

University of Groningen

Firm responses to disruptive innovations

Geurts, Amber

IMPORTANT NOTE: You are advised to consult the publisher's version (publisher's PDF) if you wish to cite from it. Please check the document version below.

Document Version

Publisher's PDF, also known as Version of record

Publication date:
2017

[Link to publication in University of Groningen/UMCG research database](#)

Citation for published version (APA):

Geurts, A. (2017). *Firm responses to disruptive innovations: Evidence from the music industry*. [Thesis fully internal (DIV), University of Groningen]. University of Groningen, SOM research school.

Copyright

Other than for strictly personal use, it is not permitted to download or to forward/distribute the text or part of it without the consent of the author(s) and/or copyright holder(s), unless the work is under an open content license (like Creative Commons).

The publication may also be distributed here under the terms of Article 25fa of the Dutch Copyright Act, indicated by the "Taverne" license. More information can be found on the University of Groningen website: <https://www.rug.nl/library/open-access/self-archiving-pure/taverne-amendment>.

Take-down policy

If you believe that this document breaches copyright please contact us providing details, and we will remove access to the work immediately and investigate your claim.

Downloaded from the University of Groningen/UMCG research database (Pure): <http://www.rug.nl/research/portal>. For technical reasons the number of authors shown on this cover page is limited to 10 maximum.

Chapter 6: Reference List

- Abernathy, W. J. and Clark, K. B. (1985). Innovation: Mapping the winds of creative destruction. *Research Policy*, **14**: 3-22.
- Adner, R. and Snow, D. (2010a). Bold Retreat: A new strategy for old technologies. *Harvard Business Review*, **88**: 76-81.
- Adner, R. and Snow, D. (2010b). Old technology responses to new technology threats: demand heterogeneity and technology retreats. *Industrial and Corporate Change*, **19**: 1655-1675.
- Afuah, A. and Tucci, C. L. (2012). Crowdsourcing as a Solution to Distant Search. *Academy of Management Review*, **37**: 355-375.
- Aguiar, L. and Waldfogel, J. (2015). *Streaming reaches flood stage: does Spotify stimulate or depress music sales?* Working paper 21653, National Bureau of Economic Research.
- Ahuja, G. and Lampert, C. M. (2001). Entrepreneurship in the large corporation: a longitudinal study of how established firms create breakthrough inventions. *Strategic Management Journal*, **22**: 521-543.
- Aiken, L. S. and West, S. G. (1991). *Multiple regression: testing and interpreting interactions*. Newbury Park, CA: Sage.
- Akamai (2016). *State of the internet*. Available at: <https://www.akamai.com/us/en/our-thinking/state-of-the-internet-report/> (accessed 1 September 2016).
- Albert, S. and Whetten, D. A. (1985). Organizational identity. In: Cummings, L. L. & Staw, B.M.(eds.), *Research in organizational behavior*, **7**: 263-295. Greenwich, CT: JAI Press.
- Alexander, P. J. (2002). Peer-to-Peer File Sharing: The Case of the Music Recording Industry. *Review of Industrial Organization*, **20**: 151-161.
- Anderson, P. and Tushman, M. L. (1990). Technological Discontinuities and Dominant Designs: A Cyclical Model of Technological Change. *Administrative Science Quarterly*, **35**: 604-633.
- Ansari, S. Garud, R. and Kumaraswamy, A. (2015). The disruptor's dilemma: TiVo and the U.S. television ecosystem. *Strategic Management Journal*, **37**: 1829-1853.
- Ansari, S. and Krop, P. (2012). Incumbent Performance in the Face of a Radical Innovation: Towards a Framework for Incumbent Challenger Dynamics. *Research Policy*, **41**,: 1357-1374.
- Ante, S. E. (2000). Inside Napster. *Bloomberg (Business Week)*, 14 August. Available at:

- <http://www.bloomberg.com/news/articles/2000-08-13/inside-napster> (accessed 1 September 2016).
- Anthony, C. and Tripsas, M. (2016). Organizational identity and innovation. In: Pratt, M. G., Schultz, M. and Ashforth, B.E. (eds.), *The Oxford Handbook of Organizational Identity*. New York: Oxford University Press: 21-39.
- Argote, L. and Spekter, E. M. (2011). Organizational Learning: From Experience to Knowledge. *Organization Science*, **22**: 1123-1137.
- Armstrong, J. S. and Overton, T. S. (1977). Estimating nonresponse bias in mail surveys. *Journal of Marketing Research*, **14**: 396-402.
- Ashforth, B. E., Harrison, S. H. and Corley, K. G. (2008). Identification in organizations: an examination of four fundamental questions. *Journal of Management*, **34**: 325-374.
- Ashforth, B. E. and Mael, F. (1989). Social identity theory and the organization. *Academy of Management Review*, **14**: 20-39.
- Assink, M. (2006). Inhibitors of disruptive innovation capability: a conceptual model. *European Journal of Innovation Management*, **9**: 215-233.
- Bagozzi, R. P., Yi, Y., and Phillips, L. W. (1991). Assessing construct validity in organizational research. *Administrative Science Quarterly*, **36**: 421-458.
- Barreto, M., Spears, R., Ellemers, N., & Shahinper, K. (2003). Who wants to know? The effect of audience on identity expression among minority group members. *British Journal of Social Psychology*, **42**: 299-318.
- Baron, R. A. (2006). Opportunity recognition as pattern recognition: How entrepreneurs “connect the dots” to identify new business opportunities. *Academy of Management Perspectives*, **20**: 104-119.
- Baumard, P. (2009). An asymmetric perspective on cooperative strategies. *International Journal of Entrepreneurship and Small Business*, **8**: 6-22.
- Beerde, J. (2005). *Reorganisatie en gedeeltelijke overname [Radiohead Records]*. Available at: [http://www.entertainmentbusiness.nl/nieuws/2005-W18/reorganisatie-en-gedeeltelijke-overname-\[-.\]](http://www.entertainmentbusiness.nl/nieuws/2005-W18/reorganisatie-en-gedeeltelijke-overname-[-.]) (accessed 1 September 2015).
- Bengtsson, M. and Kock, S. (2000). “Coopetition” in business networks — To cooperate and compete simultaneously. *Industrial Marketing Management*, **29**: 411-426.
- Bengtsson, M. and Kock, S. (2014). Coopetition — Quo vadis? Past accomplishments and future challenges. *Industrial Marketing Management*, **43**: 180-188.
- Bengtsson, M., Kock, S., Lundgren-Henriksson, E. L., and Näsholm, M. H. (2016).

- Coopetition research in theory and practice: Growing new theoretical, empirical, and methodological domains. *Industrial Marketing Management*, **57**: 4-11.
- Bergek, A., Berggren, C., Magnusson, T. and Hobday, M. (2013). Technological discontinuities and the challenge for incumbent firms: destruction, disruption or creative accumulation?. *Research Policy*, **42**: 1210-1224.
- Billboard (2015). With the exit of senior Execs, UMG reassesses its digital strategy. *Billboard*. Available at: <http://www.billboard.com/articles/business/6494741/with-the-exit-of-senior-execs-umg-reassesses-its-digital-strategy> (accessed 1 July 2015).
- Bochove, M. van, Burgers, J., Geurts, A., Koster, W., de and Waal, J. van der (2015). Questioning ethnic identity: Interviewer Effects in Research About Immigrants' Self-Definition and Feelings of Belonging. *Journal of Cross-Cultural Psychology*, **46**: 652-666.
- Bode, C., Wagner, S. M., Petersen, K. J. and Ellram, L. M. (2011). Understanding responses to supply chain disruptions: Insights from information processing and resource dependence perspective. *Academy of Management Journal*, **54**: 833-856.
- Bond, M. H., and Yang, K. S. (1982). Ethnic affirmation versus cross-cultural accommodation: The variable impact of questionnaire language on Chinese bilinguals from Hong Kong. *Journal of Cross-Cultural Psychology*, **13**: 169-185.
- Bonel, E. and Rocco, E. (2007). Coopeting to survive; surviving coopetition. *International Studies of Management & Organization*, **37**: 70-96.
- Bouchikhi, H., and Kimberly, J. R. (2003). Escaping the identity trap. *MIT Sloan Management Review*, **44**: 20-26.
- Bouncken, R. B., Gast, J., Kraus, S. and Bogers, M. (2015). Coopetition: A systematic review, synthesis and future research directions. *Review of Managerial Science*, **9**: 577-601.
- Bouncken, R. B. and Kraus, S. (2013). Innovation in knowledge-intensive industries: The double-edged sword of coopetition. *Journal of Business Research*, **66**: 2060-2070.
- Brandenburger, A. and Nalebuff, B. (1996). *Co-opetition*. New York: Doubleday.
- Brown, T. J., Dacin, P. A., Pratt, M. G. and Whetten, D. A., (2006). Identity, intended image, construed image, and reputation: An interdisciplinary framework and suggested terminology. *Journal of Academic Marketing Science*, **34**: 99-106.
- Burt, R. (1992). *Structural holes: the social construction of competition*. Cambridge, MA: Harvard University Press.
- Business Week (2007). *Apple, EMI and the death of DRM*. Available at:

- <http://www.businessweek.com/stories/2007-04-01/apple-emi-and-the-death-of-drm>
(accessed 1 September 2014).
- Business Week (2008). *EMI to cut one third of staff*. Available at:
<http://www.businessweek.com/stories/2008-01-15/emi-to-cut-one-third-of-staffbusinessweek-business-news-stock-market-and-financial-advice> (accessed 1 September 2014).
- Business Week (2011). *Bertelsmann says EMI first with music acquisition strategy*. Available at: <http://www.businessweek.com/news/2011-08-31/bertelsmann-says-emi-fits-with-music-acquisition-strategy.html> (accessed 1 September 2014).
- Business Week (2012). *Key developments in proposed sale of EMI-group*. Available at: <http://www.businessweek.com/ap/2012-04-17/key-developments-in-proposed-sale-of-emi-group> (accessed 1 September 2014).
- Byrne, D. (2012). *How music works*. McSweeney: Canongate Books Ltd.
- Cassiman, B., Di Guardo, M. C. and Valentini, G. (2009). Organising R&D projects to profit from innovation: insights from co-opetition. *Long Range Planning*, **42**: 216–233.
- CBS (2016). *Statline Internet Nederland*. Available at: <http://statline.cbs.nl/StatWeb/?LA=nl> (accessed 1 September 2016).
- Chandy, R. K. and Tellis, G. J. (2000). The incumbent's curse? Incumbency, size and radical product innovation. *Journal of Marketing*, **64**: 1-17.
- Charitou, C. D. and Markides, C. C. (2003). Responses to Disruptive Strategic Innovation. *MIT Sloan Management Review*, **44**: 55-63.
- Cattani, G. (2006). Technological pre-adaptation, speciation and emergence of new technologies: how Corning invented and developed fiber optics. *Industrial and Corporate Change*, **15**: 285-318.
- Chen, M-J. (1996). Competitor Analysis and Interfirm Rivalry: Toward a Theoretical Integration. *Academy of Management Review*, **21**: 100-134.
- Chen, M-J., Su, K-H. and Tsai, W. (2007). Competitive Tension: The Awareness-Motivation Capability Perspective. *Academy of Management Journal*, **50**: 101-118.
- Christ, O., van Dick, R., Wagner, U. and Stellmacher, J. (2003). When teachers go the extra mile: Foci of organizational identification as determinants of different forms of organizational citizenship behaviors among schoolteachers. *British Journal of Educational Psychology*, **73**: 329-341.
- Christensen, C. M. (1997). *The Innovator's Dilemma: When New Technologies Cause Great Firms to Fail*. Boston, MA: Harvard Business School Press.

- Christensen, C. M. (2006). The ongoing process of building a theory of disruption. *Journal of Product Innovation Management*, **23**: 39-55.
- Christensen, C. M., and Overdorf, M. (2003). Meeting the Challenge of Disruptive Change. *Harvard Business Review*, **78**: 66–76.
- Christensen, C. M. and Raynor, M. E. (2003). *The Innovator's Solution: Creating and Sustaining Successful Growth*. Boston: Harvard Business School Press.
- Christensen, C. M., Raynor, M. E. and McDonald, R. (2015). What is Disruptive Innovation?. *Harvard Business Review*, **93**: 44-54.
- Christensen, C. M. and Rosenbloom, R. (1995). Explaining the attacker's advantage: technological paradigms, organizational dynamics and the value network. *Research Policy*, **24**: 233-257.
- Cohen, W. M. and Levinthal, D. A. (1990). Absorptive Capacity: A New Perspective on Learning and Innovation. *Administrative Science Quarterly*, **35**: 128-152.
- Corley, K. G. and Gioia, D. A. (2004). Identity Ambiguity and Change in the Wake of a Corporate Spin-off. *Administrative Science Quarterly*, **49**: 173-208.
- Cronbach, L. J. and Meehl, P. E. (1955). Construct Validity in Psychological Tests. *Psychological Bulletin*, **52**: 281-302.
- Cusumano, M. A. and Yofie, D. B. (1998). *Competing on Internet Time: Lessons from Netscape and its battles with Microsoft*. New York: Free Press.
- Dahl, J. (2014). Conceptualizing coopetition as a process: An outline of change in cooperative and competitive interactions. *Industrial Marketing Management*, **43**: 272-279.
- Danneels, E. (2004). Disruptive Technology Reconsidered: A Critique and Research Agenda. *Journal of Product Innovation Management*, **21**: 246-258.
- Dawson, J. F. and Richter, A. W. (2006). Probing three-way interactions in moderated multiple regression: development and application of a slope difference test. *Journal of Applied Psychology*, **91**: 917-926.
- Dewald, J. and Bowen, F. (2010). Storm Clouds and Silver Linings: Responding to Disruptive Innovations through Cognitive Resilience. *Entrepreneurship Theory and Practice*, **34**, 197-218.
- Dolfsma, W.A., Chong-Simandjuntak, L. and Geurts, A. (2017). Reproducing the firm: Routines, Networks and Identity. *Journal of Economic Issues*, *LI*(2): 297-304.
- Doty, D. H., and Glick, W. H. (1998). Common methods bias: Does common methods variance really bias results? *Organizational Research Methods*, **1**: 374-406.
- Dutton, J. E. and Dukerich, J. M. (1991). Keeping an eye on the mirror: Image and identity in

- organizational adaptation. *Academic Management Journal*, **34**: 517–554.
- Dutton, J. E., Dukerich, J.M. and Harquail, C. V. (1994). Organizational images and member identification. *Administrative Science Quarterly*, **39**: 239–263.
- Eggers, JP. and Kaplan, S. (2009). Cognition and renewal: Comparing CEO and organizational effects on incumbent adaptation to technical change. *Organization Science*, **20**: 461-477.
- Eggers, JP. and Kaul, A. (2017, forthcoming). Motivation and Ability? A behavioral perspective on the pursuit of radical invention in multi-technology incumbents. *Academy of Management Journal*, **forthcoming**.
- Einhorn, M. A. (2003). Digitization. In: Towse, R. (red.), *A Handbook of Cultural Economics*. Cheltenham: Edward Elgar Publishing Limited, 214-223.
- Eisenhardt, K. M. (1989). Building theories from case study research. *Academy of Management Review*, **14**: 532-550.
- Eisenhardt, K. M. and Graebner M. E. (2007). Theory Building from Cases: Opportunities and Challenges. *Academy of Management Journal*, **50**: 25–32.
- Engberg, C. (2012). Enabling knowledge integration in cooperative R&D projects: The management of conflicting logics. *International Journal of Project Management*, **30**: 771-780.
- Evans, M. G. (1985). A Monte Carlo study of the effects of correlated method variance in moderated multiple regression analysis. *Organizational Behavior and Human Decision Processes*, **36**: 305-323.
- Fauchart, E. and Gruber, M. (2011). Darwinians, Communitarians and Missionaries: The role of founder identity in entrepreneurship. *Academy of Management Journal*, **54**: 935-957.
- Fernandez, A. S., Le Roy, F. and Gnyawali, D. (2014). Sources and management of tension in competition: Case evidence from telecommunications satellites manufacturing in Europe. *Industrial Marketing Management*, **43**: 222-235.
- Fiol, C. M. (2002). Capitalizing on paradox: The role of language in transforming organizational identities. *Organization Science*, **13**: 653–666.
- Fornell, C. and Larcker, D. F. (1981). Structural equation models with unobservable variables and measurement error: Algebra and statistics. *Journal of Marketing Research*, **18**: 382–388.
- Fowler, F. J. (2013). *Survey Research Methods*. Fifth Edition, Sage Publications.
- Furr, N. R. and Snow, D. (2014). Inter-Generational Hybrids: Spillbacks, Spill forwards, and

- Surviving Technological Discontinuities. *Organization Science*, **26**: 475-493.
- Garud, R. and Ahlstrom, D. (1997). Technology Assessment: A socio-cognitive perspective. *Journal of Engineering and Technology Management*, **14**: 25-48.
- Garud, R., Jain, S. and Kumaraswamy, A. (2002). Institutional entrepreneurship in the sponsorship of common technological standards: The case of Sun Microsystems and Java. *Academy of Management Journal*, **45**: 196-214.
- Garud, R. and Karunakaran, A. (2017). Process-based ideology of participative experimentation to foster identity-challenging innovations: The case of Gmail and AdSense. *Strategic Organization*, Online First: 1-31.
- Garud, R. and Rappa, M. (1994). Socio-cognitive model of Technology Evolution: The Case of Cochlear Implants. *Organization Science*, **5**: 344-362.
- Garud, R., Tuertscher, P. and Van de Ven, A. H. (2013). Perspectives on innovation processes. *The Academy of Management Annals*, **7**: 775-819.
- Gast, J., Filser, M., Gundolf, K. and Kraus, S. (2015) Coopetition research: towards a better understanding of past trends and future directions. *International Journal of Entrepreneurship and Small Business*, **24**:492–521.
- Gavetti, G. and Rivkin, J. W. (2007). On the origin of strategy: Action and cognition over time. *Organization Science*, **18**: 420-439.
- Gilbert, C. G. (2003). The disruption opportunity. *MIT Sloan Management Review*, Summer 2003.
- Gilbert, C. G. (2005). Unbundling the structure of inertia: Resource versus routine rigidity. *Academy of Management Journal*, **48**: 741–763.
- Gioia, D. A. (1998). From individual to organizational identity. In: Whetten, A. D. and Godfrey, P. C. (eds.): *Identity in organizations: Building theory through conversations*. 17-32. Thousand Oaks, CA: Sage.
- Gioia, D. A., Corley, K. G., and Hamilton, A. L. (2012). Seeking qualitative rigor in inductive research notes on the Gioia methodology. *Organizational Research Methods*, **16**: 15-31.
- Glaser, B. and Strauss, A. L. (1967). *The Discovery of Grounded Theory*. Aldine, Chicago.
- Gnyawali, D. R., He, J. and Madhavan, R. (2008). Coopetition: Promises and Challenges. In: Wankel, C. (ed.), *21st Century Management*. Thousand Oaks, CA.
- Gnyawali, D. R., Madhavan, R., He, J., and Bengtsson, M. (2016). The competition-cooperation paradox in inter-firm relationships: A conceptual framework. *Industrial Marketing Management*, **53**: 7-18.

- Gnyawali, D. R. and Park, B. R. (2009). Co-opetition and Technological Innovation in Small And Medium-Sized Enterprises: A Multilevel Conceptual Model. *Journal of Small Business Management*, **47**: 308-330.
- Gnyawali, D. R. and Park, B. R. (2011). Co-opetition between giants: Collaboration with competitors for technological innovation. *Research Policy*, **40**: 650-663.
- Golder, P. N. and Tellis, G. J. (1993). Pioneer advantage: Marketing logic or marketing legends?. *Journal of Marketing Research*, **30**: 158-170.
- Govindarajan, V. and Kopalle, P. K. (2006). Disruptiveness of innovations: measurement and an assessment of reliability and validity. *Strategic Management Journal*, **27**: 189-199.
- Grossman, R. (2016). The Industries That Are Being Disrupted the Most by Digital. *Harvard Business Review*, March 21. Available at: <https://hbr.org/2016/03/the-industries-that-are-being-disrupted-the-most-by-digital#> (accessed 1 September 2016).
- Gulati, R. and Puranam, P. (2009). Renewal through Reorganization: The value of inconsistencies between formal and informal organization. *Organization Science*, **20**: 422-440.
- Hair, B., Babin, A. and Tatham, R. L. (2009). *Multivariate Data Analysis*. Seventh Edition. London (UK): Prentice-Hall International.
- Hair, J. F., Hult, G. T. M., Ringle, C. M. and Sarstedt, M. (2014). *A Primer on Partial Least Squares Structural Equation Modeling*. Thousand Oaks: Sage.
- Hamel, G. (1991). Competition for competence and inter-partner learning within international strategic alliances. *Strategic Management Journal*, **12**: 83-103.
- Hang, C. C., Garnsey, E and Ruan, Y. (2015). Opportunities for disruption. *Technovation*, **29**: 83-93.
- Hannan, M.T. and Freeman, J. (1977). The population ecology of organizations. *American Journal of Sociology*, **82**: 929-964.
- Hatch, M. J. and Schultz, M. (Eds.) (2004). *Organizational identity: A reader*. Oxford, U.K.: Oxford University Press.
- Hayes, A. F. (2012). *PROCESS: A versatile computational tool for observed variable mediation, moderation, and conditional process modeling*. White paper. Available at: <http://www.afhayes.com/public/process2012.pdf> (accessed 1 September 2016).
- He, J., Mahony, J. T. and Wang, H. C. (2009). Firm capability, corporate governance and competitive behavior: a multi-theoretic framework. *International Journal of Strategic Change Management*, **1**: 293-318.

- Henderson, R. M. and Clark, K. B. (1990). Architectural Innovation: The Reconfiguration of Existing Product Technologies and the Failure of Established Firms. *Administrative Science Quarterly*, **35**: 9-30.
- Hill, C. W. L. and Rothaermel, F. T. (2003). The Performance of Incumbent Firms in the Face of Radical Technological Innovation. *Academy of Management Review*, **28**: 257-274.
- IFPI (2006). *Digital Music Report 2006*. Available at: <http://www.ifpi.org/content/library/digital-music-report-2006.pdf> (accessed 1 November 2015).
- IFPI (2014). Digital Music Report 2014. Available at: [http://www.ifpi.org/downloads/Digital Music-Report-2014.pdf](http://www.ifpi.org/downloads/Digital-Music-Report-2014.pdf) (accessed 1 May 2016).
- IFPI (2015). *Digital Music Report 2015*. Available at: <http://www.ifpi.org/downloads/Digital-Music-Report-2015.pdf> (accessed 1 May 2016).
- IFPI (2016). Digital Music Report 2016. Available at: <http://www.ifpi.org/downloads/GMR2016.pdf> (accessed 1 May 2016).
- Immelt, J. (2014). *GE Minds + Machines Conference*. New York, 2014.
- Johansson, M. (2012). Interaction in dynamic networks: Role-playing and its implications for innovation. *IMP Journal*, **6**: 17–37.
- Kamien, M. I. and Schwartz, N. L. (1982). *Market Structure and Innovation*. Cambridge: Cambridge University Press.
- Kaplan, S. and Tripsas, M. (2008). Thinking about technology: Applying a cognitive lens to technical change. *Research Policy*, **37**: 790-805.
- Ketchen, D. J., Snow, C. C. and Hoover, V. L. (2004). Research on Competitive Dynamics: Recent Accomplishments and Future Challenges. *Journal of Management*, **30**: 779-804.
- Kiesler, S. and Sproull, L. (1982). Managerial response to changing environments: Perspectives on problem sensing from social cognition. *Administrative Science Quarterly*, **27**: 548-570.
- King, A. A. and Baatartogtokh, B. (2015). How Useful Is The Theory of Disruptive Innovation?. *MITSloan Management Review*, **57**: 77-90.
- King, A. A. and Tucci, C. L. (2002). Incumbent Entry into New Market Niches: The Role of Experience and Managerial Choice in the Creation of Dynamic Capabilities. *Management Science*, **48**: 171-186.

- Kogut, B. and Zander, U. (1996). What firms do? Coordination, identity, and learning. *Organization Science*, **7**: 502–518.
- Krueger, R. A., and Casey, M. A. (2000). *Focus groups: A practical guide for applied researchers* (3rd ed.). Thousand Oaks, CA: Sage.
- Kuhn, T.S. (1970). *The structure of scientific revolutions*. Chicago: University of Chicago Press.
- Leonard-Barton D. (1992). Core capabilities and core rigidities: A paradox in managing new product development. *Strategic Management Journal*, **13**: 111-125.
- Levitt, B. and March, J. G. (1988). Organizational learning. *Annual Review of Sociology*, **14**: 319-340.
- Leyshon, A., Webb, P., French, S., Thrift, N. and Crewe, L. (2005). On the reproduction of the music economy after the internet. *Media, Culture & Society*, **27**: 177-209.
- Liang, H. Saraf, N., Hu, Q. and Xue, Y. (2007). Assimilation of Enterprise Systems: The Effect of Institutional Pressures and the Mediating Role of Top Management Author(s). *MIS Quarterly*, **31**: 59-87.
- Liebowitz, S. J. (2006). File Sharing: Creative Destruction or Just Plain Destruction?. *Journal of Law & Economics*, **49**: 1-28.
- Lindell, M. K. and Whitney, D. J. (2001). Accounting for common method variance in cross-sectional research designs. *Journal of Applied Psychology*, **86**: 114–121.
- Macher, J. T. and Richman, B. D. (2004). Organizational Responses to Discontinuous Innovation: A Case Study Approach. *International Journal of Innovation Management*, **8**: 87-114.
- Madhavan, R., Koka, B. R. and Prescott, J. E. (1998). Networks in transition: how industry events (re)shape interfirm relationships. *Strategic Management Journal*, **19**: 439-459.
- March, J. G. and Shapira, Z. (1992). Variable risk preferences and the focus of attention. *Psychological Review*, **99**: 172-183.
- Markides, C. (2006). Disruptive Innovation: In Need of Better Theory. *Journal of Product Innovation Management*, **23**: 19-25.
- Miles M. B. and Huberman A. M. (1994). *Qualitative Data Analysis: An Expanded Sourcebook*. 2nd edn. Thousand Oaks, CA: Sage.
- Miller, D.J., Fern, M.J. and Cardinal, L.B. (2007). The use of knowledge for technological innovation within diversified firms. *Academy of Management Journal*, **50**: 308-326.
- Mol, J., Chiu, M. M. and Wijnberg, N. (2012). Love Me Tender: new entry in poplar music.

- Journal of Organizational Change Management*, **25**: 88-120.
- Mol, J., Wijnberg, N. M. and Carroll, C. (2005). Value Chain Envy: Explaining New Entry and Vertical Integration in Popular Music. *Journal of Management Studies*, **42**: 251-276.
- Moreau, F. (2013). The Disruptive Nature of Digitization: The Case of the Recorded Music Industry. *International Journal of Arts Management*, **15**: 18-31.
- Morgan, D. L. (1988). *Focus groups as qualitative research*. Newbury Park, CA: Sage.
- Music & Copyright (2014). *UMG and WMG see gains in recorded-music market share in 2013, while Sony/ATV dominates music publishing*. Available at: <https://musicandcopyright.wordpress.com/2014/05/06/umg-and-wmg-see-gains-in-recorded-music-market-share-in-2013-while-sonyatv-dominates-music-publishing/> (accessed 1 July 2015).
- Nag, R., Corley, K. G. and Gioia, D. A. (2007). The intersection of organizational identity, knowledge and practice: Attempting strategic change via knowledge grafting. *Academy of Management Journal*, **50**: 821-847.
- Nagy, D., Schuessler, J. and Dubinsky, A. (2016). Defining and identifying disruptive innovations. *Industrial Marketing Management*, **57**: 119-126.
- Nelson, R. R. and Winter, S. G. (1982). *An Evolutionary Theory of Economic Change*. Cambridge: Belknap.
- NVPI (2000-2016). *NVPI audiomarkt algemeen*. Available at: <http://www.nvpi.nl/sites/default/files/> (accessed 25 April 2014).
- Ocasio, W. (1997). Towards an attention-based view of the firm. *Strategic Management Journal*, **18**: 187-206.
- Onwuegbuzie, A. J., Dickinson, W. B., Leech, N. L. and Zoran, A. G. (2009). A Qualitative Framework for Collecting and Analyzing Data in Focus Group Research. *International Journal of Qualitative Methods*, **8**.
- Ozcan, P. and Eisenhardt, K. M. (2009). Origin of Alliance Portfolios: Entrepreneurs, Network Strategies and Firm Performance. *Academy of Management Journal*, **52**: 246-279.
- Padula, G. and Dagnino, G. B. (2007). Untangling the rise of cooptation: the intrusion of competition in a cooperative game structure. *International Studies of Management & Organization*, **37**: 32-52.
- Palys, T. (2008). Purposive Sampling. In: L. M. Given (Ed.). *The Sage Encyclopedia of Qualitative Research Methods* (Vol. 2). Sage: Los Angeles, p. 697-698.

- Podsakoff, P. M., MacKenzie, S. B., Lee, J. Y. and Podsakoff, N. P. (2003). Common method biases in behavioral research; a critical review of the literature and recommended remedies. *Journal of Applied Psychology*, **88**: 879-903.
- Quintana-Garcia, C. and Benavides-Velasco, C. A. (2004). Cooperation, competition, and innovative capability: a panel data of European dedicated biotechnology firms. *Technovation*, **24**: 927-938.
- Ravasi, D. and Philips, N. (2011). Strategies of alignment: organizational identity management and strategic change at Bang & Olufsen. *Strategic Organization*, **9**: 103-135.
- Ravasi, D. and Schultz, M. (2006). Responding to organizational identity threats: exploring the role of organizational culture. *Academy of Management Journal*, **49**: 433-458.
- Ravasi, D., Tripsas, M. and Langley, A. (2017). Call for Papers: Special Issue of Strategic Organization 'Exploring the strategy-identity nexus'. *Strategic Organization*, **15**: 113-116.
- Raza-Ullah, T., Bengtsson, M., and Kock, S. (2014). The coopetition paradox and tension in competition at multiple levels. *Industrial Marketing Management*, **43**: 189–198.
- Ritala, P. (2012). Coopetition strategy: When is it successful? Empirical evidence on innovation and market performance. *British Journal of Management*, **23**: 307-324.
- Ritala, P. and Hurmelinna-Laukkanen, P. (2009). What's in it for me? Creating and appropriating value in innovation-related coopetition. *Technovation*, **29**: 819-828.
- Rodrigues, F., Souza, V. and Leitao, J. (2009). Strategic coopetition of global brands: a game theory approach to 'Nike + iPod Sport Kit' co-branding. *International Journal of Entrepreneurship Venturing*, **3**: 435-455.
- Rothaermel, F. T. (2001). Incumbent's advantage through exploiting complementary assets via interfirm cooperation. *Strategic Management Journal*, **22**: 687-699.
- Rothaermel, F. T. and Boeker, W. (2008). Old technology meets new technology: complementarities, similarities and alliance formation. *Strategic Management Journal*, **29**: 47-77.
- Roy, R. and Sarkar, M. B. (2016). Knowledge, Firm Boundaries, and Innovation: Mitigating the Incumbent's Curse during Radical Technological Change. *Strategic Management Journal*, **37**: 835-854.
- Schultz, M. and Hernes, T. (2013). A temporal perspective on organizational identity. *Organizational Science*, **24**: 1-21.
- Schumpeter, J. A. (1994 [reprint of 1942]). *Capitalism, Socialism and Democracy*. London:

Routledge.

- Seabrook, J. (2014). Revenue Streams. Is Spotify the music industry's friend or its foe?. *The New Yorker*, 24 November. Available at: <http://www.newyorker.com/magazine/2014/11/24/revenue-streams> (accessed 1 December 2015).
- Shepherd, D. A. and DeTienne, D. R. (2005). Prior knowledge, potential financial reward and opportunity identification. *Entrepreneurship, Theory and Practice*, **29**: 91-112.
- Shepherd, D. A., McMullen, J. S. and Ocasio, W. (2016). Is that an opportunity? An attention model of top managers' opportunity beliefs for strategic action. *Strategic Management Journal*: doi: 10.1002/smj.2499.
- Suarez, F. and Lanzolla, G. (2005). The half-truth of first-mover advantage. *Harvard Business Review*, **83**: 121-127.
- Teece, D. J. (1992). Competition, cooperation and innovation: organizational arrangements for regimes of rapid technological progress. *Journal of Economic Behavior and Organization*, **18**: 1-25.
- Teece, D. J. and Leih, S. (2016). Uncertainty, Innovation and Dynamic Capabilities. An Introduction. *California Management Review*, **58**, Special Issue: 5-12.
- Tellis, G. J. (2006). Disruptive Technology or Visionary Leadership? *Journal of Product Innovation Management*, **23**, 34-38.
- Tidstrom, A. (2014). Managing tensions in coopetition. *Industrial Marketing Management*, **43**: 261-271.
- Tidstrom, A. and Hagberg-Andersson, A. (2012). Critical events in time and space when cooperation turns into competition in business relationships. *Industrial Marketing Management*, **41**: 333-343.
- Tripsas, M. (1997). Unraveling the process of creative destruction: Complementary assets and incumbent survival in the typesetter industry. *Strategic Management Journal*, **18**: 119-142.
- Tripsas, M. (2009). Technology, Identity and Inertia through the Lens of the "Digital Photography Company". *Organization Science*, **20**: 441-460.
- Tripsas, M. and Gavetti, G. (2000). Capabilities, Cognition and Inertia: Evidence from Digital Imaging. *Strategic Management Journal*, **21**: 1147-1161.
- Tushman, M. L. and Anderson, P. (1986). Technological Discontinuities and Organizational Environments. *Administrative Science Quarterly*, **31**: 439-465.
- Tushman, M. and Romanelli, E. (1985). Organizational evolution: A metamorphosis model of

- convergence and reorientation. In: L. L. Cummings and Staw, B. M. (eds). *Research in Organizational Behavior*. JAI Press, Greenwich, CT, 171–222.
- Ulrich, J., Wieseke, J., Christ, O., Schulze, M. and Van Dick, R. (2007). The identity matching principle: Corporate and organizational identification in a franchising system. *British Journal of Management*, **19**: 29-44.
- Van de Ven, A. H. (2005). Running in packs to develop knowledge-intensive technologies. *MIS Quarterly*, **29**: 365-377.
- Van de Ven, A.H. and Poole, M. (1990). Methods for studying innovation development in the Minnesota innovation research program. *Organization Science*, **1**: 313-353.
- Vergne, J-P. and Depeyre, C. (2016). How do firms adapt? A fuzzy-set analysis of the role of cognition and capabilities in the US defense firms' responses to 9/11. *Academy of Management Journal*, **59**: 1653-1680.
- Vuori, T. O. and Huy, Q. N. (2016). Distributed attention and shared emotions in the innovation process: How Nokia lost the smartphone battle. *Administrative Science Quarterly*, **61**: 9-51.
- Walsh, S. T., Kirchoff, B. A. and Newbert, S. (2002). Differentiating market strategies for disruptive technologies. *IEEE Transactions on Engineering Management*, **49**: 341-351.
- Weick, K. E. (1995). *Sensemaking in Organizations*. Sage Publications: Thousand Oaks, CA.
- Weikamp, S. (2012). *Nieuw boekingskantoor [...] werkt samen met Het Boekingsburo.nl*. Available at: [http://www.eventbranche.nl/nieuws/nieuw-boekingskantoor-\[...\]-boekings-werkt-samen-met-het-boekingsburo.nl-7569.html](http://www.eventbranche.nl/nieuws/nieuw-boekingskantoor-[...]-boekings-werkt-samen-met-het-boekingsburo.nl-7569.html) (accessed 1 September 2015).
- Whetten, D. A. (2006). Albert and Whetten revisited: Strengthening the concept of organizational identity. *Journal of Management Inquiry*, **15**: 219-234.
- Wilkinson, S. (2004). Focus group research. In D. Silverman (ed.), *Qualitative research: Theory, method, and practice* (pp. 177–199). Thousand Oaks, CA: Sage.
- Zentner, A. (2006). Measuring the Effect of File Sharing on Music Purchases. *Journal of Law & Economics*, **49**: 63-90.
- Zollo, M. and Winter, S. G. (2002). Deliberate Learning and the Evolution of Dynamic Capabilities. *Organization Science*, **13**: 339-351.
- Zott, C. (2003). Dynamic capabilities and the emergence of intraindustry differential firm performance: Insights from a simulation study. *Strategic Management Journal*, **24**: 97–125.