

# PATRICIA KLOPF

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## RESEARCH INTERESTS

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Corporate political strategies, institutional theory, international management

In my research, I investigate why firms manage their political context through different political strategies (i.e. antecedents) and how such political strategies affect firm-level performance (i.e. consequences) – with a particular focus on dynamics over time.

## EDUCATION

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- 2014/05 – present    **WU Vienna University of Economics and Business** (ABD, expected 2019)  
**Nord-IB.** PhD Research Program (Fall 2014 – Spring 2016).  
**Villanova University, PA, USA.** Visiting Scholar (Spring 2018). Host: Jonathan Doh  
**Committee:** Phillip C. Nell (WU Vienna), Jonathan Doh (Villanova), Renate Meyer (WU Vienna), Jean-Philippe Bonardi (HEC Lausanne).
- 2011/10 – 2014/01    **WU Vienna University of Economics and Business**  
Master of Science in Economics (summa cum laude)  
**BI Norwegian Business School.** Oslo, Norway. (Fall 2012)  
- Master thesis was awarded the “Franz Weninger Award 2014”
- 2008/10 – 2011/07    **WU Vienna University of Economics and Business**  
Bachelor of Science in Business Administration (summa cum laude)

## JOB MARKET PAPER

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- **Klopf, Patricia,** Doh, Jonathan, & Nell, Phillip C. (2018), “Corporate Political Strategy as a Dynamic Process,” *Preparing for submission to the **Academy of Management Review***

Scholars of corporate political activity (CPS) have generally ignored the changing contexts in which decisions about when and where to deploy CPS occur. Further, in defining the strategic landscape of CPS, they have not fully incorporated decisions about whether to maintain CPS investments on an existing set of issues (exploitation) or redirect some or all to emergent issues and opportunities (exploration). In this paper, we develop new normative theory around when and how CPS should be deployed by integrating a dynamic temporal dimension (when) and leveraging insights from the literature on strategic ambidexterity (how). We suggest that changes in the contextual environment should trigger examination of decisions over whether to maintain focus on extant issues or reorient attention to emerging ones. Importantly, these decisions are partially shaped by previous choices and the capabilities that underpin them, ideally leading to further accumulation and reinforcement of these decision-making capabilities. We suggest that firms should choose political activities that optimize their position as their environments change and evolve. We propose that the organizational ambidexterity literature can help inform firms’ strategic choices regarding how to balance consideration of ongoing or persistent public policy issues and actors while also identifying and responding to emergent issues and the actors who influence them.

## **OTHER DISSERTATION PAPERS**

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- **Klopf, Patricia**, & Nell, Phillip C. (2018), “Caught in the Middle: MNC Subsidiaries’ Use of External and Internal Corporate Political Strategies to Cope with Institutional Duality”, *Initial draft, data collection ongoing. Target: Journal of International Business Studies*
- **Klopf, Patricia**, & Nell, Phillip C. (2018), “How ‘Space’ and ‘Place’ Influence Subsidiary Host Country Political Embeddedness”, *Published in the International Business Review*
- **Klopf, Patricia** (2018), “Framing Airbnb and the Home Sharing Economy: Corporate Political Strategy in the Dynamic Regulatory Context of a Nascent Ecosystem”, *Initial draft, data collection and analysis ongoing. Target: Organization Science*

## **TERM PAPERS (PUBLISHED AND UNDER REVIEW)**

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- **Klopf, Patricia**, Nell, Phillip C., & Puck, Jonas (2018), “Non-Market Strategies in Different Institutional Contexts: Disentangling the Effect of MNE Subsidiary Resources on Constituency-Building”, *Under review at the Journal of International Management*
- Muellner, Jakob, **Klopf, Patricia**, & Nell, Phillip C. (2017), “Trojan Horses or Local Allies: Host-Country National Managers in Developing Market Subsidiaries”, *Published in the Journal of International Management*
- Holm, Alison E., Decreton, Benoit, Nell, Phillip C., & **Klopf, Patricia** (2017), “The Dynamic Response Process to Conflicting Institutional Demands in MNC Subsidiaries – An Inductive Study in the Sub-Saharan African E-Commerce Sector”, *Published in the Global Strategy Journal*
- Jiménez, Alfredo, Benito-Osorio, Diana, Puck, Jonas, & **Klopf, Patricia** (2018), “The Multi-Faceted Role of Experience in Dealing with Policy Risk: The Impact of Intensity and Diversity of Experiences”, *Published in the International Business Review*

## **MEDIA COVERAGE**

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- **Klopf, Patricia**, & Schumich, Simon (2018), ”Luftmatratze vs. Hotel – wie man Home Sharing reguliert“ (in German). 12 July 2018 in *A&W blog* (Austrian Scientific Blog for Social Sciences)
- **Klopf, Patricia**, Nell, Phillip C., & Leitner, Johannes (2017), “It’s the Politics, Stupid! Politik als Risikofaktor für Betriebe!“ (in German). 20 September 2017 in *Die Presse* (Main Daily Austrian Newspaper)

## **TEACHING EXPERIENCE**

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- CEMS Strategy and International Political Economy** (Master-level block seminar), WU Vienna
  - Fall 2017
- CEMS Data Management and Business Analytics** (Master-level elective), WU Vienna
  - Teaching assistance of Phillip C. Nell: Fall 2014-Spring 2018
  - Co-teaching with Phillip C. Nell: Spring 2017
- MNCs and Political Markets** (Bachelor-level elective), WU Vienna
  - Spring 2016-Fall 2018
- International Business** (Bachelor-level elective), WU Vienna
  - Fall-Spring 2015

## **TEACHING CASE**

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- Managing a Severe Crisis: PharmaCorp in Ukraine** (with Phillip C. Nell and Renate Kratochvil) – *Ivey Publishing* (Case Number: 9B17M085; Teaching Note: 8B17M085)

## SELECTED CONFERENCES

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- Attendant. *18th Annual Strategy & Business Environment Conference 2018*, Philadelphia, PA, USA
- Extension on “The Future of Non-Market Strategy Research”. *Strategic Management Society Annual Conference 2017*, Austin, TX, USA
- Doctoral Workshop. *Strategic Management Society Special Conference 2016*, Hong Kong
- Non-Market Strategies in Different Institutional Contexts: Disentangling the Effect of MNE Subsidiary Resources on Constituency-Building. *Academy of International Business Annual Conference 2016*, New Orleans, LA, USA

## ACADEMIC SERVICE

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- **Ad-hoc reviewing:** Journal of Management Studies, Journal of World Business, Journal of International Management, British Journal of Management Studies, Management International Review, International Business Review; Conferences (Academy of International Business, Academy of Management)
- **Organizing** an “Inter-departmental Research Workshop on the Sharing Economy” at WU Vienna (contributions from Institute for Public Management and Governance, the Institute for Organization Studies, and the Institute for International Business; some notable participants included Professor Renate Meyer, Professor Phillip Nell, and Professor Markus Höllerer)
- **Organizing** a “PhD Research Retreat: Uppsala University and WU Vienna” at WU Vienna (notable participants included Professors Jonas Puck and Phillip Nell, and Assistant Professor Jakob Muellner)

## GRANTS, SCHOLARSHIPS, AND PRIZES

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*High Potential Contact Weeks Grant 2017* – Funding granted to doctoral students with an outstanding research track-record, in order to facilitate collaboration with scholars at other universities.

*Merit Scholarship Grant from WU Wien 2009-2016* – Annual scholarship for outstanding academic record – WU Wien (Vienna University of Economics and Business Administration).

*Erste Bank Award for CEE Research 2015* – Research funding granted for a project on the geographic relocation of MNC headquarters to and from Austria.

*Franz Weninger Award from Oesterreichische Nationalbank 2014* – Price granted for outstanding master’s and doctoral theses in the field of monetary policy and theory submitted in 2013/14.

## WORKING EXPERIENCE

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- 2013/12 – 2014/05    **WU Vienna University of Economics and Business & Vienna Chamber of Labour**  
Research Assistant, project on the gender wealth gap (Dr. Schneebaum & Dr. Mader)
- 2013/11 – 2014/06    **Allianz Group Austria (Market Analyses), Vienna, Austria**  
Part-time Business Analyst
- 2013/01 – 2013/07    **Oesterreichische Nationalbank (Economics), Vienna, Austria**  
Research Assistant, project on history of the Austrian monetary system
- 2005 – 2012            Several **Internships** at Siemens AG Austria (project management, finance, SOA Sarbanes-Oxley Act, regional compliance office), and a tax consultancy in Vienna

## LANGUAGES

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Excellent level of English. Mother tongue German. Basic Italian.

## TECHNICAL SKILLS

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Stata (advanced), RStudio (good knowledge), SmartPLS (basic knowledge).