF Management Breakfast Seminar

2015 Academy of Management Annual Meeting, Vancouver[1]
UPF Workshop on Institutions & Organizations
EHL Lausanne (invited seminar)
Internal UPF Management Breakfast Seminar

2014 Strategic Management Society Annual Conference, Madrid
Academy of Management Annual Meeting, Philadelphia
Internal UPF Management Breakfast Seminar
Universitat Pompeu Fabra (invited seminar)
University of the Balearic Islands (invited seminar)
IE Business School (invited seminar)

2013	Strategic Management Society Annual Conference, Atlanta Academy of Management Annual Meeting, Orlando
2012	Strategic Management Society Annual Conference, Prague Academy of Management Annual Meeting, Boston IESE Business School (invited seminar)
Before 2012	Strategic Management Society Annual Conference, Miami Academy of Management Annual Meeting, San Antonio STR Dissertation Consortium and IM Doctoral Consortium, San Antonio European Academy of Management Conference, Rome INFORMS Marketing Science Conference, Houston AMA Summer Academic Conference, San Francisco European Marketing Academy Conference, Ljubljana

([1]indicates presented by co-author)

ACADEMIC ACCREDITATIONS

Research accreditation by the Catalan University Quality Assurance Agency (AQU), 2024

TEACHING EXPERIENCE

A. Current Courses

University of Tübingen, Germany

School of Business and Economics, undergraduate level (B.Sc.)

- Global Strategy (Winter Term), since 2025
- Corporate Sustainability Strategy (Summer Term), since 2026
- Bachelor thesis seminar in Strategy (Winter & Summer Term), since 2025

School of Business and Economics, graduate level (M.Sc.)

- Corporate Strategy: M&A and Divestitures (Winter Term), since 2025
- Competitive Strategy (Summer Term), since 2026
- Advanced topics in Strategy (Summer Term), since 2026
- Master thesis supervision, since 2025

B. Past Courses

Pompeu Fabra University (UPF), Spain

UPF Barcelona School of Management (graduate level)

- Competitive Strategy and New Business Models, Full-time MBA, 2023−2025
- Business Economics, Full-time MBA, 2023−2025
- Business Strategy & Entrepreneurship, M.Sc. in Management, 2018−2024
- Research topics in Strategy, M.Sc. in Management, 2018−2023

- Master thesis supervision, 2018−2023
- Business plan supervision, 2023

UPF Department of Economics and Business (undergraduate level)

- Strategic Management I, 2019−2023
- Strategic Management II, 2012–2015
- Business Economics I, 2014–2016
- Business Economics II, 2015–2019
- Economic Organizations and Markets, 2018
- Final year project advising, 2015−2017

University of St. Gallen, Switzerland

School of Management (SoM-HSG)

- Presenter at Executive Workshops, 2008−2012
- Bachelor and Master thesis supervising, 2008−2012

ACADEMIC SERVICES

A. Editorial Service

- Associate Editor, *Journal of Organization Design*, 2025−present

B. Ad-hoc Reviewer

- Journals:
  Management Science, Organization Science, Strategic Management Journal, Academy of Management Discoveries, Global Strategy Journal, Industrial and Corporate Change, Journal of International Management, Journal of Management Studies, Journal of the Academy of Marketing Science, Long Range Planning, Strategic Organization.

- Conferences:
  - Academy of Management (AOM) Annual Meetings (Strategic Management Division)
  - Strategic Management Society (SMS) Annual and Special Conferences (Corporate Strategy IG, Entrepreneurship & Strategy IG, Cooperative Strategy IG)

- Awards:
  - Research Methods Paper Prize at the SMS Annual Conference (2020−2024)
  - Best Paper Prize Competition at the Strategic Management Society (SMS) Annual Conference (2020, 2021)
  - Best Paper Prize Competition at the SMS Frankfurt Special Conference (2019)

- Grants:
  - Spanish State Research Agency (AEI), 2018–2020
  - National Research, Development, and Innovation Office of Hungary, 2016–2017

C. Conference and Seminar Organization

- Co-organizer of the panel symposium on "Resource redeployment: advances, challenges, and future research", AOM annual meeting 2022, Seattle
- Co-organizer of the Department Management Seminar, Pompeu Fabra University, 2017−2021

D. Session Chair

- AOM Annual Meeting Sessions
  - Resources and diversification, 2022
  - Business models and strategic renewal, 2018
  - Business model innovation: conceptual, theoretic, and quantitative approaches, 2017
  - Business model innovation, 2013
  - IM scholarship, methods, and data, 2012
- SMS Annual Conference Sessions
  - Organizational adaptation and change, 2021
  - Business models, intra-firm structure, and performance, 2014
  - Track assistant of the Competitive Strategy IG, 2011

E. Other Services

- Academic Coordinator of the M.Sc. in General Management, School of Business and Economics, University of Tübingen, 2025−present
- Director of the Business & Management Strategy Department, UPF Barcelona School of Management, Pompeu Fabra University, 2023
- Academic Director of the Entrepreneurship track of the M.Sc. in Management, UPF Barcelona School of Management, Pompeu Fabra University, 2018−2022
- Scientific Evaluation Committee Member ('Comisionado') at the Spanish State Research Agency (AEI), Ministry of Science, Innovation, and Universities, 2018

PRACTICAL EXPERIENCE

2013−2014	IESE Public-Private Sector Research Center, Spain Project FDI in the Barcelona Area
2007	Bosch Power Tools Co. Ltd. Hangzhou, China Diploma thesis student, IP Protection Strategy
2007	SAP AG, Germany Internship in Finance, Order-to-Cash Department
2006	National Model United Nations, USA Student delegate
2005	Robert Bosch GmbH, Germany Internship in Marketing, Country Management Europe
2004–2005	Robert Bosch Co. Ltd. Hong Kong, China Internship in Marketing, Product Management Asia-Pacific

MEDIA COVERAGE

"How HQ crises disrupt global retail operations", in: *IESE Business School Insight* magazine No. 170 (Sept.-Dec. 2025).

"Market exit: Divestment or redeployment?", in: *SMS blog, PhysOrg, ScienMag, EurekAlert, 4State News, One News* (2021).

"How much does business model matter?", *AMD video abstract* (2020).

"Making multiple business models work for your company", *BSM blog* (2019).

"Boosting firm performance with the business model effect", in: *IESE Insight* (2019).

"How business models can make or break a merger", in: *Forbes India* (2018).

"How to expand: business models to grow", in: *IESE Insight* (2015).

"Barcelona: A magnet for foreign direct investment", in: *IESE Insight* (2014).

PERSONAL

Married with two children (* 2016, 2019)

Languages: German (native), English (fluent), Spanish (intermediate)